

January 2015

To register for classes visit www.davidlewis.com

SUN	MON	TUE	WED	THU	FRI	SAT
				1 *New Years Day	2	3
4	5 Entry Level Sales: Day 1	6 Entry Level Sales: Day 2	7 Entry Level Sales: Day 3	8 Entry Level Sales: Day 4	9 Entry Level Sales: Day 5	10
11	12 Advanced Sales: Level 2	13 Advanced Sales: Level 1 Advanced Sales Program: Day 1	14 Objections: Level 1 Advanced Sales Program: Day 2	15 Leasing for Salespeople (9-1pm) Prospecting & Follow Up (1-5pm) Advanced F&I Concepts: Day 1 Advanced Sales Program: Day 3	16 Phone-Ups: Level 1 Advanced F&I Concepts: Day 2 Advanced Sales Program: Day 4	17
18	19 Hiring & Motivation (9-1pm) Leadership & Coaching (1-5pm)	20 Advanced Sales Management Adv. Service Advisor Techniques Adv. Svc. Advisor Program: Day 1	21 Internet/BDC Lead Generation: Day 1 Understanding the Service Customer (9-1pm) Svc. Advisor Phone Tech. (1-5pm) Adv. Svc. Advisor Program: Day 2	22 Internet/BDC Lead Generation: Day 2 Effective Svc. Walk Arouns (9-1pm) Adv. Svc. Advisor Program: Day 3	23 Common Mistakes Salespeople Make (9-1pm) Understanding Your Customer (1-5pm)	24
25	26 Entry Level Sales: Day 1	27 Entry Level Sales: Day 2	28 Entry Level Sales: Day 3	29 Entry Level Sales: Day 4	30 Entry Level Sales: Day 5	31

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

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SUN	MON	TUE	WED	THU	FRI	SAT
1	2 * Topics subject to change. See website for details. All classes are full day (9-5) unless otherwise noted.	3	4	5 Internet/BDC: Lead Generation (Day 1)	6 Internet/BDC: Lead Generation (Day 2)	7
8	9 Objections: Level 2	10 Advanced Sales: Level 1 Advanced Sales Program (Day 1)	11 Objections: Level 1 Advanced Sales Program (Day 2)	12 Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3) Advanced F&I Concepts (Day 1)	13 Phone-Ups: Level 1 Advanced Sales Program (Day 4) Advanced F&I Concepts (Day 2)	14
15	16 Entry Level Sales (Day 1)	17 Entry Level Sales (Day 2) Advanced Sales Management Advanced Sales Management Program (Day 1)	18 Entry Level Sales (Day 3) Leadership / Coaching (9-1pm) Leasing for Managers (1-5pm) Advanced Sales Management Program (Day 2)	19 Entry Level Sales (Day 4) Adv Mgmt Negotiations (9-1pm) Hiring/ Motivation (1-5pm) Advanced Sales Management Program (Day 3)	20 Entry Level Sales (Day 5) Train the Trainer (9-1pm) Adv Used Car Mgmt (1-5pm) Advanced Sales Management Program (Day 4)	21
22	23 Advanced Sales: Level 2 Business Etiquette (9-1pm)	24 Advanced Sales: Level 1 Advanced Sales Program (Day 1) Advanced Svc Manager Concepts Advanced Service Management Program (Day 1)	25 Objections: Level 1 Advanced Sales Program (Day 2) Understanding Svc Cust (9-1pm) Service Staff Retention (1-5pm) Advanced Service Management Program (Day 2)	26 Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3) Adv Svc Revenue Creation (9-1pm) Effective Express Service (1-5pm) Advanced Service Management Program (Day 3)	27 Phone-Ups: Level 1 Advanced Sales Program (Day 4) Mgmt Svc Advisor Training (9-1pm) Adv Service BDC Concepts (1-5pm) Advanced Service Management Program (Day 4)	28
29	30 Entry Level Sales (Day 1)	31 Entry Level Sales (Day 2)	April 1 Entry Level Sales (Day 3)	April 2 Entry Level Sales (Day 4)	April 3 Entry Level Sales (Day 5)	

SUN	MON	TUE	WED	THU	FRI	SAT
	March 30 Entry Level Sales (Day 1)	March 31 Entry Level Sales (Day 2)	1 Entry Level Sales (Day 3)	2 Entry Level Sales (Day 4)	3 Entry Level Sales (Day 5)	4
5	6	7 Advanced Sales: Level 1 Advanced Sales Program (Day 1)	8 Objections: Level 1 Advanced Sales Program (Day 2)	9 Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3)	10 Phone-Ups: Level 1 Advanced Sales Program (Day 4)	11
12	13 Entry Level Sales (Day 1) Common Mistakes Salespeople Make (9-1pm) Understanding Your Customer (1-5pm)	14 Entry Level Sales (Day 2)	15 Entry Level Sales (Day 3)	16 Entry Level Sales (Day 4) Internet / BDC: Lead Generation (Day 1)	17 Entry Level Sales (Day 5) Internet / BDC: Lead Generation (Day 2)	18
19	20 Phone-Ups: Level 2 Business Etiquette (9-1pm)	21 Advanced Sales: Level 1 Advanced Sales Program (Day 1) Advanced Svc Advisor Techniques Advanced Service Advisor Program (Day 1)	22 Objections: Level 1 Advanced Sales: Program (Day 2) Understanding Svc Cust (9-1pm) Service Advisor Phone Techniques (1-5pm) Advanced Service Advisor Program (Day 2)	23 Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3) Effective Service Walk Arouds 9-1pm) Advanced Service Advisor Program (Day 3)	24 Phone-Ups: Level 1 Advanced Sales: Program (Day 4)	25
26	27 Entry Level Sales (Day 1)	28 Entry Level Sales (Day 2)	29 Entry Level Sales (Day 3)	30 Entry Level Sales (Day 4)	May 1 Entry Level Sales (Day 5)	

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