

SUN	MON	TUE	WED	THU	FRI	SAT
	<b>Aug 29</b>	<b>aug 30</b>	<b>Aug 31</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
<b>11</b>	<b>12</b> Understanding Your Customer (9-1pm)	<b>13</b> Advanced Sales: Level 1	<b>14</b> Objections: Level 1	<b>15</b> Leasing for Salespeople (9-1pm)	<b>16</b> Phone-Ups: Level 1	<b>17</b>
	<b>Common Mistakes Salespeople Make (1-5pm)</b>			Prospecting & Follow-Up (1-5pm)		
		Advanced Sales Program (Day 1)	Advanced Sales Program (Day 2)	Advanced Sales Program (Day 4)		
<b>18</b>	<b>19</b> Social Media for Salespeople	<b>20</b> Entry Level Service Advisor (Day 1)	<b>21</b> Entry Level Service Advisor (Day 2)	<b>22</b> Entry Level Service Advisor (Day 3)	<b>23</b> Entry Level Service Advisor (Day 4)	<b>24</b>
<b>25</b>	<b>26</b> Entry Level Sales (Day 1)	<b>27</b> Entry Level Sales (Day 2)	<b>28</b> Entry Level Sales (Day 3)	<b>29</b> Entry Level Sales (Day 4)	<b>30</b> Entry Level Sales (Day 5)	

SUN	MON	TUE	WED	THU	FRI	SAT
	<b>3</b> Advanced Sales: Level 1 Advanced Sales Program (Day 1)	<b>4</b> Objections: Level 1 Advanced Sales Program (Day 2)	<b>5</b> Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3)	<b>6</b> Phone-Ups: Level 1 Advanced Sales Program (Day 4)	<b>7</b> Understanding Your Customer (9-1pm) Common Mistakes Salespeople Make (1-5pm)	<b>8</b>
<b>9</b>	<b>10</b> *Columbus Day	<b>11</b> Advanced Sales: Level 2	<b>12</b> Objections: Level 2	<b>13</b> Internet/BDC: Lead Generation (Day 1) Advanced F&I Concepts (Day 1)	<b>14</b> Internet/BDC: Lead Generation (Day 2) Advanced F&I Concepts (Day 2)	<b>15</b>
<b>16</b>	<b>17</b> Phone-Ups: Level 2	<b>18</b> Advanced Sales Management Advanced Sales Management Program (Day 1)	<b>19</b> Leadership (9-1pm) Coaching (1-5pm) Advanced Sales Management Program (Day 2)	<b>20</b> Advanced Management Negotiations (9-1pm) Hiring/ Motivation (1-5pm) Advanced Sales Management Program (Day 3)	<b>21</b> Train the Trainer (9-1pm) Leasing for Managers (1-5pm) Advanced Sales Management Program (Day 4)	<b>22</b>
<b>23</b>	<b>24</b> Entry Level Sales (Day 1)	<b>25</b> Entry Level Sales (Day 2)	<b>26</b> Entry Level Sales (Day 3)	<b>27</b> Entry Level Sales (Day 4)	<b>28</b> Entry Level Sales (Day 5)	<b>29</b>
<b>30</b>	<b>31</b>	Nov 1 Social Media for Salespeople	Nov 2 Advanced Service Manager Concepts Advanced Service Management Program (Day 1)	Nov 3 Management Service Advisor Training (9-1pm) Advanced Service Revenue Creation (1-5pm) Advanced Service Management Program (Day 2)	Nov 4 Understanding the Service Customer (9-1pm) Advanced Service BDC Concepts (1-5pm) Advanced Service Management Program (Day 3)	