



## Parts Manager College Course™

October 16 - 18, 2018\*

Charlotte, NC

*Everyone who attends this Course say it is the best Course they have ever attended!*

Edwards & Associates, the leading experts in Fixed Operations, presents Parts Manager College Course™. This exciting and informative course will teach Parts Managers how to increase Sales, increase Gross Profit Margins, reduce inventory investment, eliminate over-aged inventory, increase Counter Person Sales per transaction, and increase Department Net Profit.

***"Others can teach you the ABC's of Parts Management. I will teach you how to Net 25% while reducing your investment in inventory, increasing your inventory turns, and improving Sales per Employee"***

***-Larry Edwards***

**Program at a Glance:** This College will be led by Larry Edwards, Chairman and CEO of Edwards & Associates Consulting, Inc. Larry is the Author of "American Automobile Industry" and has published over 150 articles on strategy, innovation, teambuilding, leadership, diversity, managing Dealership Service, Parts, Collision Shops and Independent Repair Facilities.



### Managers will leave this class having studied:

- How to Evaluate Parts Inventory
- How to Analyze Parts Financial Performance
- Parts Inventory Management
- How to Increase Parts Gross Profit
- Effective Parts Marketing
- How to Develop Family Pricing
- How to Develop New Wholesale Business
- The Difference Between Gross and True Inventory Turns
- How to make their DMS Software Work for Them
- Setting and Achieving Parts Sales Goals
- How to Manage Manufacturers Daily Stock Replenishment Programs
- How to Develop Pay Plans that get Results

### Here is what past attendees said about this course

*"I really appreciate your time. Thanks so much for the training, you have no idea how much it helped me and my department. It was by far the best training I ever had and I look forward to taking more classes. Thanks!" -Joel F.*

*"Larry Edwards provided a mirror-like picture of our true performance and opportunities then armed us with invaluable information through his experience and access to data in order to help us set next level goals. Not to stop there, he has given us consistent training resources and follow up to actually attain these goals." -Michael A.*

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## Course Enrollment Form

Course Dates: October 16 - 18, 2018\* ■ Course Location: Charlotte, NC

Deadline for enrollment is September 12,, 2018

**Course Cost: \$2,995.00**

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

Dealership Name:

Address:

City:

State:

Zip:

Phone:

Fax:

Contact Person:

Email:

Name:

Email Address:

Amount:

Name:

Email Address:

Amount:

Name:

Email Address:

Amount:

How did you hear about this Course?  Referral  E-Mail  Ad  Other

If other, please explain:

Please email enrollment to [dee@edwardsconsult.com](mailto: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 or Four Digit Code \_\_\_\_\_

**Note: all payments 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.*

**\*Classes are not "confirmed" until we receive five enrollments. When we receive your enrollment, we will notify you when the class is confirmed.**

***Edwards & Associates***

*Consulting • Training • Research*

*Profitability Consultants to the Automotive Service Industry*