

NIADA DEALER DEVELOPMENTS

NIADA OFFERS RELEVANT AND UP-TO-DATE AUTOMOTIVE TRAINING AND EDUCATION PROGRAMS.

As the best in the industry, many of our award-winning programs are conducted on a regional or state level around the country. Each training leader has a minimum of ten years of experience in their area of expertise. From the sales associate to the controller to the receptionist, we have a training workshop that will fit your needs. Each year we are privileged to provide training and education programs at over 20 state and national conventions. Please contact us if you would like NIADA to visit your event.

NIADA DEALER TWENTY GROUPS

www.twentygroups.com



The NIADA Dealer Twenty Group program helps dealer-owners run their operations more profitably, conducting Twenty Group meetings all across North America. Whether it is one of our independent dealer, Retail, BHPH, LPHH, Controller, Finance or Service groups, we have a Twenty Group to fit your needs. Our Twenty Groups are considered the "graduate school" of automotive management. A Twenty Group will help you run your business more efficiently and more profitably. Dealers have used Twenty Groups to build their businesses for more than 50 years. On a regular basis and under the direction of one of our seasoned moderators, your Twenty Group will meet to exchange ideas, identify best practices and discover opportunities and challenges facing your dealership. A Dealer Twenty Group is an association of 12 to 20 automotive dealers with similar business models and similar-size operations. Members meet at various locations, decided on by the group, to share best practices, their successes and failures, ideas to improve operations, and most important, their financial (composite) data. Each Twenty Group meets three times per year at approximately four-month intervals.

CERTIFIED MASTER DEALER™ PROGRAM

www.niadamcd.com

888-906-8283

The CERTIFIED MASTER DEALER™ program was developed to help you manage and grow your business. It is one of the industry's most respected training programs. This course offers something new for you whether you have been an independent dealer for only 5 days or more than 50 years. Dealers who attend this training are committed to the industry, support ethical business standards and practices, and are leaders in their communities. They bring a wide range of experience to each class, and leave with new strategies for analyzing their business practices and increasing their bottom line. This course emphasizes practical and effective management and leadership skills to improve employee performance. Dealers will also learn how to efficiently and effectively manage their own time. One full day is devoted to analyzing the dealer's own financial data in order to learn how to minimize expenses, increase operating capital, and control the high costs associated with obtaining and maintaining inventory. The 2½ day course wraps up with a comprehensive look at current, up-to-date and dealer proven marketing, advertising, social media and promotional concepts. This course is designed and delivered in a manner proven to be highly effective and successfully completed by CMD candidates without regard to their previous academic background.



NIADA BOOT CAMPS

www.niadabootcamps.com



- **SALES TRAINING** - Sales Training focuses on building on existing relationships and developing business in today's competitive marketplace. Prospecting targets, effective telephone skills and strategies, objection handling, vehicle presentation, moving old-age inventory, maximizing down payment, selling a program instead of just a car are some of the key points in this interactive session.
- **MANAGERS** - Cash flow management, inventory acquisition, reconditioning and after-sale service, advertising rules, personnel management and expense control are just a few of the topics addressed. This is the perfect way to introduce new managers/supervisors to the role of management in our industry. It is also a great refresher training for more seasoned leadership.
- **COLLECTIONS** - Always well attended. This course tends to fill up quickly. We will discuss proper compliant collections strategies and techniques, building and maintaining relationships, overcoming reasons not to pay, proper use of GPS and Payment Assistance Device technology, electronic communications, repossession management, queue structuring and maximizing the strengths of your collectors and much more.



NIADA.TV

NIADA.TV is a free network of educational training programs available exclusively for NIADA, NADA and NAAA members, their employees, and industry leaders and vendors. Located at www.niada.tv, this network includes over 600 hours of educational training programs, industry news

programs, industry highlights, as well as live webcasts of industry events and educational sessions. All of these programs are designed to assist dealers in establishing and expanding their dealership operations and profitability. NIADA.TV also hosts several weekly and monthly special programs and live webcasts throughout the year.

NIADA | NABD CONVENTION & EXPO:



The NIADA | NABD Convention & Expo is our premier event which combines resources of NIADA and the National Alliance of Buy Here-Pay Here Dealers in a used car industry Mega-Conference – offering the best training available for independent vehicle dealers. With an extensive, comprehensive and wide-ranging array of topics, including digital/social media marketing, legal and compliance issues, inventory sourcing, collections, sales, customer service, F&I, management and much more. Designed to give you the tools, techniques and strategies to accelerate your dealership and its operations in the race toward your finish line – SUCCESS. Our Exhibit Hall will be filled with more than 200 exhibitors offering the latest cutting-edge technology, products and services designed to give you an edge as you accelerate through today's ultra-competitive used car market.

WHY YOU, AS A PROFESSIONAL, SHOULD ATTEND THIS EVENT:

- Gain critical training
- Face-to-face interactions that drive new ideas and build connections
- Receive updates on legislative, regulatory and compliance issues
- Share best practices
- Learn about the most current technologies, products and services offered by a wide variety of our top-notch exhibitor partners to accelerate your dealership

FEATURING:

- BHPH Training
- Compliance Training
- CPO Training
- Retail Operations Training
- Early Registration Rate

NABD BHPH SUBPRIME FALL CONFERENCE | POWERED BY NIADA - OCTOBER 2019



CONFERENCE HIGHLIGHTS:

- Training for New & Experience Operators
- Network with Industry Experts
- Capital to Fund Your Operation
- Collections & Underwriting Training
- Best Practices that Work Today and in the Future
- The Latest Marketing Strategies
- Legal and Compliance Updates
- Exhibit Hall with all the Latest Products & Services
- New Industry Technology

For additional information go to www.niada.com or call 888-906-8283