

SUN	MON	TUE	WED	THU	FRI	SAT
	Entry Level Sales (Day 1)	Entry Level Sales (Day 2)	Entry Level Sales (Day 3)	Entry Level Sales (Day 4)	1 Entry Level Sales (Day 5)	2
3	4 Advanced Service Management Program (Day 1)	5 Advanced Service Management Program (Day 2)	6 Advanced Service Management Program (Day 3)	7 TBD	8 TBD	9
	Advanced Service Manager Concepts	Management Service Advisor Training (9-1pm)	Understanding the Service Customer (9-1pm)			
		Advanced Service Revenue Creation (1-5pm)	Advanced Service BDC Concepts (1-5pm)			
10	11 Advanced Sales	12 Objections	13 Negotiations for Salespeople (9-1pm)	14 TBD	15 TBD	16
			Common Mistakes Salespeople Make (1-5pm)			
17	18	19	20	21	22	23
24	25 Entry Level Sales (Day 1)	26 Entry Level Sales (Day 2)	27 Entry Level Sales (Day 3)	28 Entry Level Sales (Day 4)	March 1 Entry Level Sales (Day 5)	2

SUN	MON	TUE	WED	THU	FRI	SAT
	Feb 25 Entry Level Sales (Day 1)	Feb 26 Entry Level Sales (Day 2)	Feb 27 Entry Level Sales (Day 3)	Feb 28 Entry Level Sales (Day 4)	March 1 Entry Level Sales (Day 5)	2
3	4	5 Internet BDC: Lead Generation (Day 1)	6 Internet BDC: Lead Generation (Day 2)	7	8	9
10	11 Advanced Sales	12 Objections	13	14 TBD	15 TBD	16
17	18 Entry Level Service Advisor (Day 1)	19 Entry Level Service Advisor (Day 2) Advanced F&I Concepts (Day1)	20 Entry Level Service Advisor (Day 3) Advanced F&I Concepts (Day 2)	21 Entry Level Service Advisor (Day 4)	22	23
24	25 Entry Level Sales (Day 1)	26 Entry Level Sales (Day 2)	27 Entry Level Sales (Day 3)	28 Entry Level Sales (Day 4)	29 Entry Level Sales (Day 5)	30