



Edwards & Associates
Consulting • Training • Research
Profitability Consultants to the Automotive Service Industry



Collision Estimator College Course™

Charlotte, NC

February 20 & 21, 2018

This College Course Will
Train your Estimators to be **TOP SALES** producers!

Attention: Collision Shop Owners & Managers

- How would you rate your estimator's sales skills?
- Do your estimators know all of the 431 "not included" operations that are listed in the procedures pages?
- Do you spend more money upgrading your computers than you spend upgrading your employee's skills?

Here is your chance to improve your estimator's sales skills and improve their estimate writing skills at the same time. Edwards & Associates has a two-day estimator training class that is guaranteed to help both the beginner and the seasoned veteran estimators improve sales and estimate values. And your shops Bottom Line Results!

This Course will be led by Larry Edwards CMC Chairman of Edwards & Associates Consulting, Inc. Larry has published over 150 articles on strategy, innovation, teambuilding, leadership, diversity, managing dealership service, parts, collisions shops and independent repair facilities.

Combining pragmatic techniques from his articles and book "*American Automobile Industry...100 years of doing it the same way*" (and the engaging, humorous and contrarian interaction he's known for). Larry will take newcomers, people with a few years of experience (and those who are willing to admit they are stuck in the slow lane) on a whirlwind two-day trip from anonymity to accolade.

You're Estimators will leave this class having learned:

- **How to Estimate For Profit**
- **How to Sell Customers on using Your Collision Shop to Repair their vehicle**
- **Scheduling For CSI And Improved Cycle Times**
- **Developing More Direct Repair Programs**
- **Developing Your Personal Road To The Sale**
- **Maximizing Sales And Revenues On Each Job**
- **Managing Your Personal Performance**
- **Production Scheduling For Maximum Revenue**
- **Supplementing For Profit**
- **Success habits of highly successful Collision Estimators**

**Collision Estimator College Course™
Course Enrollment Form**

Course Dates: February 20 & 21, 2018* ■ Course Location: Charlotte, NC
Deadline for enrollment is February 6, 2018

Course Cost: \$1,495.00

There are a limited numbers of seats. Please submit your enrollment as soon as possible.

Dealership Name:

Address:

City:

State:

Zip:

Phone:

Fax:

Email:

Contact Person:

Name:

Email Address:

Amount:

Name:

Email Address:

Amount:

Name:

Email Address:

Amount:

Please email enrollment to Dee@edwardsconsult.com or fax to 704-454-5070.

Payment by Check _____

Make Checks Payable to:

**Edwards & Associates Consulting, Inc
P.O. Box 621360
Charlotte, NC 28262**

Payment by Credit Card Visa _____ MasterCard _____ American Express _____

Card Number _____ Expires _____ Three Digit Code _____

Note: Payment must be received prior to class

Questions? Call 1-800-708-7587 (In the event a program does not run we refund all fees. If you must cancel, there are no refunds but you may apply the full amount as a credit against any future workshop within one year.)

****Must have 7 enrollments to confirm class we will notify you when the class is confirmed***