



Don't Blink Collision Shop Estimating Skills

One Full Day of Estimating Instruction

We will cover comprehensive reviews of;

- Current shop statistical analysis and how you should use it to improve your business
- Motor P-Pages covering the included and not included information in CCC One estimating
- Alldata – researching OEM repair data using their integrated tool because you don't know what you don't know, about every vehicle that enters your shop
- Employing In-house point-of-sale inventory systems for hardware and material pricing and control
- Differences in Audatex, Mitchell, and CCC (*be aware of how the estimate is built, (Inside-out vs outside-in)*)
- Implementing an updated version of SCRS's Discovery Codes on the initial estimate and mapping sequence.

This is not a how-to disassemble and Repair Plan class. But we will discuss the typical pros and cons and discuss examples of facility layout, and the tools required to perform "Discovery Disassembly" successfully.

This one day class will be held in
Your Date, from 8:00 AM to 4:30 PM

Your set Price Per Person

**Support your business and or
Association**

**Capacity for this event is — people,
Don't Blink and miss this event.**

I encourage attendees to bring a few of their estimates they have previously written in the \$4-5000 range for break out comparison exercises. Their work will not be shared with the rest of the class.

Handouts supplied are actual in-process guidelines implemented by real collision shops today, averaging 5 - 7 day cycle times. Even in today's current pandemic recovery crisis.

- The answer is not hiring new people or additional construction
- It's coming to grips with how much time it takes to write accurate repairs
- Its taking a hard look at your Estimating and Appraisal Capacity
- It's adapting and changing your existing employee roles and pay plans that are now paralyzing your business
- Its pre-qualifying customers and assignments as they come in your front door
- It's applying what you already know, won't work, before it's a problem
- It's finding what you've missed, before it's too late, on every job
- It's learning to apply what you already know, along with the information you'll take away from this one-day class

Don't Blink during the appraisal process today or you will be left behind by competition who have already figured out that today's "New Normal" requires appraisal process accuracy to combat the constant change the OEM's deliver with vehicle complexity.