

DEVELOPING



& TRAINING



FOR SUCCESS



the academy

for automotive professionals

2018 ACADEMY SCHEDULE:

MARCH 6	SERVICE	SERVICE ADVISOR
MARCH 6-8	SALES	PROFESSIONAL SELLING SKILLS
MARCH 8	SERVICE	TECH DEVELOPMENT - A/C TECH
MARCH 21-25	ALL DEPTS	2018 ATLANTA INTERNATIONAL AUTO SHOW
APRIL 10-12	SALES	PROFESSIONAL SELLING SKILLS
APRIL 12	SERVICE	TECH DEVELOPMENT - ELECTRICAL TECH
APRIL 17	SALES	NEGOTIATING FOR GROSS
APRIL 17-19	BODY	DAMAGE ANALYSIS & ESTIMATING
APRIL 24-26	SALES	PROFESSIONAL SELLING SKILLS
APRIL 26	SERVICE	PROFESSIONAL DETAILING & RECONDITIONING
MAY 8	SERVICE	HEADLIGHT RESTORATION - AM
MAY 8	SERVICE	WINDSHIELD REPAIR - PM
MAY 8-10	SALES	PROFESSIONAL SELLING SKILLS
MAY 10	SERVICE	TECH DEVELOPMENT - LUBE TECH
MAY 15-17	SERVICE	PAINTLESS DENT REMOVAL
MAY 17	SALES	PERSONAL BUSINESS DEVELOPMENT - AM
MAY 17	SALES	MASTERING SALES CALLS & INTERNET LEADS - PM
MAY 22	SALES	NEGOTIATING FOR GROSS - TIFTON - AM & PM CLASSES
MAY 23	SALES	PERSONAL BUSINESS DEVELOPMENT - TIFTON - AM & PM CLASSES
MAY 22-24	SALES	PROFESSIONAL SELLING SKILLS

