

Class Schedule

Spring 2023 Class Schedule

Instructors David Solomon, Paul Holland and Shelley Rosetta share methods, tips and techniques to help your dealership avoid costly mistakes, reduce and eliminate margin erosion, enhance profitability, and increase customer satisfaction. Each session is designed to provide you with an unbeatable interactive learning experience with the convenience of connecting from your workplace, job site or home office.

NEW START DATE: This course will meet on Mondays and Wednesdays at 3pm ET, from April 5th through June 5th. No classes the weeks of April 24th and May 29th.

If you have questions regarding the class schedule, Microsoft Teams, or other administrative matters, please email support@solomoncoyle.com.

Session	Date	Topic
00	Wed Apr 5	Orientation
1	Wed Apr 12	Dealer Economics and Principles of Project Management
2	Mon Apr 17	Quote-to-Invoice Process
3	Wed Apr 19	Installation Estimating
		NO CLASSES THE WEEK OF APRIL 24th
4	Wed May 3	Planning the Project
5	Mon May 8	Project Communications and Managing the Client
6	Wed May 10	Managing the Contract
7	Mon May 15	Managing the Project
8	Wed May 17	Project Management as a Profit Center: Selling Services
9	Wed May 24	Review and Reinforcement
		NO CLASSES THE WEEK OF MAY 29th
10	Mon Jun 5	Using What You Learned (Date to be confirmed.)

Learn how we can help you.

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