



MVP BUSINESS SOLUTIONS

Administration

Production

Leadership

Sales and Marketing

Financial Management



The New Advanced Estimating Class

The PPG MVP Advanced Estimating class delivers knowledge, skills AND current industry information.

Knowledge, skills and information for the professional estimator are the foundation of this class. Repair professionals are dealing with amazing advancements in vehicle technology and professional estimators must know how to locate accurate information quickly. Having the right information must be accompanied by the knowledge to construct an accurate estimate and repair file that accelerates the repair process and exceeds the customer's expectations. This class will explore how to master the skills needed to have detailed and specific documentation to facilitate payment consistently from work providers. Case studies and estimating exercises result in an engaging learning experience. Advanced Estimating is continuing education for today's collision repair professional.

WHO SHOULD ATTEND Shop Owners, Office Managers, Estimators, and Key Personnel

COURSE OBJECTIVE To increase the participants' knowledge and skills to accurately construct and sell a professional estimate.

COURSE LENGTH 2-day course

COURSE SIZE 10 minimum, 24 maximum

TOPICS COVERED

- The Estimate process & exceeding customer expectations
- Technical information resources
- Documentation techniques
- The role of the Repair Professional
- Accurate estimating
- Closing the sale
- Estimating KPI's and how to influence them
- Tips and Tools for improvement
- Proper repairs and severity
- Introduction to repair planning

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 14:00 Credit Hours for this course.
Participants are eligible to receive 28 AMI credit hours towards the Accredited Automotive Manager (AAM).
Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

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.

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

www.ppgmvp.com



rev.2.017

