



Class Times

Day 1: 8:30 am – 5:00 pm Day 2: 8:30 am – 3:00 pm

What to Bring to Class!

1. Your most current year end financial statement or YTD sales: If you don't have one with you, a sample set of information will be provided to you at the class
2. Your total net sales after taxes and discounts allowed (one figure only). If tire sales exceed 15% or total sales, subtract or separate tire sales from total sales so as not to skew parts profit
3. A PENCIL, ERASER AND A CALCULATOR.
4. Total Labor Sales for most recent 12 months
5. Total of all technicians Wages (regardless of how paid) for most recent 12 months. (wages only, no tax or benefits).
6. Total parts sales for most recent 12 months.
7. Total cost of auto parts for most recent 12 months (exclude tires if tire sales are more than 15% of total sales)
8. Total # of work orders processed for most recent 12 months.
9. Bring your NAPA AutoCare Financial GPS. You can download it by using your login credentials on napaaudocare.com. Ask your NAPA rep for assistance how to locate in on www.napaaudocare.com

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