



MVP BUSINESS SOLUTIONS

MVP BUSINESS DEVELOPMENT SERIES

Administration  
Production  
Leadership  
Sales and Marketing  
Financial Management



# Paint Shop Performance (PSP)

## MAXIMIZE PAINT SHOP PROFITABILITY, DIAGNOSING PERFORMANCE AND DRIVING IMPROVEMENTS

Advancing technologies in automotive refinish products and the equipment available today positions collision centers for exceptional Paint Shop Performance. But even with the exceptional refinish products and the best equipment available, profitability in paint and materials poses some unique challenges for today's collision centers. The MVP Paint Shop Performance class takes an in-depth look into many of the areas that influence paint shop profitability. Participants will experience how to measure, analyze and diagnose performance of the paint shop. Once a thorough analysis is completed participants will learn how to identify areas of opportunity for improvement. Participants will explore how to develop a measurable plan of action for improvement in Paint Shop Performance. This one day MVP Business Development course is a comprehensive look into how to improve collision center Paint Shop Performance.

**WHO SHOULD ATTEND** Shop Owners, Managers, Production Managers, Refinish Technicians

**COURSE OBJECTIVE** Increase paint shop profitability by understanding the key performance measures and focusing on the four main areas that influence profitability.

**COURSE LENGTH** 1-day course

**CLASS SIZE** 10 minimum, 20 maximum (venue permitting)

- Topics Covered**
- Participants will understand the key performance indicators of paint shop performance
  - Participants will review the current industry benchmarks for paint shop performance
  - Participants will learn the four main areas that influence paint shop performance
  - Participants will learn how to monitor performance, analyze the information and apply improvement strategies

**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 **7:00 Credit Hours** for this course.  
Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

### Financial Management Courses

**More than ever, collision center operators need to understand the key metrics that drive their business**

Collision repair shops face ever increasing demands from work providers and vehicle owners to improve Quality, Speed and Cost. The financial management oriented courses offer real world insight into how you can analyze, and improve business performance in today's challenging market conditions.

### 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)

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



rev.11.2018

