



# NATIONAL AUTOMOBILE DEALERS ASSOCIATION Department Manager Program Enrollment

**Address:** 8400 Westpark Drive  
McLean, VA 22102

**Telephone:** 703.821.7216  
800.557.6232 x2

**Fax:** 703.245.5258

Please enroll the following manager(s) in the Academy Department Manager Program. I am enclosing the \$300 non-refundable enrollment fee for each manager enrolled for a class. I agree that the balance of the tuition fee for each manager enrolled will be paid prior to the start of the class week.

NOTE: If you wish to pay with a credit card, please complete the required information below. Fees are listed at the bottom of the page.

APPLICANT

PREFIX	FIRST NAME	MI	LAST NAME	SUFFIX
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Mr., Ms., Mrs.

### EMAIL ADDRESS

Academy uses email to communicate time-sensitive, critical materials to students during the application and enrollment period. Provide an email address that you check regularly.

### STREET ADDRESS (HOME)

CITY	STATE	ZIP CODE
<input type="text"/>	<input type="text"/>	<input type="text"/>

### EMERGENCY CONTACT

### COUNTRY (OTHER THAN US)

### CELL PHONE

### INTERNATIONAL PHONE # (IF OTHER THAN US)

DEALERSHIP

### DEALERSHIP NAME

### DEALERSHIP STREET ADDRESS

DEALERSHIP CITY	STATE	ZIP CODE
<input type="text"/>	<input type="text"/>	<input type="text"/>

### DEALERSHIP PHONE

### INTERNATIONAL PHONE # (IF OTHER THAN US)

What financial statement will the student be using in class? (Example: GM, Ford, Toyota, Mack, etc.) \_\_\_\_\_

What is the applicant's current job title in the sponsoring dealership? \_\_\_\_\_

Class assignment is determined by non-competing dealership placement and seat availability. Refer to back of application to select the preferred program and class dates. Toll Free to Inquire 800-557-6232 x2 | Academy Fax 703-245-5258

### PAYMENT INFORMATION

VISA     MasterCard     AmEx     Check     Money Order

CARD NUMBER	EXPIRATION DATE	CCA	AMOUNT
<input type="text"/>	<input type="text"/>	<input type="text"/>	\$ _____

### PRINT NAME AS IT APPEARS ON CARD

CARDHOLDER SIGNATURE \_\_\_\_\_

### CARDHOLDER E-MAIL

2012 Rates: \$1,895 (\$300 non-refundable deposit/app fee; \$1,595 tuition fee for each class attended)  
Cancellations must be received in writing at least two weeks prior to the class start date to receive a tuition refund.

## Academy Department Manager Program 2012 Class Schedule (week 1 through 5)

### Program definition:

**DCA** – Program designed for dealer successor/family members with less than five years experience.

**GDM** – Program designed for General Managers and experienced operators/dealership employees.

**ATD** – Heavy truck program designed for dealer successor/family members, General Managers, and experienced dealership employees.

**SELECT 2 OPTIONS** (enrollment subject to seat availability with non-competing dealers)

### FINANCIAL MANAGEMENT (week 1)

#### January

- GDM 090 Jan 9 – 13
- DCA 176 Jan 23 – 27

#### February

- GDM 091 Feb 13 – 17
- DCA 177 Feb 20 – 24

#### May

- DCA 178 May 7 – 11
- GDM 092 May 21 – 25

#### June

- ATD 026 Jun 11 – 15
- DCA 179 Jun 25 – 29

#### September

- DCA 180 Sep 10 – 14
- GDM 093 Sep 17 – 21

#### October

- GDM 094 Oct 8 – 12
- DCA 181 Oct 22 – 26

### PARTS (week 2)

#### March

- DCA 176 Mar 5 – 9
- GDM 090 Mar 19 – 23

#### April

- DCA 177 Apr 2 – 6
- GDM 091 Apr 16 – 20

#### July

- DCA 178 Jul 9 – 13
- GDM 092 Jul 16 – 20

#### August

- DCA 179 Aug 6 – 10
- ATD026 Aug 20 – 24

#### November

- DCA 180 Nov 5 – 9
- GDM 093 Nov 12 – 16

#### December

- DCA 181 Dec 3 – 7
- GDM 094 Dec 10 – 14

### SERVICE (week 3)

#### January

- GDM 088 Jan 9 – 13
- ATD 025 Jan 16 – 20
- DCA 174 Jan 23 – 27

#### February

- GDM 089 Feb 13 – 17
- DCA 175 Feb 20 – 24

#### May

- DCA 176 May 7 – 11
- GDM 090 May 21 – 25

#### June

- GDM 091 Jun 11 – 15
- DCA 177 Jun 25 – 29

#### September

- DCA 178 Sep 10 – 14
- GDM 092 Sep 17 – 21

#### October

- ATD 026 Oct 8 – 12
- DCA 179 Oct 22 – 26

### VARIABLE OPERATIONS I (week 4)

#### March

- DCA 174 Mar 5 – 9
- ATD 025 Mar 12 – 16
- GDM 088 Mar 19 – 23

#### April

- DCA 175 Apr 2 – 6
- GDM 089 Apr 16 – 20

#### July

- DCA 176 Jul 9 – 13
- GDM 090 Jul 16 – 20

#### August

- DCA 177 Aug 6 – 10
- GDM 091 Aug 20 – 24

#### November

- DCA 178 Nov 5 – 9
- GDM 092 Nov 12 – 16

#### December

- DCA 179 Dec 3 – 7
- ATD 026 Dec 10 – 14

### VARIABLE OPERATIONS II (week 5)

#### January

- GDM 087 Jan 9 – 13
- DCA 172 Jan 23 – 27

#### February

- DCA 173 Feb 20 – 24

#### May

- DCA 174 May 7 – 11
- ATD 025 May 14 – 20
- GDM 088 May 21 – 25

#### June

- GDM 089 Jun 11 – 15
- DCA 175 Jun 25 – 29

#### September

- DCA 176 Sep 10 – 14
- GDM 090 Sep 17 – 21

#### October

- GDM 091 Oct 8 – 12
- DCA 177 Oct 22 – 26