



MVP BUSINESS SOLUTIONS

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



# Financial Fundamentals For Collision Success

This course provides new owners, new managers, and potential candidates for management with the basic accounting and financial fundamentals to better understand what drives overall business performance. Maintaining strong performance isn't always easy. Improving performance can be very challenging. Attempting either without a solid understanding of the metrics that drive success can be limiting. This foundational course explores the critical metrics for collision center operations. Participants will gain an improved ability to apply course teachings directly to their business.

## Financial Management Courses

More than ever, collision center operators need to understand the key metrics that drive their business. This course series is designed to help today's managers gain a competitive advantage in their respective marketplace by teaching them to strategically think about their business strategy and understand Key Performance Indicators while developing an effective business plan.

**WHO SHOULD ATTEND** New Shop Owners, New Shop Managers, New Shop Managers within an MSO, Administrative Staff Members identified as a prospective future manager.

**COURSE OBJECTIVE** To provide a basic understanding of profit and loss statement analysis, and to understand the drivers behind financial performance.

**COURSE LENGTH** 1 - day course

**CLASS SIZE** 10 minimum, 20 maximum

- TOPICS COVERED**
- Understanding general accounting methods
  - Understanding basic financial statement accounts
  - Understanding revenue types, revenue sources, and sales mix
  - How to calculate and interpret key financial metrics
  - Measuring current state performance
  - Job-costing and expense control
  - Profitability, breakeven, and cash flow
  - Strategies for improving business success

**MINIMUM REQUIREMENTS** Any PPG customer is eligible to attend any MVP Business Development Series course

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](http://www.ppgmvp.com)

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