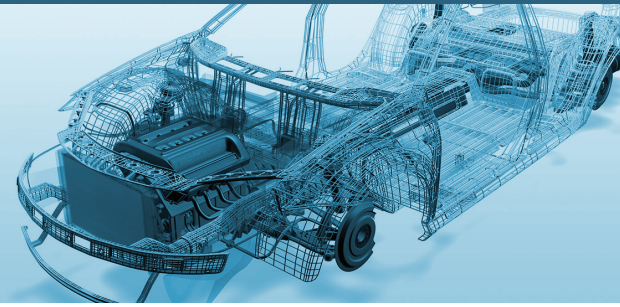




MVP BUSINESS SOLUTIONS

- Administration
- Production
- Leadership
- Sales and Marketing
- Financial Management



Location: PPG Business Development Center
Address: 28066 Oakland Oaks Ct.

City/State: Wixom, MI 48393
Contact: (248) 347-3350

Date: Wednesday, April 1, 2020
Cost: \$395 per person

Fundamentals of Estimating 2020

FUNDAMENTAL SKILLS FOR ACHIEVING SALES PERFORMANCE

The estimating process is the foundation for a profitable repair. A poorly written estimate translates to loss of production, re-work and low CSI scores. We developed the MVP Fundamentals of Estimating course for new and inexperienced estimators. Participants will learn the foundational skills of the estimating professional. This newly refined offering guides students systematically through every phase of the estimating process. Learning is reinforced throughout the course by engaging participants in multiple estimating exercises.

Production Courses

Exceptional performance to produce consistent and predictable results

Collision repair shops face ever increasing demands from work providers and vehicle owners to improve Quality, Speed and Cost. The production management oriented courses offer real world insight into how you can meet, and even exceed expectations, given today's market challenges.

WHO SHOULD ATTEND Beginning estimators, shop employees transitioning from other roles into estimating and inexperienced estimators having less than one year in that role. Shop Owners and managers may also attend.

COURSE OBJECTIVE To teach new estimators basic estimating skills, nomenclature and application of estimating procedures

COURSE LENGTH 1 - day course

CLASS SIZE 10 minimum, 24 maximum

- TOPICS COVERED**
- The purpose of an estimate
 - Estimating system operations
 - Building an estimate
 - Preliminary vs. locked estimates
 - Re-keying estimates (copying estimates)
 - Reviewing the vehicle
 - Analyzing damage
 - Estimating options
 - Estimate documentation

MINIMUM REQUIREMENTS Any PPG or Nexa Autocolor® customer is eligible to attend any MVP Business Development Series course

I-CAR participants are eligible to receive **7:00 Credit Hours** for this course. Participants are eligible to receive **14 AMI credit hours** towards the Accredited Automotive Manager (AAM). Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

MVP Business Development Series

Key success factors for performance-driven businesses

Grouped in 5 functional areas

The key to success of these courses involves incorporating the real-world expertise of MVP Certified Instructors, along with practical and relevant business curriculum. As a result, PPG offers hundreds of courses each year at state-of-the-art PPG Business Development Centers across North America.

We invite you to explore more on how these exciting programs can improve your performance and profitability in an increasingly competitive marketplace. The collision industry's most comprehensive set of business courses can be found grouped into five functional areas within the Business Courses page on the PPG MVP website at: www.ppgmvp.com

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