

VPU-008

Maximizing Your Estimating Performance

Professional Business Management Seminar

Highlights:

Maximizing Your Estimating Performance shows how to increase a collision center's closing ratio and profits by selling first, estimating second and increasing the average repair order through a thorough damage appraisal. Effective use of the P-pages and professional negotiations with insurers deliver more profitable repairs, higher productivity, increased customer satisfaction and better insurer relationships. *Maximizing Your Estimating Performance* also demonstrates how streamlining the estimating process and blueprinting the repair reduces cycle time by eliminating reactive supplements.

Who Should Attend:

Collision Center Managers, Damage Writers, Customer Service Representatives, Management, Support Staff, Production Managers and Coordinators

Key Points:

- Understanding how selling affects profitability and productivity
 - Selling more parts
 - Selling more paint labor sales
 - Selling more paint and material sales
- Measuring-selling performance
- Selling to consumers
- Selling to insurance companies
 - The insurance company shift
 - Increasing industry costs
 - Negotiating for profit and productivity
- Effectively utilize VisionPLUS® OnLine to measure and improve performance

Learning Objectives:

Upon successful completion, participants should be able to:

1. Increase closing ratios and add sales.
2. Maximize sales per repair order by negotiating with insurers.
3. Effectively use P-pages.
4. Focus on proactive rather than reactive supplements.
5. Sell more parts, paint labor and paint material to maximize sales, profitability and productivity.



Training approved for Gold Class and Platinum points through the I-CAR Industry Training AllianceSM

