



# Collision Manager College Course™

September 18 - 20, 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 Collision Manager College Course™. This three-day training class guarantees to improve your Collision Manager's skills and your Collision Shop's results. This course will help Managers find new ways to increase Sales, Productivity, Profitability and CSI.

***"Others can teach you the ABC's of Collision Shop Management, I will teach you how to double your current Collision Sales and Net 20% in your Collision Shop."***  
***-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 Analyze Collision Financials
- 🌀 How Many Hours are Needed to Produce 20% Net Profit
- 🌀 How to Eliminate Receivables in Collision
- 🌀 E&A Work Flow Control Process that Ensures Faster Cycle Times
- 🌀 How to Develop Effective Marketing Plan
- 🌀 How to Develop Direct Repair Programs
- 🌀 How to Choose the Right Production System for Your Shop
- 🌀 How to get Paid for Supplements
- 🌀 Paints and Materials Gross Profit
- 🌀 Sales Promotion and Customer Communications
- 🌀 Managing Capacity, Facility Production, Human Production, and Technician Utilization
- 🌀 Developing Pay Plans that get Results
- 🌀 Operations Best Practices and Tools
- 🌀 How to be a Great Leader

## Here is what past attendees said about this course

*"Through the utilization of Edwards & Associates, we have significantly improved our total Body Shop effort. Your in-depth analysis of our needs allowed us to implement a program to improve our people skills, our work quality, and most importantly, our productivity."* -Mark T.

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## Course Enrollment Form

Course Dates: September 18 - 20, 2018\* ■ Course Location: Charlotte, NC

Deadline for enrollment is August 23, 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*