



PDC COURSE CALENDAR – 1st Quarter 2018

To enroll in an upcoming PDC course or for more information, please contact your JM&A Rep.

January 2018

Date	Title	Location
1/3 - 1/3	Fundamentals of Leasing	Deerfield Beach, FL
1/3 - 1/4	Service Sales Consultant Certification	Deerfield Beach, FL
1/4 - 1/4	Desking and Negotiating Skills	Virtual – 10 am and 1 pm
1/4 - 1/5	Fundamentals of F&I	Deerfield Beach, FL
1/5 - 1/5	Desking and Negotiating Skills	Virtual – 10 am and 1 pm
1/9 - 1/10	TARGET Automotive Sales Training	Deerfield Beach, FL
1/9 - 1/12	Skills for the Business Manager with FILES	Deerfield Beach, FL
1/11 - 1/12	Skills for the Sales Manager	Deerfield Beach, FL
1/16 - 1/19	Skills for the Business Manager with FILES	Deerfield Beach, FL
1/23 - 1/26	Skills for the Business Manager with FILES	Deerfield Beach, FL
1/29 - 1/29	Leveraging Darwin F&I	Virtual – 10 am and 1 pm
1/29- 1/30	Advanced Service Sales Consultant	Deerfield Beach, FL
1/30 - 1/30	Leveraging Darwin F&I	Virtual – 10 am and 1 pm

February 2018

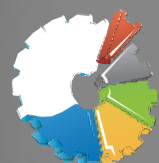
Date	Title	Location
2/6 - 2/7	Advanced F&I	Deerfield Beach, FL
2/6 - 2/9	Skills for the Business Manager with FILES	Deerfield Beach, FL
2/8 - 2/9	Maximizing Your F&I Opportunities	Deerfield Beach, FL
2/20 - 2/23	Skills for the Business Manager with FILES	Deerfield Beach, FL
2/20 - 2/23	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
2/26 - 2/27	Service Operations	Deerfield Beach, FL

March 2018

Date	Title	Location
3/6 - 3/9	Skills for the Business Manager with FILES	Deerfield Beach, FL
3/6 - 3/9	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
3/13 - 3/14	TARGET Automotive Sales Training	Deerfield Beach, FL
3/13 - 3/16	Skills for the Business Manager with FILES	Deerfield Beach, FL
3/15 - 3/16	Skills for the Sales Manager	Deerfield Beach, FL
3/20 - 3/23	Skills for the Business Manager with FILES	Deerfield Beach, FL
3/26 - 3/27	Service Sales Consultant Certification	Deerfield Beach, FL
3/28 - 3/29	Service Operations	Deerfield Beach, FL

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PDC COURSE CALENDAR – 2nd Quarter 2018



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April 2018

Date	Title	Location
4/3 - 4/3	Fundamentals of Leasing	Deerfield Beach, FL
4/3 - 4/3	Desking and Negotiating Skills	Virtual – 10 am and 1 pm
4/3 - 4/6	Skills for the Business Manager with FILES	Deerfield Beach, FL
4/4 - 4/4	Desking and Negotiating Skills	Virtual – 10 am and 1 pm
4/4 - 4/5	Fundamentals of F&I	Deerfield Beach, FL
4/5 - 4/5	Desking and Negotiating Skills	Virtual – 10 am and 1 pm
4/10 - 4/13	Skills for the Business Manager with FILES	Deerfield Beach, FL
4/10 - 4/13	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
4/17 - 4/18	Advanced F&I	Deerfield Beach, FL
4/17 - 4/20	Skills for the Business Manager with FILES	Deerfield Beach, FL
4/19 - 4/20	How to be a Deal Maker	Deerfield Beach, FL
4/23 - 4/24	Advanced Service Sales Consultant	Deerfield Beach, FL
4/24 - 4/27	Skills for the Business Manager with FILES	Deerfield Beach, FL
4/25 - 4/26	Service Operations	Deerfield Beach, FL

May 2018

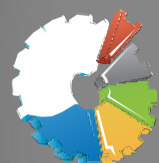
Date	Title	Location
5/1 - 5/2	Service Sales Consultant Certification	Deerfield Beach, FL
5/2 - 5/2	Fundamentals of Leasing	Virtual – 10 am and 1 pm
5/2 - 5/2	Leveraging Darwin F&I	Virtual – 10 am and 1 pm
5/3 - 5/3	Fundamentals of Leasing	Virtual – 10 am and 1 pm
5/3 - 5/3	Leveraging Darwin F&I	Virtual – 10 am and 1 pm
5/3 - 5/4	Service Operations	Deerfield Beach, FL
5/8 - 5/11	Skills for the Business Manager with FILES	Deerfield Beach, FL
5/8 - 5/11	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
5/15 - 5/18	Skills for the Business Manager with FILES	Deerfield Beach, FL
5/22 - 5/25	Skills for the Business Manager with FILES	Deerfield Beach, FL

June 2018

Date	Title	Location
6/5 - 6/8	Skills for the Business Manager with FILES	Deerfield Beach, FL
6/5 - 6/8	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
6/12 - 6/13	TARGET Automotive Sales Training	Deerfield Beach, FL
6/12 - 6/15	Skills for the Business Manager with FILES	Deerfield Beach, FL
6/14 - 6/15	Skills for the Sales Manager	Deerfield Beach, FL
6/19 - 6/20	How to be a Deal Maker	Deerfield Beach, FL
6/19 - 6/22	Skills for the Business Manager with FILES	Deerfield Beach, FL
6/21 - 6/22	Maximizing Your F&I Opportunities	Deerfield Beach, FL
6/25 - 6/25	Fundamentals of Leasing	Deerfield Beach, FL
6/25 - 6/26	Advanced Service Sales Consultant	Deerfield Beach, FL
6/26 - 6/27	Fundamentals of F&I	Deerfield Beach, FL
6/27 - 6/28	Service Operations	Deerfield Beach, FL

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PDC COURSE CALENDAR – 3rd Quarter 2018



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July 2018

Date	Title	Location
7/5 - 7/5	Fundamentals of Leasing	Virtual – 10 am and 1 pm
7/5 - 7/5	Leveraging Darwin F&I	Virtual – 10 am and 1 pm
7/6 - 7/6	Fundamentals of Leasing	Virtual – 10 am and 1 pm
7/6 - 7/6	Leveraging Darwin F&I	Virtual – 10 am and 1 pm
7/10 - 7/13	Skills for the Business Manager with FILES	Deerfield Beach, FL
7/10 - 7/13	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
7/17 - 7/18	Advanced F&I	Deerfield Beach, FL
7/17 - 7/20	Skills for the Business Manager with FILES	Deerfield Beach, FL
7/19 - 7/20	How to be a Deal Maker	Deerfield Beach, FL
7/24 - 7/27	Skills for the Business Manager with FILES	Deerfield Beach, FL

August 2018

Date	Title	Location
8/1 - 8/1	Fundamentals of Leasing	Virtual – 10 am and 1 pm
8/2 - 8/3	Maximizing Your F&I Opportunities	Deerfield Beach, FL
8/2 - 8/2	Fundamentals of Leasing	Virtual – 10 am and 1 pm
8/7 - 8/10	Skills for the Business Manager with FILES	Deerfield Beach, FL
8/7 - 8/10	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
8/14 - 8/15	TARGET Automotive Sales Training	Deerfield Beach, FL
8/14 - 8/17	Skills for the Business Manager with FILES	Deerfield Beach, FL
8/16 - 8/17	Skills for the Sales Manager	Deerfield Beach, FL
8/21 - 8/24	Skills for the Business Manager with FILES	Deerfield Beach, FL
8/21 - 8/24	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
8/27 - 8/28	Service Sales Consultant Certification	Deerfield Beach, FL
8/29 - 8/30	Service Operations	Deerfield Beach, FL

September 2018

Date	Title	Location
9/5 - 9/5	Fundamentals of Leasing	Deerfield Beach, FL
9/6 - 9/7	Fundamentals of F&I	Deerfield Beach, FL
9/6 - 9/7	Advanced F&I	Deerfield Beach, FL
9/11 - 9/14	Skills for the Business Manager with FILES	Deerfield Beach, FL
9/11 - 9/14	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
9/18 - 9/21	Skills for the Business Manager with FILES	Deerfield Beach, FL
9/24 - 9/25	Advanced Service Sales Consultant	Deerfield Beach, FL
9/26 - 9/27	Service Operations	Deerfield Beach, FL

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PDC COURSE CALENDAR – 4th Quarter 2018

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October 2018

Date	Title	Location
10/2 - 10/3	Advanced F&I	Deerfield Beach, FL
10/2 - 10/5	Skills for the Business Manager with FILES	Deerfield Beach, FL
10/9 - 10/12	Skills for the Business Manager with FILES	Deerfield Beach, FL
10/9 - 10/12	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
10/16 - 10/17	TARGET Automotive Sales Training	Deerfield Beach, FL
10/16 - 10/19	Skills for the Business Manager with FILES	Deerfield Beach, FL
10/18 - 10/19	Skills for the Sales Manager	Deerfield Beach, FL
10/23 - 10/26	Skills for the Business Manager with FILES	Deerfield Beach, FL
10/30 - 10/31	Service Sales Consultant Certification	Deerfield Beach, FL

November 2018

Date	Title	Location
11/1 - 11/2	Service Operations	Deerfield Beach, FL
11/6 - 11/9	Skills for the Business Manager with FILES	Deerfield Beach, FL
11/6 - 11/9	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
11/13 - 11/16	Skills for the Business Manager with FILES	Deerfield Beach, FL
11/13 - 11/16	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
11/19 - 11/19	Fundamentals of Leasing	Deerfield Beach, FL
11/20 - 11/21	Fundamentals of F&I	Deerfield Beach, FL
11/26 - 11/27	Advanced Service Sales Consultant	Deerfield Beach, FL
11/28 - 11/29	Service Operations	Deerfield Beach, FL

December 2018

Date	Title	Location
12/4 - 12/7	Skills for the Business Manager with FILES	Deerfield Beach, FL
12/4 - 12/7	Skills for the Business Manager with FILES (Darwin)	Deerfield Beach, FL
12/11 - 12/12	TARGET Automotive Sales Training	Deerfield Beach, FL
12/11 - 12/14	Skills for the Business Manager with FILES	Deerfield Beach, FL
12/13 - 12/14	Skills for the Sales Manager	Deerfield Beach, FL
12/17 - 12/18	Advanced F&I	Deerfield Beach, FL
12/18 - 12/21	Skills for the Business Manager with FILES	Deerfield Beach, FL
12/19 - 12/20	How to be a Deal Maker	Deerfield Beach, FL

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