

Enrollment for PM Training (Winter Session) Opens

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Winter Enrollment Opens December 1<sup>st</sup> for Solomon Coyle Project Management Training

Solomon Coyle is accepting reservations beginning December 1<sup>st</sup> for Project Management Training classes scheduled to begin mid-January. The winter session is available to dealers having a primary alignment with Haworth, Herman Miller and Steelcase. Registration can be done online at the Solomon Coyle website.

In the last six months, dealer organizations have had to pivot hard. Almost all have assessed their operating costs, their sales process, and how to market to, and engage with, their clients in new ways.

Scott Jamison, the primary instructor and Solomon Coyle's lead consultant for dealer operations, would also remind us that it's important for dealerships to focus on best operational practices as they execute on delayed installation projects and book new business. "There is an opportunity for dealer principals to leverage their project managers to ensure limited margin erosion and in some cases, even improve profitability," says Jamison.

One of the course sessions Jamison teaches is titled, *Project Management as Profit Center: Selling Services*. Jamison states, "We are teaching project managers how to position themselves, specifically dealing with value proposition. We teach them how to market project management services and how to best determine costs for those services. So not only are we educating project managers on how to limit margin erosion, but we are also spending time educating them on how to maximize their services for more profitability."

Solomon Coyle's PM Training program simultaneously addresses dealer goals for margin protection, customer satisfaction and retention, and talent management. The course is delivered through 10 interactive webinars, individualized instructor attention, a wealth of field-proven work tools and supporting materials, and a final exam assessing student comprehension.

Program details are available in the Project Management Training section at the Solomon Coyle website. Questions can be addressed to [support@solomoncoyle.com](mailto:support@solomoncoyle.com).

Learn how we can help you.

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