



MVP BUSINESS SOLUTIONS

Fundamentals of Commercial Truck Estimating

Advanced Commercial Truck Estimating



# Fundamentals of Commercial Truck Estimating

Designed for entry-level or limited-experience estimators, This is an introductory estimating training class specific to the fleet market. The course is directed at improving critical estimating skills that are needed in today's competitive fleet truck environment.

This interactive two-day class will be taught by an industry professional with extensive knowledge in fleet repair. This class is geared toward estimators and managers looking for an introduction to the basics of estimating. Course content will help estimators and managers better understand how to write a more accurate fleet repair estimate. Also included is hands-on use of the ADJUSTRITE® estimating system.

By focusing on the mechanics of the estimate, this class will have an immediate effect upon the profitability of your facility.

Estimate training will concentrate on commercial vehicles (Class 3-8 vehicles and box units).

## Commercial Truck Estimating at-a-Glance

A comprehensive, 2-day training program focused on accurate & profitable estimating.

Intense classroom & exercises are all aimed at giving your shop the competitive advantage.

**WHO SHOULD ATTEND** Entry-level or Limited-experience Estimators, Facility Owners and Managers

**COURSE LENGTH** 2 -day course

- TOPICS COVERED**
- Estimating language
  - How to prepare a better estimate
  - Missed opportunities on an estimate
  - Using the estimate as a marketing tool
  - Helping the customer understand the estimate
  - Insurance company acceptance through accuracy
  - Increased profitability
  - Improving cycle time

**MINIMUM REQUIREMENTS** Any PPG customer is eligible to attend any MVP Business Solutions course.

**CONTACT INFO** Call for questions (866) 237- 8178 or Email: [mvpmailbox@ppg.com](mailto:mvpmailbox@ppg.com)

Participants will receive a training manual, handouts, lunch, refreshments, a certificate of completion, and access to resources and materials form the class.

\* Hotel information provided with registration confirmation letter.

## MVP Commercial Truck Estimating

Key success factors for performance-driven businesses

Today's rapidly changing commercial truck collision repair industry offers significant opportunities for the collision repair facility that is equipped with the knowledge, expertise and commitment to evolve with emerging trends and meet the challenge of change.

Key success factors to future success in estimating is developing complete estimates that are technically accurate, litigation worthy, and profitable.

In addition, repair estimates need to be 100% complete

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