



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.

For more on **Parts Turn** and other helpful information to improve your parts department profitability, go to www.NADAuniversity.com Sign in (or enroll if you’re not a NADA or ATD dealer member) for access to the following programs and resources on this topic:



Advanced Parts and DMS Management (Fixed Operations Series), a 4½-day seminar to be held May 2-6 at NADA headquarters in McLean, VA, is a must for parts managers and staff. Instructor Christopher Bavis will lead a “deep dive” into your DMS parts inventory system and equip you with the tools to increase net profit through variable pricing, systematize functions for a high-impact FTR, and create a parts inventory scorecard. For more information and to register, go to the [NADA U Store](#), click “Products,” then “Webinars & Seminars.”



Fixed Operations Parts, led by instructor Christopher Bavis, is taught in week 2 of 6 in the Academy program. [Listen](#) to what our Academy students have to say about this “training camp for success” and then let us tell you more about how the program can meet your needs. Sign in to [NADA U](#) and select “Academy” to request more information.



Unlocking Frozen Capital and **Overcoming Obsolescence** are online courses that provide training on turning parts and freeing up cash in the parts department. **Convention Workshops**—2011 NADA Workshops are available now!—that address parts operations, and proven online training offered by NADA U Partner Jeff Sacks will help you fine-tune parts operations. Archived webinars and workshops are activated for NADAvt subscribers; others should click to purchase. Sign in to [NADA U](#); select “Learning Hub,” and then browse the “Parts” training. You can purchase all training in the [NADA U Store](#).



Parts Management and Profitability is one of the useful **Driven** management guides that can help you meet guidelines for parts availability. **Driven** guides are complimentary for NADA and ATD members; others may purchase guides for a nominal charge. Sign in to [NADA U](#); select “Resource Toolbox” for access to **Driven**, **NADAPerks**, and other useful industry information, including the latest **NADA DATA** report.



Comprehensive Financial Composite Reports, proven best ideas, and the experience of other successful dealers – NADA 20 Groups drive parts profitability. [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.

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.