



Professional Series Pre-Course Work

*Interview your Direct Supervisor in order to answer the following questions.*

1. What do you want me (the student) to learn or achieve from the NADA Management Professional course?

As I am new to the auto industry (Feb. 2021), the goal for me is to gain a full understanding of the financial statements and be able to analyze the F/S for good and bad trends.

2. What would you like me to bring back to the workplace as a result of this training?

More efficient closing process as well as a better understanding of the financial statements. Also, learn the terminology of the industry and develop relationships with other office management / controller level positions to use as references when needed.

3. How will what I learn in the program be shared with the rest of the team (if applicable)?

I can take techniques and analysis learned from the training and share with my three office managers. I can also use what I learn during our monthly meetings to help show various positive and negative trends within the business.

4. How will what I learn be integrated into day-to-day work upon return?

Similar to question 3 - I will discuss what I learn with my office managers and see if we can incorporate the new ideas into our business.



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5. In your role as a Direct Supervisor, what three things challenge you the most?

- 1) reviewing / analyzing new opportunities for acquisitions
- 2) retaining / hiring good employees
- 3) growing the dealership / expansion
- 4) various compliance requirements

Self-reflect on the following question:

1. What is my purpose for attending this course?

My purpose is to become more familiar and comfortable with the auto industry, learn new ways to manage the month-end close, gain better insight into various trends and ratios to examine monthly, and develop a network of like-minded controllers / office management to use as reference.

Thank you for your participation! See you in the course.