



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 Management** and other helpful information to improve your parts department profitability, go to www.NADAuniversity.com. Sign in (or sign up if you’re not a NADA or ATD dealer member) for access to the following programs and resources:



Parts Management and Profitability is one of the useful **Driven** management guides that can help you reach your market potential. **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**, complimentary MarketINSIGHT webinars, valuable **Industry Information** including the latest **NADA DATA** report, and the monthly **NADAPERKS**, where you can find a handy **Parts Turn Calculator**.



Fixed Operations 1, Parts, led by instructor Christopher Bavis, is taught in week 2 of 6 in the NADA-ATD 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 complete the online request for more information.



Overcoming Obsolescence and **Unlocking Frozen Capital** are online courses that will help you manage your parts department. **Unlock Frozen Capital with your DMS Summary Report**, an on-demand webinar, and **Managing Parts Inventory**, a NADA 2011 convention workshop, will also help you get a handle on actively managing the department. **NADAvt** subscribers who sign in to NADA U will find NADA and ATD courses, webinars, and convention workshops activated in “Learning Hub,” “Parts”; others should simply click to purchase this training as well as the valuable training offered by NADA U Partner Jeff Sacks.



Comprehensive Financial Composite Reports, proven best ideas, and the experience of other successful dealers—NADA and ATD 20 Groups drive parts profitability. Now there are NADA 20 Groups just 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.

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.