



MVP BUSINESS SOLUTIONS

MVP Fundamentals of Estimating

PPG INDUSTRIES, INC.

MVP BUSINESS DEVELOPMENT SERIES

MVP Series Overview

PPG's MVP Business Solutions offers the industry's most widely-attended training programs for helping collision centers learn practical, proven ways to improve their process improvement and succeed in a highly-competitive marketplace.

The Business Development Series offers over 11 courses encompassing all the basic fundamentals of managing a profitable collision repair business—from estimating, administrative and organizational management to sales, marketing and production management.

In addition, the MVP Throughput Performance Solutions Series includes MVP Green Belt Training, the industry's most comprehensive training program for implementing the practical application of Lean Six Sigma for collision repair.

As a follow-up to Green Belt Training, the Leader Development Series offers training on Job Instruction, Job Methods and Job Relations—critical skills for implementing and sustaining change. Keys to the success of the MVP training programs are the real-world expertise and experience of MVP Certified Instructors.

PPG Industries

World Leaders in Automotive Finishes



At the heart of every collision center is the estimating process. So... if writing accurate and profitable damage reports is a priority for your collision center personnel, the *MVP Fundamentals of Estimating* course is for you.

Come learn how a professionally written estimate can improve your business while simultaneously creating satisfied customers one at a time. This class focuses on the basic estimating practices required for entry level estimators. Participants, seeking to improve understanding and skills related to damage analysis, will actively engage in applying the principles taught in the class through the practice of writing actual damage reports.



Key Course Topics:

- **Industry Trends in Estimating**
- **Segmentation of Repairs & Estimating**
- **Impact of Damage Analysis on Customer Satisfaction**
- **Traditional Estimating Practices**
- **X-Ray Estimating™ Practices & Procedures**
- **Preparing Staff & Facility for the Damage Analysis**
- **Damage Repair Forgettable's**
- **Parts Repair Verses Parts Replacement**
- **Line Item Detail Analysis**
- **OEM, Aftermarket, & LKQ Parts**
- **Digital Imaging Best Practices**

Course Length: 1 Day
Class Size: 10 Minimum & 24 Maximum
Participants: Entry Level Estimators, Customer Service Personnel

Note: Students will receive all materials needed for the course along with a certificate of completion. Included with the class is the opportunity to apply for Automotive Management Institute (AMI) credit and Inter-Industry Conference on Auto Collision Repair (I-Car) points.