



the academy

for automotive professionals

ACADEMY SCHEDULE:

FEBRUARY 5-7	SALES	PROFESSIONAL SELLING SKILLS
FEBRUARY 7	SERVICE	TECH DEVELOPMENT - LUBE TECH
FEBRUARY 7	SALES	PERSONAL BUSINESS DEVELOPMENT - AM
FEBRUARY 7	SALES	NEGOTIATING FOR GROSS - PM
FEBRUARY 12	SERVICE	HEADLIGHT RESTORATION - AM
FEBRUARY 12	SERVICE	WINDSHIELD REPAIR - PM
FEBRUARY 19-21	SALES	PROFESSIONAL SELLING SKILLS
FEBRUARY 19-21	SERVICE	PAINTLESS DENT REMOVAL
MARCH 5	SERVICE	SERVICE ADVISOR
MARCH 5-7	SALES	PROFESSIONAL SELLING SKILLS
MARCH 7	SERVICE	TECH DEVELOPMENT - A/C TECH
MARCH 20-24	ALL DEPTS.	ATLANTA INTERNATIONAL AUTO SHOW
APRIL 9-11	SALES	PROFESSIONAL SELLING SKILLS
APRIL 11	SERVICE	TECH DEVELOPMENT - BRAKE TECH
APRIL 16-18	COLLISION	DAMAGE ANALYSIS & ESTIMATING
APRIL 23-25	SALES	PROFESSIONAL SELLING SKILLS
APRIL 25	SERVICE	PROFESSIONAL DETAIL & RECONDITIONING

