



THE ULTIMATE BOOT CAMP

DEALER TRAINING

COMMERCIAL AND FLEET



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Scan the QR Code for the
latest schedule of events

Ultimate Boot Camps deliver a proven, fundamentals-based training experience for Commercial and Fleet sales professionals, focused on practical skills, real-world execution, and immediate dealership application.

Through in-person events and live, instructor-led sessions, attendees gain core tools to build pipeline, improve follow-through, and strengthen daily performance.

Designed to support consistency and accountability, Ultimate Boot Camps offer a flexible, hands-on learning experience led by experienced industry facilitators.

IDEAL FOR:

- New hires** needing a strong, fast start
- Experienced professionals** ready to elevate their skills
- Managers seeking direction** for the next phase of their department

Key Focus Areas:

SECTION ONE:

- Key Principles of Success
- Practical Application of A.I.
- Effective & Efficient Planning



SECTION TWO:

- Prospecting
- Networking
- Following Through

SECTION THREE:

- Challenger Styles & Processes
- Fleet Cycling Introduction

SECTION FOUR:

- Conversational Gameplans
- Personal Marketing Branding

"I learned a ton, this training was fantastic! They really broke it down to the very minute, actionable steps: finding the right referrals, marketing, and even ChatGPT."

Really a great time, very happy I came!"

Damien Schiele - Sales Manager of Hansel Ford

OPEN-MARKET EDITION

Open-enrollment to anyone! In-person training hosted in select markets nationwide. Learn alongside peers, guided by industry experts and partners, with practical tools you can apply immediately.

UPCOMING EVENTS:

DALLAS

February 10-11

ORLANDO

February 17-18

VIRTUAL

April 7-8-9

DETROIT

April 14-15

CHARLOTTE

June 9-10

NEW YORK

June 16-17

dates and locations subject to change

OR TRAIN YOUR WAY:

IN-DEALER GROUP EDITION

Delivered on-location exclusively **for a single dealership or dealer group**.

Customized, immersive, and focused entirely on **your team's** execution, alignment, and real-world results.

VIRTUAL EDITION

Live, action-filled instructor-led training built **for professionals who cannot travel** but still want structured learning, peer interaction, and proven strategies delivered by respected industry facilitators.

Want to learn at your own pace, **on-demand**?

Check out our extensive e-Learning Portal, including this program, the **eUBC**!