

# COURSE LIST AND APPLICABLE ATTENDEES

	Salesperson	Sales/Desk Mgr	Internet Sales/ Mgr	Finance Mgr	Finance Director	Service Advisor	Service Mgr	GM / GSM
<b>INSTRUCTOR LED COURSES</b>								
Creating A Network Tree	◆	◆	◆					
Coaching for Performance		◆	◆	◆	◆		◆	◆
Disarming Hostility & Legal Compliance						◆	◆	
FGI Master Series: Advanced Finance & Insurance				◆	◆			
FGI Master Series: How to Be a Deal Maker				◆	◆			
FGI Master Series: Maximizing Your FGI Opportunities				◆	◆			
FGI Director				◆	◆			
FILES Certification	◆	◆	◆	◆	◆			◆
Leasing 101: Fundamentals of Leasing	◆	◆	◆	◆	◆			
Management By Objectives		◆	◆	◆	◆		◆	◆
Sales Management Leadership		◆	◆	◆	◆		◆	◆
Sales Manager Legal Certification	◆	◆	◆					◆
Service Operations						◆	◆	◆
Service Sales Consultant Certification						◆	◆	
Skills for the Business Manager		◆	◆	◆	◆			
Skills for the Sales Manager		◆	◆					◆
TARGET Automotive Sales	◆	◆	◆					
TARGET Advanced Automotive Sales	◆	◆	◆					
TARGET Internet Sales	◆	◆	◆					
TARGET Management		◆	◆					◆
TARGET Purchase Option Worksheet	◆	◆	◆					
TARGET Recharge	◆		◆					
TARGET Service Sales						◆	◆	
<b>MINI MODULES / ONLINE TRAINING</b>								
Developmental Coaching		◆	◆	◆	◆		◆	
Dream Team	◆	◆	◆	◆	◆	◆	◆	◆
Effective Communication & Telephone Skills	◆		◆			◆	◆	
Equal Credit Opportunity Act (ECOA) and NADA Guidelines	◆	◆	◆	◆	◆			
Financial Statements & Key Dealership Numbers		◆			◆			◆
Let's Get Motivated	◆	◆	◆	◆	◆	◆		
Managing Your Emotional State & Break Through to Excellence	◆	◆	◆	◆	◆	◆	◆	◆
Overcoming Objections & Closing Skills	◆	◆	◆	◆	◆	◆		
Product Knowledge		◆	◆	◆	◆	◆		
Qualities of A Great Manager		◆	◆	◆	◆		◆	◆
Steps To The Service Write-Up						◆	◆	
Team Building	◆	◆	◆	◆	◆	◆	◆	◆
Time Management/Organization Skills	◆	◆	◆	◆	◆	◆	◆	◆
Turning Incoming Calls Into Appointments	◆	◆	◆			◆	◆	