

# 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 March 2023.)

## EXECUTIVE TRAINING

### General Management Executive Program

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

### General Management I

April 11-14, 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

April 3-4

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

April 24-25, Sept 7-8

## 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

April 20-21, July 6-7, Oct 5-6

### Internet/BDC Operations Management

April 3-4, Aug 1-2, Oct 2-3

### Mastering Digital Marketing

April 5-6, 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

#### Color Key

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

## FIXED OPS TRAINING

### Service Advisor Training I

April 3, 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

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

### Service Management I

April 24–26, 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

April 26–28, 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

April 6, April 17–19, June 26–28, July 6, Aug 14–16, Sept 25–27, Oct 5, Oct 23–25, Dec 4–6

### Parts & Accessories Management II

April 19–21, 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 March 2023.

