



MVP BUSINESS SOLUTIONS

- Administration
- Production
- Leadership
- Sales and Marketing
- Financial Management



Advanced Estimating Skills

ADVANCED TRAINING FOR THE ESTIMATING PROFESSIONAL

Writing an accurate estimate and constructing a litigation worthy work-file are the core concepts behind the MVP Advanced Estimating Skills course. Technology as well as advancements in vehicle construction and very specific repair procedures are a few examples that drive the need for continuing education for front-line estimators. This course covers current topics such as how to interpret and apply OE repair information to estimates, how to evaluate specialty finishes and identify not-included refinish labor operations and paint material considerations regarding specialty finishes and a close evaluation of what's included and what's not when estimating welded-on panels and using line notes to support estimate entries and more. Each subject is accompanied by an interactive exercise where participants can apply the knowledge and practice substantiating their estimate lines.

Two years estimating experience is highly recommended for MVP Advanced Estimating Skills course as many of the exercises require participants to be proficient navigating procedure pages and OE repair procedures.

Production Courses

Exceptional performance to produce consistent and predictable results

Collision repair shops face ever increasing demands from work providers and vehicle owners to improve Quality, Speed and Cost.

The production management-oriented courses offer real world insight into how you can meet, and even exceed expectations, given today's market challenges.

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| WHO SHOULD ATTEND | Shop owners, managers, estimators, repair planners and key personnel |
| COURSE OBJECTIVE | Provide estimators solutions to current estimating challenges, improve average repair order revenue and apply the knowledge. |
| COURSE LENGTH | 2 - day course |
| CLASS SIZE | 10 minimum, 24 maximum |
| TOPICS COVERED | <ul style="list-style-type: none"> • Estimator Metrics and Tools • OE Repair Procedures • Specialty Finishes • Refinish Labor and Paint & Material Opportunities • ADAS, Calibrations & Test Drives • EV Estimating / Repair Considerations • Imaging and Estimator Notes • Advanced P-page References • Negotiating for Estimators |
| MINIMUM REQUIREMENTS | Any PPG customer is eligible to attend any MVP Business Development Series course |

Participants will receive a training manual, handouts, lunch, refreshments and a certificate of completion.

MVP Business Development Series

Key success factors for performance-driven businesses

Grouped in 5 functional areas

The key to success of these courses involves incorporating the real-world expertise of MVP Certified Instructors, along with practical and relevant business curriculum. As a result, PPG offers hundreds of courses each year at state-of-the-art PPG Business Development Centers across North America.

We invite you to explore more on how these exciting programs can improve your performance and profitability in an increasingly competitive marketplace. The collision industry's most comprehensive set of business courses can be found grouped into five functional areas within the Business Courses page on the PPG MVP website.

www.ppgmvp.com



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