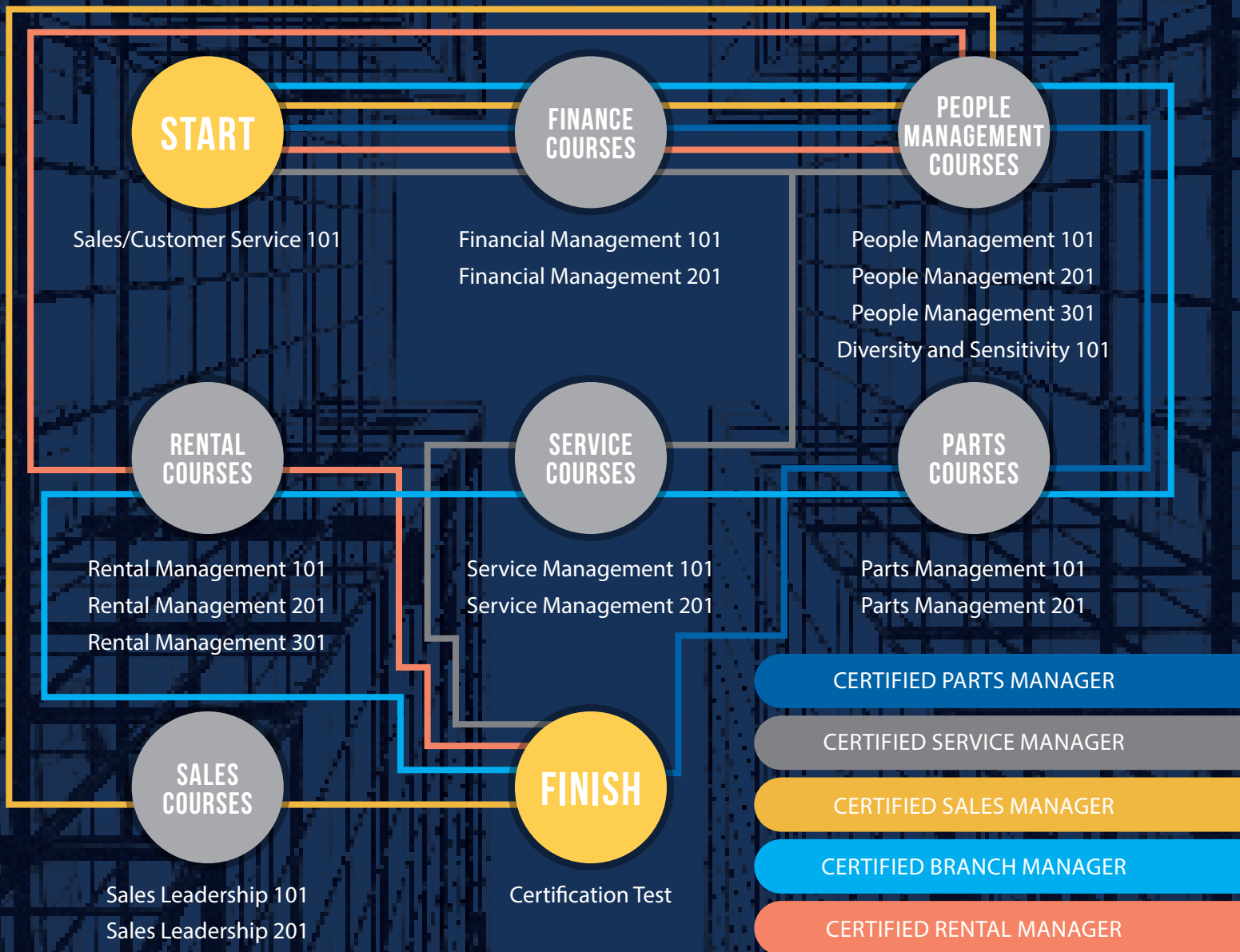


ROAD MAP TO BECOMING A CERTIFIED MANAGER

Below is a visual map of the routes you can take to become a certified manager.
 Notice the overlap of courses for each title.





Constructing Paths to Opportunity

PROFESSIONAL EDUCATION OPPORTUNITIES

SELF-STUDY COURSES WHAT ARE SELF-STUDY COURSES?

Self-study courses are individual courses that focus on specific topics. These courses are beneficial for employees who are new to their role or experienced managers who want to brush up on their skills.

AVAILABLE COURSE TOPICS INCLUDE:

- People Management
- Financial Management
- Sales & Customer Service
- Parts Education
- Service Education
- Rental Education
- Diversity & Sensitivity Education

WHY SELF-STUDY?

- **Cost-Effective**
Purchasing individual courses offers a way to only pay for what your employees need, and courses can be prorated towards a Certified Manager Program at a later date if desired.
- **Retention**
Investing in your employees is a proven way to increase retention and job satisfaction
- **Improve Productivity**
Operational courses teach managers how to increase efficiencies in processes, leading to increased production and better overall financial performance.

PRICING: \$295 PER COURSE

CERTIFIED MANAGER PROGRAM WHAT IS THE CERTIFIED MANAGER PROGRAM?

The AED Foundation (AEDF) offers continuing education programs to enhance the skills of your dealership's most important asset—its employees.

AVAILABLE MANAGEMENT CERTIFICATION PROGRAMS INCLUDE:

- Certified Rental Manager Program
- Certified Parts Manager Program
- Certified Service Manager Program
- Certified Sales Manager Program
- Certified Branch Manager Program

WHY BECOME CERTIFIED?

- Enhance Your Skills
- Learn at Your Own Pace – No Deadlines for Completion, Courses Completed Virtually
- Distinguish Yourself From Your Peers
- Receive Recognition at AED Summit

PRICING: \$2,250 PER PROGRAM

**LEARN MORE INFORMATION
AND BROWSE COURSE
DESCRIPTIONS AT
AEDFLEARNING.ORG**

For more information on The AED Foundation's Certified Manager Programs, contact AEDF's Vice President of Education and Programming, Liz McCabe, at lmccabe@aednet.org.