



**AED**  
**FOUNDATION**

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: **\$395 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: **\$2,750 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 Program Coordinator Karina Utreras at [kutreras@aednet.org](mailto:kutreras@aednet.org).