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**WEBINAR  
TRAINING  
LIBRARY**

April 2020



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**NEW VIDEOS:**

**SEM's - Duplicating Difficult OE Chip Guard.** Presented by Larry Trexler, Marketing Manager-Technical Services & Training, SEM. [Click here](#)

**DEG-Data Enhancement Gateway for Collision Shops.** Presented by Danny Gredinberg, DEG Administrator, DEG. [Click here](#)

**MEP - A Customized Retirement Plan Solution.** Presented by Scott S. Broaddus, Partner of Virginia Asset Management. [Click here](#)

**COVID-19 Health and Safety for Collision Shops.** Presented by Brandon Thomas, Chief Operating Officer, GMG Envirosafe. [Click here](#)

**VIDEOS:**

**Matrix Wand 3D Blueprinting & Measuring System.** Presented by Avery Hodge, Matrix Wand. [Click here](#)

**OSHA's Body Shop Enforcement Program.** Presented by Brandon Thomas, GMG Envirosafe. [Click here](#)

**New I-CAR Gold Requirements.** Presented by Doug Schlueter, National MSO Manager, I-CAR. [Click here](#)

**The Launch Diagnostics Pre & Post Collision Scan and Two New Products: Roxie-W, & Gear Scan.** Presented by Robert Curtis, National Sales Director WD Accounts at Launch. [Click here](#)

**Estimating Refinishing: The "Why" Behind Bidding Structural Repair.** Part one of a three-part series webinar. Presented by Scott Ellegood, Accountable Estimating. [Click here](#)

**Estimating Refinishing: What you are leaving on the table.** Part two of a three-part series. Presented by Scott Ellegood, Accountable Estimating. [Click here](#)

**Estimating Refinishing: Documentation Equals Evidence: Taking Photos for Your Shop.** Part three of a three-part series. Presented by Scott Ellegood, Accountable Estimating. [Click here](#)

**Hiring & Retaining Skilled Employees.** With Paul Gage, Pro Collision Training. [Click here](#)

**Hazardous Waste Disposal & Enforcement.** Presented by Brandon Thomas, GMG Envirosafe. [Click here](#)

**Benchmarking Paint Cost.** Presented by John Halstead, Director of Business Support for RDA. [Click here](#)

**The Importance of Pre and Post Scans and Insurance Companies Covering Them.**

Presented by Medco. [Click here](#)

**Collision Diagnostic Tools Comparisons and Launch Scan Tool.** Presented by Sandy Campbell, Diagnostic and Tool Specialist for Medco. [Click here](#)

**Updated EPA 6H NESHAP Painter Certification & New Program.** Presented by Brandon Thomas. [Click here](#)

**Quality Assurance 101:** Quality Assurance is much more than occasionally inspecting a vehicle repair for physical quality. It is a way of thinking by David Luehr. [Click here](#)

**Crash Durable Adhesives and the 3 Rules.** Presented by Dennis Beardsley, St Gobain. [Click here](#)

**The Increasing Influence of OEM's on Collision Repair** Presented by Jeff Wildman, BASF [Click here](#)  
**Seam Sealers, Making the Right Choice for the Repair** Presented by Dennis Beardsley, St Gobain. [Click here](#)

**Understanding the Insurance Game and Winning.** Presented by John Halstead, Director of Business Support for RDA. [Click here](#)

**Features and Benefits Related to Materials Management and Color Match.** Presented by Axalta. [Click here](#)

**Hiring and Retaining Skilled Employees: For Members, Sales People and Shops.** Presented by Paul Gage, President of Pro Collision Training. [Click here](#)

**How to Compete and Win:** This webinar provides specific strategies to succeed and have hope in a troubled collision repair industry. [Click here](#)

**An overview of the Enterprise ARMS Automotive Suite of Products:** An overview and highlights of the Automated Rental System and how collision repair shops can use the ARMS Suite to their best advantage. [Click here](#)

**Reputation Intelligence, On Line Marketing and Reviews:** The webinar will cover understanding Reputation Intelligence, and the benefits to your business. [Click here](#)

**Aluminum vs Steel by Chief:** The presentation covers the training and technical requirements for collision repair of aluminum and steel vehicles now and into the future. [Click here](#)

**Better Understanding Credit Card Processing:** Most common mistakes merchants make that can cost their company thousands of dollars annually. [Click here](#)

**OSHA: The Regulatory Issues We Face Today:** Review new OSHA regulations for Hazard Communication compliance. Review the significant changes of OSHA's HazCom standard and learn how to obtain OSHA compliance. [Click here](#)

**OSHA's Body Shop Emphasis and How to Protect Your Business:** This webinar will help collision shops understand what is required to keep their shops OSHA compliant and protected from typical fines. [Click here](#)

**I-CAR Training on Aluminum Repairs, Are You Ready?:** Review several of the important considerations around repairing aluminum-intensive vehicles and information that can help guide repair decisions.

[Click here](#)

**How to Avoid the Top 5 Citations in Shops Today:** In addition to the top five citations we will also review OSHA's National Emphasis Program on Isocyanates that are focusing on collision repair. [Click here](#)

**Aluminum & Your ROI—Can Shops Make Money Now Doing Aluminum Repairs?:** Topics covered include the cost of equipment to repair 'aluminum intensive vehicles,' and what is required for a five year return on investment. [Click here](#)

**Aluminum F150, What You Need to Know to Get Your Shop Ready:** This webinar is for body shops and reviews the requirements and costs to prepare for aluminum repairs on the Ford F150. [Click here](#)

**Norton Adhesives Refinishing I-CAR Training (I-CAR Credit):** After successful completion of this Adhesives Refinishing training program and application, one I-CAR credit hour can be awarded after passing a brief test. [Click here](#)

**Norton Best Practices Seam Sealers (I-CAR Credit):** After successful completion of this Best Practices Seam Sealers training program and application, one I-CAR credit hour can be awarded after passing a brief test. [Click here](#)

**Norton Body Panel Refinishing (I-CAR Credit):** After successful completion of this Body Panel Refinishing training program and application, one I-CAR credit hour can be awarded after passing a brief test. [Click here](#)

**Norton Paint Refinishing Training (I-CAR Credit):** After successful completion of this Paint Refinishing training program and application, one I-CAR credit hour can be awarded after passing a brief test. [Click here](#)

**Better Blue Printing:** This webinar will provide specific details to make blueprinting easy for shops of all sizes and resources. [Click here](#)

**I-CAR, Aluminum Training Courses you will need for F150 Repairs:** A review of the different Aluminum training courses provided by I-CAR that you will need to repair the F150. [Click here](#)

**How to Compete Against the MSOs:** The World of MSO Consolidation and Success Strategies for the Independent Collision Shops. [Click here](#)

**What's New from SATA, and How it Helps Efficiency:** A presentation on the new SATA equipment and a live Demo in the booth to demonstrate how the new gun sprays. [Click here](#)

**Safety Equipment Requirements for Body Shops:** This webinar will cover what you really need to be OSHA compliant, getting and staying organized the easy way, latest developments about isocyanates and precautions with aluminum. [Click here](#)

**Paint and Material Profitability by BASF:** Five steps to improvement, what should you get paid for and what you shouldn't, capturing and tracking data, evaluating P&M KPIs and ways to impact P&M GP. [Click here](#)

**Mastering Implementation:** The webinar will cover personal experiences with difficult change initiatives, why people don't want to change and the six Sources of Influence used by Influence Masters. [Click here](#)

**The Rail Saver Repair System:** Reduce cycle time and severity, repair more cars and improve repair technique with the Rail Saver. [Click here](#)

**Features and Benefits of Water Base Pre-Paint Cleaner:** A review of the benefits of IMPACT Final Kleen, a water based cleaning product for all body shops. [Click here](#)

**Evercoat Ultra Products–Why Are They Different?:** This is a recording of a live webinar “EVERCOAT Ultra Products–Why are they different?” [Click here](#)

**Preparing for the Future:** Understanding adhesives, fillers and sealers by SEM. [Click here](#)

**ORS-OEM Refinishing System:** How to reduce cycle times and reduce labor up to 85%. [Click here](#)

**Credit Card Processing:** Merchant account credit card processing. [Click here](#)

**Digital Lobby, A Point of Sale Marketing Platform for Collision Shops:** Overview of the Digital Lobby program. [Click here](#)

**EstimateScrubber.com Overview:** A review of what EstimateScrubber.com does and how it works and adds dollars to your estimates. [Click here](#)

**How to Use CCCs Update Plus Correctly.** [Click here](#)

**2016 OSHA Deadlines for Body Shops by GMG EnviroSafe.** [Click here](#)

**Profit Opportunities in Plastic Repair:** This webinar discusses profit opportunities in plastic repair for body shops. Presented by Curt Lammon. [Click here](#)

**Norton Metal Panel & Weld Bond Best Practices (2 I-CAR Credits):** After successful completion of this Metal Panel & Weld Bond Best Practices training program and application, two I-CAR credit hours can be awarded after passing a brief test. [Click here](#)

**The One Foot View of Lean:** This webinar will review why people started using lean to manage shops, how lean helps a shop, what lean looks like on the shop floor and explain lean problem solving. [Click here](#)

**Overview of VeriFacts:** This webinar will provide an overview of their services. [Click here](#)

**SATA- HOK Gun, Dry Jet 2, Jet 5000 B and RPS Benefits:** This webinar will review spray gun products and the RPS cup system. [Click here](#)

**The Fastest Shops in the World:** This webinar will review how fast and accurate techniques can result in reliable success for any independent collision repair facility. [Click here](#)

**AMMEX Partner Portal Introduction:** This webinar will show you how to navigate the AMMEX website and take advantage of their training videos and marketing tools. [Click here](#)

April 2020

**Differences & Benefits of MSC vs Grainger.** Presented by Dan Pramis, Savings4Members. [Click here](#)

**GMG EnviroSafe Compliance Issues:** Handling an Inspection, Respiratory Program, & 6H Compliance. After watching this presentation you will understand how to prepare and handle an inspection from a regulatory agency and understand all of the required elements for your respirator and 6H NESHAP programs to be compliant. [Click here](#)

**The Secrets of America's Greatest Body Shops Series:** The Six Secrets Revealed. Presented by David Luehr. [Click here](#)

**What's New at I-CAR:** A review of their online tools and resources. Presented by Doug Schlueter, National MSO Manager of I-CAR. [Click here](#)

**Presta New PACE System Launch Overview.** Presented by Mary Kimbro. [Click here](#)

**SEM - Structural Adhesives:** A review of why to use them, how they are built to replace OEM Structural Adhesives and OEM recommended. Presented by Larry Trexler. [Click here](#)

