

Class Schedule

Fall 2024 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 3:00pm ET on Tuesdays and Thursdays.

Session	Date	Topic
00	Oct 10	Intro & Overview
1	Oct 17	Dealer Economics and Principles of Project Management
2	Oct 22	Quote-to-Invoice Process
3	Oct 24	Installation Estimating
4	Oct 29	Planning the Project
5	Oct 31	Project Communications and Managing the Client
6	Nov 5	Managing the Contract
7	Nov 7	Managing the Project
8	Nov 12	Project Management as a Profit Center: Selling Services
9	Nov 14	Review and Reinforcement
10	Dec 10	Survey – Using What You Learned

Learn how we can help you.

solomoncoyle.com | info@solomoncoyle.com | (703) 574-9100

SolomonCoyle