

## Training & Support: PPG Fee Schedule

### Collision Center Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Color 21 (Deltron, Global and Envirobase)	250.00	2	16
Paint Shop Productivity Recertification	125.00	1	8
PPG Certification (Deltron, Global and Envirobase)	250.00	2	16
Recertification (Deltron, Global and Envirobase)	125.00	1	8
Refinish Technician Assistant	125.00	1	8

### Commercial Coatings Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Advanced Commercial Equipment—Phase I	250.00	2	16
Advanced Commercial Equipment—Phase II	250.00	2	16
Color Accurate Software Systems	<i>No Charge to Distributor</i>	2	16
Commercial Performance Coatings Spray Sessions	<i>No Charge to Distributor</i>	1	8
Commercial Performance Coatings Product Technologies	<i>No Charge to Distributor</i>	2	16
Delfleet Spot Repair and Color Tinting	250.00	2	16
Delfleet Training Certification	250.00	2	16
Protective Marine Coating	<i>No Charge to Distributor</i>	2	16

### Custom Painting Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Custom Airbrushing the Human Skull†	150.00	1	8
Custom Airbrush American Flag and Eagle†	150.00	1	8
Custom Airbrushing	250.00	2	16
Custom Airbrush Real Fire†	150.00	1	8
Custom Flames Design	250.00	2	16
Custom Graphics	250.00	2	16
Custom Woodgrain	150.00	1	8
Custom – Lowrider Designs	250.00	2	16

†Must have taken the Custom Airbrushing class

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### Nexa Autocolor

#### General Courses

Course	Cost	# of Days	# of Hours
Nexa Certification (2K HS and Aquabase)	250.00	2	16
Eye for Color (2K HS and Aquabase)	250.00	2	16
Nexa Recertification (2K HS and Aquabase)	125.00	1	8

### Distributor Education Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Guide to Collision Center Profitability	495.00	2	16
Solution Based Commercial Selling Process	595.00	2	16
Professional Counter Person Workshop	495.00	2	16
Finance for Non-Financial Managers	495.00	2	16
Time Management for Peak Performance	250.00	1	8
Converting Conflicts into Customers	250.00	1	8
Value-Based Strategic Selling Skills	495.00	2	16
Essentials of Effective Supervision	250.00	1	8
Compelling Sales & Business Presentations	250.00	1	8

#### For Platinum Jobbers Only

Course	Cost	# of Days	# of Hours
<i>Accelerated Distributor Development Series</i>	495.00	3	24
<i>Distributor Technical Representative Certification</i>	345.00	2	16
DTRC Professional Development Program	345.00	2	16

#### For All Jobbers with Regional Manager Approval

Course	Cost	# of Days	# of Hours
Excellence in Distribution Management	No Charge to Distributors	2.5	20

### Industry Education Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Insurance Personnel Seminar	125.00	1	8

## Training & Support: PPG Fee Schedule

### Vocational Education Courses

#### General Courses

Course	Cost	# of Days	# of Hours
Vocational Instructor National Program – Phase I	<i>No Charge to Voc Inst.</i>	3	24
Vocational Instructor National Program – Phase II	<i>No Charge to Voc Inst.</i>	5	40

### Business Development Courses

Course	Cost	# of Days	# of Hours
MVP Accelerated Sales & Marketing Systems	670.00	2	16
MVP Administrative Management	335.00	1	8
MVP Advanced Estimating	670.00	2	16
MVP Art of Communication	670.00	2	16
MVP Art of Execution	670.00	2	16
MVP Business in the 21 <sup>st</sup> Century	670.00	2	16
MVP Elevating the Customer Experience	670.00	2	16
MVP The Evolution of Selling	670.00	2	16
MVP Fundamentals of Estimating	335.00	1	8
MVP Leading Change	670.00	2	16
MVP Organizational Management	670.00	2	16
MVP Paint Shop Performance	335.00	1	8
MVP Paint Shop Throughput	335.00	1	8
MVP Production & Cycle Time	670.00	2	16
MVP Have a Nice Conflict Workshop	395.00	1	8
MVP Green Belt Training	1395.00	3.5	28