

## Executive Training

### GENERAL MANAGEMENT EXECUTIVE PROGRAM (GMEP)

Classes starting in February, March, and May

### GENERAL MANAGEMENT I

March 21–24, June 6–9

### GENERAL MANAGEMENT II

April 11–14

### FINANCIAL MANAGEMENT I

March 14–16, June 13–15

### FINANCIAL MANAGEMENT II

November 10–12 (2021), March 16–18, June 15–17

### EFFECTIVE LEADERSHIP

December 15–16 (2021), May 12–13

### A GENERAL MANAGER'S GUIDE TO SERVICE & PARTS

June 2–3

## Variable Operations Training

### GENERAL SALES MANAGEMENT I

December 6–8 (2021), January 10–12, March 21–23, May 4–6

### GENERAL SALES MANAGEMENT II

December 8–10 (2021), January 12–14, March 23–25

### GENERAL SALES MANAGEMENT III

December 13–14 (2021), April 7–8

### USED VEHICLE MANAGEMENT I

December 6–8 (2021), January 5–7, March 4\*, March 7–9, May 16–18

### USED VEHICLE MANAGEMENT II

December 8–10 (2021), March 9–11, May 18–20

### USED VEHICLE MANAGEMENT III

April 5–6

### INTERNET/BDC OPERATIONS MANAGEMENT

February 1–2, May 23–24

### MASTERING DIGITAL MARKETING

February 3–4, May 25–26

### SALES CONSULTANT PROGRAM I

December 10 (2021)\*, January 3\*, March 2\*, May 3\*

### SALES CONSULTANT PROGRAM II

April 1\*

## Fixed Operations Training

### SERVICE ADVISOR TRAINING I

Dec 7 (2021)\*, Jan 7\*, Feb. 2\*, March 3\*, April 25, May 6\*, June 2\*

### SERVICE ADVISOR TRAINING II

February 4\*, April 26, April 5\*

### SERVICE MANAGEMENT I

Dec 13–15, Feb 3\*, Feb 14–16, March 14–16, May 2–4, May 5\*, June 22–24

### SERVICE MANAGEMENT II

Nov 10–12 (2021), Dec 15–17 (2021), Feb 16–18, March 16–18, May 4–6

### SERVICE MANAGEMENT III

February 24–25

### PARTS & ACCESSORIES MANAGEMENT I

Nov 15–17 (2021), Dec 6 (2021)\*, Jan 6\*, Jan 24–26, April 4–6, April 7\*

### PARTS & ACCESSORIES MANAGEMENT II

November 17–19 (2021), January 26–28, April 6–8

### PARTS & ACCESSORIES MANAGEMENT III

June 21–22

### COLLISION CENTER MANAGEMENT

May 25–27

## Discounts & Offers

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1 monthly fee / 25+ training courses

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Virtual training sessions now included in Subscriptions

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November 2021 through June 2022. Last updated October 2021. \* Course dates marked with an asterisk are virtual.

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