



**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 **Increasing Parts Department Efficiency** and other helpful information to improve your parts department profitability, go to [www.NADAuniversity.com](http://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 on this topic:



**Fixed Operations 1, Parts**, led by instructor Christopher Bavis, is taught in week 2 of 6 in the Academy program. This week also has the Manager Sit-In option for Parts Managers. [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](http://NADA.U) and select “Academy” to complete the online request for more information.



**NADA and ATD Convention Workshops, On-Demand Webinars, and Online Courses** such as “Overcoming Obsolescence” and “Unlocking Frozen Capital” address parts operations. Proven online training offered by NADA U Partner Jeff Sacks will also help you fine-tune parts operations. Sign in to [NADA U](http://NADA.U), select “Learning Hub,” and then browse the “Parts” training. Call for info on upcoming seminars! You can purchase any or all of these in the NADA U Store.



**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](http://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](http://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.