

2010 TRAINING SCHEDULE

JANUARY

Tuesday	12	Kalamazoo Appearance
Wednesday	13	Grand Rapids Appearance
Wednesday	13	Credit Insurance Workshop
Thursday	14	Vehicle Service Contract Sales
Thursday	21	Hot Seat Objection Training
Friday	22	Protec Service Writer
Friday	22	Eastern Michigan Appearance

FEBRUARY

Tuesday	9	Kalamazoo Appearance
Wednesday	10	Menu Workshop
Wednesday	10	Grand Rapids Appearance
Thursday	11	Hot Seat Presentation Training
Mon.-Tues.	15-16	F&I School
Wednesday	17	Salesperson Training
Thursday	18	AFIP Certification
Friday	19	Protec Service Writer
Friday	19	Eastern Michigan Appearance

MARCH

Thursday	4	Credit Insurance Workshop
Tuesday	9	Kalamazoo Appearance
Wednesday	10	Vehicle Service Contract Sales
Thursday	11	Hot Seat Objection Training
Wednesday	17	Grand Rapids Appearance
Friday	19	Protec Service Writer
Friday	26	Eastern Michigan Appearance

APRIL

Tuesday	13	Kalamazoo Appearance
Wednesday	14	Grand Rapids Appearance
Wednesday	14	Hot Seat Presentation Training
Thursday	15	Menu Workshop
Mon.—Tues.	19-20	F&I School
Wednesday	21	Salesperson Training
Thursday	22	AFIP Certification
Friday	23	Protec Service Writer
Friday	23	Eastern Michigan Appearance

MAY

Thursday	6	Vehicle Service Contract Sales
Tuesday	11	Kalamazoo Appearance
Wednesday	12	Grand Rapids Appearance
Thursday	13	Hot Seat Objection Training
Tuesday	18	Credit Insurance Workshop
Friday	21	Protec Service Writer
Friday	21	Eastern Michigan Appearance

JUNE

Tuesday	8	Kalamazoo Appearance
Wednesday	9	Grand Rapids Appearance
Thursday	10	Menu Workshop
Mon.-Tues.	14-15	F&I School
Wednesday	16	Salesperson Training
Thursday	17	AFIP Certification
Tuesday	22	Hot Seat Presentation Training
Friday	25	Protec Service Writer

JULY

Thursday	8	Credit Insurance Workshop
Tuesday	13	Kalamazoo Appearance
Wednesday	14	Grand Rapids Appearance
Tuesday	20	Vehicle Service Contract Sales
Thursday	22	Hot Seat Objection Training
Friday	23	Protec Service Writer
Friday	23	Eastern Michigan Appearance

AUGUST

Thursday	5	Menu Workshop
Tuesday	10	Kalamazoo Appearance
Wednesday	11	Grand Rapids Appearance
Thursday	12	Hot Seat Presentation Training
Mon.-Tues.	16-17	F&I School
Wednesday	18	Salesperson Training
Thursday	19	AFIP Certificate
Friday	20	Protec Service Writer
Friday	20	Eastern Michigan Appearance

SEPTEMBER

Tuesday	14	Kalamazoo Appearance
Wednesday	15	Grand Rapids Appearance
Wednesday	15	Hot Seat Objection Training
Thursday	16	Vehicle Service Contract Sales
Thursday	23	Credit Insurance Workshop
Friday	24	Protec Service Writer
Friday	24	Eastern Michigan Appearance

OCTOBER

Thursday	7	Hot Seat Presentation Training
Tuesday	12	Kalamazoo Appearance
Wednesday	13	Grand Rapids Appearance
Thursday	14	Menu Workshop
Mon-Tues	18-19	F&I School
Wednesday	20	Salesperson Training
Thursday	21	AFIP Certification
Friday	22	Protec Service Writer
Friday	22	Eastern Michigan Appearance

NOVEMBER

Thursday	4	Credit Insurance Workshop
Tuesday	9	Kalamazoo Appearance
Wednesday	10	Grand Rapids Appearance
Thursday	11	Hot Seat Objection Training
Tuesday	16	Vehicle Service Contract Sales
Friday	19	Protec Service Writer
Friday	19	Eastern Michigan Appearance

DECEMBER

Mon.-Tues.	6-7	F&I School
Wednesday	8	Salesperson Training
Thursday	9	AFIP Certification
Tuesday	14	Kalamazoo Appearance
Wednesday	15	Menu Workshop
Wednesday	15	Grand Rapids Appearance
Thursday	16	Hot Seat Presentation Training
Friday	17	Protec Service Writer