

## for automotive professionals

## 2018 ACADEMY SCHEDULE:

**SERVICE** SERVICE ADVISOR MARCH 6 MARCH 6-8 SALES PROFESSIONAL SELLING SKILLS MARCH 8 **SERVICE** TECH DEVELOPMENT - A/C TECH **2018 ATLANTA INTERNATIONAL AUTO SHOW MARCH 21-25 ALL DEPTS APRIL 10-12 SALES** PROFESSIONAL SELLING SKILLS **TECH DEVELOPMENT - ELECTRICAL TECH** APRIL 12 **SERVICE SALES NEGOTIATING FOR GROSS** APRIL 17 **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 TECH DEVELOPMENT - LUBE TECH SERVICE MAY 15-17 SERVICE** PAINTLESS DENT REMOVAL

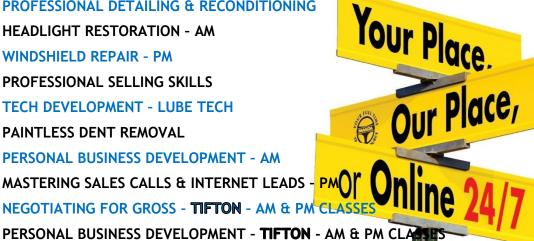
**SALES** 

PERSONAL BUSINESS DEVELOPMENT - AM **MAY 17 SALES** 

NEGOTIATING FOR GROSS - TIFTON - AM & PM CLASSES **MAY 22 SALES** 

PERSONAL BUSINESS DEVELOPMENT - TIFTON - AM & PM CLA **MAY 23 SALES** 

**SALES** PROFESSIONAL SELLING SKILLS **MAY 22-24** 



**MAY 17**