



What's New and Coming Soon

Recently Added

- Fundamentals Course – Cash Flow Management Basics
- Fundamentals Course – Phone Fundamentals: Use Them or Lose Customers
- Sales/Leasing/Finance Course – Creating a Special Finance Operation
- Business Management Course – Automotive Accounting
- 2012 NADA-ATD Convention Workshops – 51 new workshops spanning all dealership departments
- Management Webinar – Build a High-Performing Culture in Your Store
- Fundamentals Webinar – “Wrong” Customers are Still Customers
- Sales/Leasing/Finance Webinar – Subprime Financing
- Internet Webinar – Persuasive Tactics to Close More Internet Deals
- Internet Webinar – The Google+ Project for Dealers**

Coming Soon

- Fundamentals Course – Interacting Effectively with Customers
- Business Management Course – Fundamentals of the Balance Sheet
- Business Management Course – Fundamentals of the Income Statement
- Sales/Leasing/Finance Course – Best Practices of a Walkaround
- Management* Course – The Physics & Chemistry of Leadership
- Sales/Leasing/Finance Webinar – The Impact of Customer Tracking and Follow-up, NADA Dealer Academy
- Legal/Regulatory Webinar – Best Spot Delivery and Desking Practices, Auto Advisory Services and NADA Legal Group**

*Access restricted to Dealers, Executives, General Managers, and Senior Managers

** NADA Legal/Regulatory webinars and the Google webinar series are complimentary to NADA and ATD members.