

Class Schedule

Fall 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.

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

Classes are held at 11:30am on Mondays and Wednesdays.

Session	Date	Topic
00	Oct 11	Intro & Overview
1	Oct 16	Dealer Economics and Principles of Project Management
2	Oct 18	Quote-to-Invoice Process
3	Oct 23	Installation Estimating
4	Oct 25	Planning the Project
5	Oct 30	Project Communications and Managing the Client
6	Nov 1	Managing the Contract
7	Nov 6	Managing the Project
8	Nov 8	Project Management as a Profit Center: Selling Services
9	Nov 13	Review and Reinforcement
10	Dec 4	Survey – Using What You Learned

Learn how we can help you.

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