



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 detecting and preventing **Theft** in your dealership, 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:



Financial Management, including discussion of fraud and embezzlement, is taught in week 1 of 6 in the Academy program. Theft is also discussed in **Fixed Operations 1 and 2** (Parts and Service, respectively) in weeks 2 and 3. [Listen](#) to what Academy students have to say and then let us tell you how the program can meet your needs. Sign in to [NADA U](#) and select “Academy” to complete the online request for more information.



NADA University’s 2011 Seminar Program features two 4½-day advanced fixed operations seminars, both to be held at NADA headquarters in McLean, VA. “Advanced Service Management” is slated for April 11-15, and “Advanced Parts and DMS Management” will be held May 2-6. To learn more and register, go to the [NADA U Store](#) or call 800.557.6232.



Preventing and Detecting Fraud is a 2011 NADA convention workshop. Sign in to [NADA U](#); select “Learning Hub,” then “Business Office.” All workshops are activated for **NADAvt** subscribers; others should click to purchase in the [NADA U Store](#).



A Dealer Guide to Preventing and Detecting Fraud is a **Driven** management guide that alerts you to the many opportunities for dealership fraud and provides guidance on what to do. **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**, such valuable industry information as the latest **NADA DATA** report, and archives of **MarketINSIGHT** complimentary mini-webinars.



Utilize 20 Group meetings to discover how your peers protect against theft—their know-how can benefit you! Comprehensive Financial Composite Reports, proven best ideas, and the experience of other successful dealers—NADA 20 Groups drive dealership 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.