VinSolutions Admin Training Agenda

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| Monday, September 15, 2008 | |
| 8:00 am to 8:50 am | Opening Meeting  Keynote Addresses:  Cody Garrett, CSO – VinSolutions, E-Commerce in Today’s Market.  Jim Nelson – Product Trainer, Goals of this Conference. |
| 8:50 am to 9:00 am | Break |
| 9:00 am to 9:50 am | **Module:** CRM Functions for the Sales Staff. |
| 9:50 am to 10:00 am | Break |
| 10:00 am to 10:50 pm | **Module: Manager Functions in the CRM, Part 1.**  Dashboard views and Desking. |
| 10:50 am to 11:00 am | Break |
| 11:00 am to 12:00 pm | **Module: Manager Functions in the CRM, Part 2.**  Inventory Module and Reports. |
| 12:00 pm to 1:30 pm | Lunch – Provided by **VIN-BDC** |
| 1:30 pm to 2:50 pm | **Module:** Admin Level  Dealer Settings, Advanced Personal Settings, Lead Settings. |
| 2:50 pm to 3:00 pm | Break |
| 3:00 pm to 3:50 pm | **Module:** Admin Level  Lead assignment, Sales Goals, Desking Settings. |
| 3:50 pm to 4:00 pm | Break |
| 4:00 pm to 5:00 pm | **Module: Admin Level**  Templates, Follow up procceses. |
| 6:00 pm to 8:00 pm | Dinner – coordinate with your team – on your own. |
| 8:00 pm | Homework. |
| Tuesday, September 16, 2008 | |
| 7:30 am to 8:00 am | Continental Breakfast. |
| 8:00 am to 8:50 am | Keynote Addresses:  Anthony Hall, Delivering World-Class BDC performance. |
| 8:50 am to 9:30 am | Break |
| 9:00 am to 9:50 am | **Module:** **Admin Homework**  Reviewing Your Sales Processes. |
| 9:50 am to 10:00 am | Break. |
| 10:00 am to 10:50 am | **Module: Admin Homework**  Reviewing your Sales Process. |
| 10:50 am to 11:00 am | Break. |
| 11:00 am to 12:00 pm | **Module: Exports**  Ebay, Craig’s List, Motoblast, SmartAuction, Bulk Distribution. |
| 12:00 pm to 1:30 pm | Lunch – Provided by **VIN-BDC** |
| 1:30 pm to 2:50 pm | **Module: Integrations**  VinCamera, Phone Call Monitoring, Videos, Website. |
| 2:50 pm to 3:00 pm | Break |
| 3:00 pm to 4:00 pm | Module: System Maintenance  Customer Matching, Merging Duplicates, Showroom Visits, Unwind deals. |
| 4:00 pm | Depart for Airport. |