



Pro Collision Training Offerings

- 1. “WHY SHOULD I DO BUSINESS WITH YOU”:** THIS IS A 2 DAY CUSTOMER SERVICE CLASS THAT DISCUSSES TOPICS TO INCLUDE WHY CUSTOMERS SHOULD SPEND THEIR MONEY WITH YOU, EARNING A CUSTOMERS’ TRUST, SUSTAINING AND DISRUPTIVE MARKETS, INNOVATION, SALES, DEPENDENCY ON DRP’S, AND MULTI-GENERATIONAL CUSTOMERS. THIS CLASS CAN BE COMPLETED IN ONE 8:00 AM TO 5:00 PM DAY. THIS IS A CLASSROOM CLASS WHICH ONLY REQUIRES THE HOST ORGANIZATION TO PROVIDE A PROJECTOR AND SCREEN. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS

OUTCOME: UPON COMPLETION OF THIS CLASS PARTICIPANTS WILL HAVE A BETTER UNDERSTANDING OF HOW TO IDENTIFY CUSTOMER NEEDS, HOW TO SELL THEIR COMPANY, DIFFERENCES BETWEEN GENERATIONS, AND HOW TO CAPTURE THE KEYS.

PRICING = \$800.00 – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

620 OXFORD DRIVE

NEW BRAUNFELS, TX 78130

844-878-8644

- **THIS COURSE CAN BE DELIVERED IN YOUR FACILITY**

- 2. SUCCESSION AND DEVELOPMENT PLANNING:** THIS 2 DAY COURSE TEACHES BUSINESS OWNERS AND MANAGERS HOW TO CREATE DEVELOPMENT PLANS AND SUCCESSION PLANS THAT HELP TO MOTIVATE DIFFERENT TYPES OF WORKERS AND

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TO PLAN FOR ATTRITION (BOTH POSITIVE AND NEGATIVE) ALLOWING BUSINESS LEADERS TO BE PROACTIVE TO STAFFING CHANGES INSTEAD OF REACTIVE. THE FOCUS IS ON CREATING A MEANINGFUL WORK ENVIRONMENT FOR EMPLOYEES FROM MULTIPLE GENERATIONS BY UNDERSTANDING THE CHARACTERISTICS OF EACH GENERATION IN THE WORKFORCE TODAY. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS
OUTCOME: UPON COMPLETION OF THIS COURSE PARTICIPANTS WILL UNDERSTAND HOW TO CREATE AND IMPLEMENT SUCCESSION PLANS AND DEVELOPMENT PLANS FOR THEIR STAFF IN ORDER TO INCREASE EMPLOYEE RETENTION AND SATISFACTION AS WELL AS CREATING A PROACTIVE STAFFING PLAN IN WRITING.

PRICING = \$800.00 PER PERSON – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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3. NEW ESTIMATOR TRAINING: THIS WEEK LONG CLASS IS DESIGNED TO TEACH BRAND NEW ESTIMATORS HOW TO NAVIGATE THROUGH CCC, CORRECT FILE DOCUMENTATION, USE OF P-PAGES, AND HOW TO IDENTIFY THE DIFFERENT COMPONENTS OF A VEHICLE FROM BUMPER ASSEMBLIES TO STRUCTURE AND RESTRAINT SYSTEMS. THIS COURSE IS DESIGNED FOR PEOPLE WITH NO ESTIMATING SKILLS OR

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**BACKGROUND. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS
OUTCOME: UPON COMPLETION OF THIS COURSE THE PARTICIPANTS SHOULD BE ABLE TO WRITE A COMPLETE AND WELL DOCUMENTED, NON-DRP ESTIMATE UP TO \$2500.**

PRICING = \$1500.00 PER PERSON – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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- 4. INTERMEDIATE ESTIMATING TRAINING: THIS 5 DAY COURSE EXPLORES HOW TO WRITE A THOROUGH ESTIMATE UTILIZING INFORMATION CONTAINED IN CCC 1 TO INCLUDE FOOT NOTES, HEAD NOTES, AND P-PAGES ALONG WITH MANUFACTURER REPAIR PROCEDURES. FOCUS OF THIS COURSE IS TO CREATE AN UNDERSTANDING OF HOW TO LOOK AT TODAY'S COMPLEX VEHICLES AND TO DOCUMENT ESTIMATES FOR CORRECTNESS OF REPAIR. PARTICIPANTS WILL ALSO ENGAGE IN DISCUSSION AND TRAINING TO HELP THEM BETTER UNDERSTAND THE BUSINESS OF WRITING AND NEGOTIATING ESTIMATES, PROFITABILITY, TECHNICIAN MANAGEMENT, AND TIME MANAGEMENT. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS
OUTCOME: UPON COMPLETION OF THIS COURSE PARTICIPANTS WILL BE ABLE TO WRITE AND NEGOTIATE A MORE COMPLETE AND THOROUGH ESTIMATE UTILIZING HEAD AND FOOT NOTES, P-PAGES, AND MANUFACTURER REPAIR PROCEDURES.**

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PRICING = \$1500.00 PER PERSON – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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5. REPAIR PLANNING TRAINING: THIS IS A 3 DAY COURSE THAT TEACHES THE PROCESS OF CREATING A REPAIR PLAN USING A 100% TEAR DOWN METHODOLOGY, SCAN TOOLS, BORE SCOPES, STRUCTURAL ANALYSIS, AND MANUFACTURER PROCEDURES. STUDENTS WILL WORK WITH A TEAR DOWN TECHNICIAN TO CREATE A COMPLETE REPAIR PLAN THAT WOULD ALLOW A VEHICLE TO MOVE THROUGH THE REPAIR PROCESS WITH “ZERO” SUPPLEMENTS. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS.

OUTCOME: UPON COMPLETION OF THIS COURSE PARTICIPANTS WILL UNDERSTAND AND BE ABLE TO APPLY A SYSTEMATIC PROCESS OF 100% DISASSEMBLY, ESTIMATICS, WORKING WITH A TEAR DOWN TECHNICIAN, PARTS AND FASTENER ORGANIZATION, AND MIRROR MATCHING PARTS.

PRICING = \$1000 PER PERSON – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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➤ **THIS COURSE CAN ALSO BE TAUGHT IN YOUR FACILITY**

6. MENTOR TRAINING: THIS 2 DAY COURSE IS DESIGNED TO TEACH HIGH PERFORMING TECHNICIANS AND SERVICE WRITERS TO BECOME MENTORS FOR NEW PEOPLE ENTERING THE INDUSTRY. PARTICIPANTS WILL BE TRAINED ON GENERATIONAL DIFFERENCES, THE IMPORTANCE OF MENTORSHIP, TEACHING TO THE LOWEST COMMON DENOMINATOR, COMMUNICATION SKILLS, AND DEVELOPMENT PLANNING. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS. OUTCOME: UPON COMPLETION OF THIS COURSE PARTICIPANTS WILL HAVE A BETTER UNDERSTANDING OF WHAT A MENTOR IS, HOW TO MENTOR PEOPLE FROM DIFFERENT GENERATIONS, HOW TO UTILIZE COMMUNICATION SKILLS, HOW TO TEACH TO THE LOWEST COMMON DENOMINATOR, AND HOW TO WORK IN TEAMS.

PRICING = \$800.00 PER PERSON – LUNCH WILL BE PROVIDED EACH DAY

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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7. PLASTIC REPAIR TRAINING: THIS 2 DAY COURSE IS DESIGNED TO TEACH TECHNICIANS THE SKILLS TO REPAIR PLASTIC COMPONENTS USING BOTH ADHESIVES AND PLASTIC WELDING WITH THE GOAL OF INCREASED REPAIR, PROFITABILITY, AND

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CYCLE TIME. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS.

OUTCOME: UPON COMPLETION OF THIS COURSE PARTICIPANTS WILL BE ABLE TO COMPLETE ONE SIDED, TWO SIDED, AND TAB REPAIRS TO PLASTIC COMPONENTS USING NITROGEN WELDERS, AND REPAIR ADHESIVES WITH A CLEAR UNDERSTANDING OF PROPER CLEANING AND PREPARATION.

PRICING = \$800.00 PLUS TRAVEL EXPENSES

MINIMUM CLASS SIZE – 10 PEOPLE

MAXIMUM CLASS SIZE – 20 PEOPLE

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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8. ALUMINUM REPAIR BASICS: THIS 2 DAY COURSE IS DESIGNED TO TEACH ALUMINUM REPAIR BASICS TO TECHNICIANS WHO ARE UNFAMILIAR WITH HOW TO WORK WITH THIS INCREASINGLY USED CONSTRUCTION MATERIAL. TOPICS INCLUDE HAMMER AND DOLLY TECHNIQUES, THERMAL EXPANSION, WORKING VS ANNEALING TEMPERATURES, USE OF ALUMINUM DENT REMOVAL TOOLS, USE OF GLUE ON DENT REMOVAL TOOLS, BONDING ADHESIVES, AND RIVET BONDING. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS.

OUTCOME: UPON COMPLETION OF THIS CLASS PARTICIPANTS WILL BE ABLE TO UTILIZE HEAT, CORRECT HAMMER AND DOLLY TECHNIQUES, PROPER SANDING PROCEDURES, PROPER EPOXY PRIMING PROCEDURES, AND CORRECT PRODUCTS TO COMPLETE COSMETIC ALUMINUM REPAIRS. THIS CLASS IS

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DESIGNED TO PREPARE A TECHNICIAN TO ATTEND FACTORY ALUMINUM TRAINING.

**PRICING = \$1250.00 PER PERSON
MINIMUM CLASS SIZE – 10 PEOPLE
MAXIMUM CLASS SIZE – 20 PEOPLE
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9. AUTOMOTIVE TECHNICIAN RECRUITING: PRO COLLISION TRAINING WILL CREATE AND EXECUTE A RECRUITING AND TRAINING PROCESS FOR ANY TRANSPORTATION ORGANIZATION. THIS PROCESS INCLUDES RECRUITING AND VETTING OF POTENTIAL EMPLOYEES, DEVELOPMENT OF TRAINING PATHS FOR THOSE NEW HIRES, JUST IN TIME TRAINING EVENTS FOR NEW RECRUITS ON SPECIFIC TOPICS, AND TRAINING OF A MENTOR IN THE SHOP TO OVERSEE ONGOING TRAINING FOR THE RECRUITS. RECRUITING WILL TAKE PLACE IN THE LOCAL MARKET WHILE THE VETTING AND TRAINING PROCESS WILL TAKE PLACE AT THE CLOSEST PRO COLLISION TRAINING LOCATION.

PRICING:

PRICING IS PER RECRUIT AND BASED ON PARTICIPATION IN THE DEVELOPMENT PLANNING PROGRAM.

- CUSTOMERS CAN CHOOSE TO HAVE PRO COLLISION TRAINING COMPLETE ANY INDIVIDUAL ITEM OR ANY COMBINATION OF RECRUITING, VETTING, AND TECHNICAL TRAINING FOR THEIR ORGANIZATION.**

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10. MANAGEMENT TRAINING: THIS 2 DAY TRAINING IS DESIGNED FOR POTENTIAL MANAGERS, NEW MANAGERS, OR MANAGERS WHO NEED A REFRESHER. TOPICS INCLUDE TIME MANAGEMENT, DELEGATIONS SKILLS, EMPLOYEE DEVELOPMENT, SUCCESSION PLANNING, AND IMPLEMENTING CHANGE. THIS CLASS IS IN PROCESS OF BEING CERTIFIED FOR CE CREDITS AND I-CAR ALLIANCE POINTS.

PREREQUISITE: SUCCESSION AND DEVELOPMENT PLANNING.

OUTCOME: UPON COMPLETION OF THIS CLASS PARTICIPANTS WILL BE ABLE TO BETTER DELEGATE TASKS, UTILIZE TIME MANAGEMENT SKILLS, BETTER MANAGE, DEVELOP, AND RETAIN EMPLOYEES, UNDERSTAND PROFITABILITY, AND MAINTAIN A WRITTEN STAFFING PLAN.

PRICE = \$800.00 PER PERSON

MINIMUM CLASS SIZE = 10

MAXIMUM CLASS SIZE = 20

HOTEL: HOMEWOOD INN AND SUITES – INCLUDES BREAKFAST AND DINNER

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11. HEAVY TRUCK RECRUITING AND TRAINING: PRO COLLISION TRAINING WILL CREATE AND EXECUTE A RECRUITING AND TRAINING PROCESS FOR ANY TRANSPORTATION ORGANIZATION. THIS PROCESS INCLUDES RECRUITING AND VETTING OF POTENTIAL EMPLOYEES, DEVELOPMENT OF TRAINING PATHS FOR THOSE NEW HIRES, JUST IN TIME TRAINING EVENTS FOR NEW RECRUITS ON SPECIFIC TOPICS, AND TRAINING OF A MENTOR IN THE SHOP TO OVERSEE ONGOING TRAINING FOR THE RECRUITS. RECRUITING WILL TAKE PLACE IN THE LOCAL MARKET WHILE

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THE VETTING AND TRAINING PROCESS WILL TAKE PLACE AT THE CLOSEST PRO COLLISION TRAINING LOCATION.

PRICING:

PRICING IS PER RECRUIT AND BASED ON PARTICIPATION IN THE DEVELOPMENT PLANNING PROGRAM.

- **CUSTOMERS CAN CHOOSE TO HAVE PRO COLLISION TRAINING COMPLETE ANY INDIVIDUAL ITEM OR ANY COMBINATION OF RECRUITING, VETTING, AND TECHNICAL TRAINING FOR THEIR ORGANIZATION.**

- 12. CORPORATE TRAINING DEVELOPMENT: PRO COLLISION TRAINING WILL UTILIZE SKILLS AND EXPERIENCE IN INSTRUCTIONAL DESIGN AND EFFECTIVE TRAINING TECHNIQUES TO CREATE SPECIFIC TRAINING FOR CLIENTS ON AN AS NEEDED BASIS.**

\$250 PER HOUR FOR MATERIAL DEVELOPMENT

\$1500 PER DAY PLUS TRAVEL EXPENSES FOR SHOP VISITS

- 13. CERTIFICATION AND DEVELOPMENT PATHS: CREATION OF TECHNICIAN, ESTIMATOR, AND MANAGER CERTIFICATION PATHS WHICH INCLUDE DEVELOPMENT PATHS BASED ON THE INDIVIDUALS' GOALS AND CAREER OBJECTIVES. THIS CAN ALSO BE APPLIED TO NEW TECHNICIAN ON-BOARDING AND DEVELOPMENT OR AN ENTIRE ORGANIZATION.**

\$250 PER HOUR FOR MATERIAL DEVELOPMENT

\$1500 PER DAY PLUS TRAVEL EXPENSES FOR SHOP VISITS

- 14. I-CAR PRO LEVEL TRAINING: CUSTOMERS CAN SEND THEIR EMPLOYEES TO 1 WEEK PRO LEVEL BURST TRAINING. EACH STUDENT WILL COMPLETE ONE PRO LEVEL FOR THEIR ROLE IN A ONE WEEK TIME PERIOD. I-CAR CLASSES WILL BE OFFERED IN BOTH ENGLISH AND SPANISH.**

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OUTCOME: UPON COMPLETION OF EACH ONE WEEK SESSION PARTICIPANTS WILL HAVE COMPLETED ONE COMPLETE PRO LEVEL IN THEIR SPECIFIC ROLE. PARTICIPANTS CAN COME BACK FOR AS MANY PRO LEVEL BURST TRAINING SESSIONS AS REQUIRED.

**\$500 PER PERSON PER WEEK PLUS THE COST OF EACH I-CAR CLASS TAKEN – LUNCH WILL BE PROVIDED EACH DAY
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**** THIS TRAINING OFFERING IS PENDING FINAL CONTRACT WITH I-CAR***



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