



**NADA University** equips dealers and their staffs to get results—with the right knowledge, coaching, and resources to develop skills and confidence. Four robust “centers of excellence”—Academy, Learning Hub, 20 Group, and Resource Toolbox—make NADA U every dealership’s source for profit-building tools and training.

Go to [www.NADAuniversity.com](http://www.NADAuniversity.com) for more on **Processes to Boost Service Sales**. Sign in (or sign up if you’re not a NADA or ATD dealer member) for access to these programs and resources:



**Service** is discussed in **Fixed Operations 2**, taught in week 3 of 6 in the NADA and ATD Academy programs. The class is also open to department managers even if they don’t have a student in the program. [Listen](#) to what our Academy students have to say and then let us tell you more about how the program can meet your needs. Sign in to [NADA U](#) and select “Academy” to complete the online request for more information.



**Comprehensive Financial Composite Reports**, proven best ideas, and the experience of other successful dealers—NADA and ATD 20 Groups drive profitability. Now there are NADA 20 Groups for Fixed Ops Managers! Check out in-dealership consulting, too, for hands-on help to institute the processes that build profits. [Hear](#) how to unlock the power of NADA 20 Group and let us tell you more about a group that could work for you. Sign in to [NADA U](#) and select “20 Group” to complete the online request for more information.



**Increase \$10,000 per Advisor Immediately and Is Your Service Department Maximizing Its Grossing Potential** are on-demand webinars that can help you improve service profitability. **NADAvt** subscribers who sign in to [NADA U](#) will find these webinars activated in “Learning Hub,” “Service,” where they will also find NADA and ATD convention workshops that address service operations; others need only click to purchase. In addition, proven online training offered by NADA U Partners Jeff Cowan and Jeff Sacks will help you fine-tune service operations. Sign in to [NADA U](#), select “Learning Hub,” and then browse the “Service” training. You can purchase any or all of these in the [NADA U Store!](#)



**The Four Essentials for 100% Service Absorption**, a MarketINSIGHT webinar, and **Service Department Performance Analysis**, a *Driven* management guide, can help you with your service business. *Driven* guides are complimentary for NADA and ATD members; others may purchase guides for a nominal charge. Just sign in to [NADA U](#) and select “Resource Toolbox.” Archives of **NADAPERKS** member tips and tools and **MarketINSIGHT** complimentary webinars are also in Resource Toolbox, as is a wealth of **Industry Information** you can use.

Please feel free to explore NADA University and all it can offer you! Don’t hesitate to call or email us with any questions you may have—we are here to help you.