

# 2023 Training Schedule



NCM® Institute training courses provide in-depth, real-world strategies and best practices that you can take back to the dealership. Grow your expertise and accountability management skills during workshops with successful peers and industry-leading trainers. (Updated May 2023.)

## EXECUTIVE TRAINING

### General Management Executive Program

8 sessions remaining in 2023. Scan QR code for more details.

### General Management I

June 20-23, Sept 25-28, Dec 4-7

### General Management II

May 16-19, Sept 18-21, Nov 13-16

### Financial Management I

May 8-10, Aug 21-23, Oct 16-18, Dec 11-13

### Financial Management II

May 10-12, Aug 23-25, Oct 18-20, Dec 13-15

### Effective Leadership

May 18-19, Aug 3-4, Oct 5-6, Nov 27-28

### Success Driven Pay Plans

Dec 19-20

### A General Manager's Guide to Service & Parts

Sept 7-8

#### Color Key

- Hosted in Kansas City, MO.
- Hosted in other locations.
- Hosted via our virtual learning platform.

## VARIABLE OPS TRAINING

### General Sales Management I

May 8-10, June 5-7, July 10-12, Aug 14-16, Sept 18-20, Oct 9-11, Nov 13-15, Dec 18-20

### General Sales Management II

May 10-12, June 7-9, July 12-14, Aug 16-18, Sept 20-22, Oct 11-13, Nov 15-17, Dec 20-22

### General Sales Management III

May 4-5, July 6-7, Aug 3-4, Sept 7-8, Nov 20-21

### Used Vehicle Management I

May 1-3, May 22-24, July 17-19, Aug 7-9, Sept 7, Sept 11-13, Oct 16-18, Dec 11-13

### Used Vehicle Management II

May 3-5, May 24-26, July 19-21, Aug 9-11, Sept 13-15, Oct 18-20, Dec 13-15

### Used Vehicle Management III

July 6-7, Oct 5-6

### Internet/BDC Operations Management

July 11-12, Aug 1-2, Oct 2-3

### Mastering Digital Marketing

Aug 3-4, Oct 4-5

### Sales Consultant Program I

May 2, July 11, Sept 15, Nov 3

### Sales Consultant Program II

April 5, Oct 17

## FIXED OPS TRAINING

### Service Advisor Training I

May 1, May 3, June 7, June 12, July 6, July 7, Aug 1, Aug 3, Sept 6, Sept 7, Oct 2, Oct 6, Oct 19, Dec 8

### Service Advisor Training II

May 2, June 13, July 7, Aug 2, Aug 4, Sept 8, Oct 3, Oct 4, Oct 20

### Service Management I

May 1-3, May 4, May 22-24, June 12-14, Aug 3, Aug 7-9, Sept 11-13, Sept 11-13, Oct 9-11, Nov 1, Nov 6-8, Dec 18-20

### Service Management II

May 3-5, May 24-26, June 14-16, Aug 9-11, Sept 13-15, Sept 13-15, Oct 11-13, Nov 8-10, Dec 20-22

### Service Management III

May 4-5, June 20-21, Aug 3-4, Oct 3-4, Nov 2-3

### Parts & Accessories Management I

June 26-28, July 6, Aug 14-16, Sept 25-27, Oct 5, Oct 23-25, Dec 4-6

### Parts & Accessories Management II

June 28-30, Aug 16-18, Sept 27-29, Oct 25-27, Dec 6-8

### Parts & Accessories Management III

May 8-9, July 6-7, Sept 25-26, Nov 20-21

### Collision Center Management

May 3-5, Oct 2-4

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## VIRTUAL TRAINING

### NCM eLearn: Train on Your Terms

Our retail automotive training is now available wherever you are. Get the full classroom experience virtually with our robust eLearn platform. Pricing starts at \$299.



## DISCOUNTS & OFFERS

### Annual Training Subscription Plan

Make the commitment to a disciplined management training initiative for your dealership and save thousands on your annual training costs.

**\$995 per month, for one store**

(Excludes GMEP. Multi-store discount available.)

### Program Discounts

Get the most out of your training experience by taking the full course path we've outlined for you.

Save an average of 30% when you purchase sessions I and II at the same time — or purchase all three sessions and save even more.

**Scan the QR code to view the latest schedule online.**

Last updated May 2023.

