



April 2023

# WEBINAR TRAINING LIBRARY

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## NEW VIDEOS

**Get Paid for P&M's "the right way!" PMC Logic-Introduction and Overview.** PMC Logic is a tool designed to easily and accurately calculate the amount of paint and materials used to repair and refinish a vehicle and generates an accurate invoice of those items. The presentation will review: Creating an invoice from uploaded estimate, reporting and management tools, how to best use PMC Logic, pricing and how it is implemented and supported. [Webinar Link](#)

**The Top 10 Industry Influences for 2023.** Presented by Frank Terlep. Last year Frank Terlep, a 35+ year industry veteran and Vice President of ADAS Solutions presented his predictions for the North American collision repair industry and what they meant for repairers, insurers and virtually every other industry segment. In this presentation Frank will give us an update and his predictions for 2023. [Webinar Link](#)

**I-CAR Corrosion Protection - I-CAR Benefits SGPM-00017 Corrosion Protection.** This training will review safe handling and proper use of aerosol coatings to include importance of corrosion protection in collision repair. [Webinar Link](#)

## BUSINESS DEVELOPMENT PRACTICES & TOOLS

**Top Marketing Trends – How to Successfully Navigate Digital Marketing.** Get found online and get more customers. Learn from Autosshop Solutions on what top trends can help your shop be successful. The presentation will review: Website tips and importance of getting found online, why unique content matters and top marketing trends in 2022. [Webinar link](#)

**10 Predictions for the Collision Industry in 2022.** Over the past two years, under "the cover" of the pandemic, several trends, technologies, events, regulations and other outside influences have been "quietly", yet dramatically changing the industry landscape. Frank Terlep, a 35+ year industry veteran and CEO of Auto Techcelerators, will present his 10 predictions for the North American collision repair industry in 2022 and what they mean for repairers, insurers and virtually every other industry segment. [Webinar Link](#)

**Struggling with a shrinking bottom line? Here is why and how to easily fix it.** Presented by Mark Olson. [Webinar Link](#)

**More Disruptions the Collision Industry Will Face in 2021.** Presented by Frank Terlep. [Webinar Link](#)

**Ten-Fifteen: Ten Points Of Quality - Fifteen Things You are Doing Incorrectly in Your Shop.** Presented by Mark Olson. [Webinar Link](#)

**Bullet Proof File.** Presented Mark Olson, CEO of Vehicle Collision Experts. [Webinar Link](#)

**Beyond the Pandemic & After the Elections.** Presented by Gene Marks. [Webinar Link](#)

**What Does 2021 Look Like for Collision Repair?** Presented by Mike Anderson. In this session, Mike Anderson of Collision Advice, along with Ray Chew of CCC, provide a state of the industry as we close out 2020, and more importantly, what to prepare for in 2021. [Webinar Link](#)

**Post repair inspection.** Presented by Mark Olson. [Webinar Link](#)

**Building a Healthy Workplace Culture.** Presented by Steven Feltovich, SJF Business Consulting, LLC. [Webinar Link](#)  
**More Disruptions the Collision Industry Will Face in 2020 and Beyond.** Presented by Frank Terlep, CEO and Founder of Auto Techcelerators. [Webinar Link](#)

**Navigating the Future with Covid-19.** Presented by Mike Anderson, Collision Advice. [Webinar Link](#)

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

**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. [Webinar Link](#)

**Reputation Intelligence, On Line Marketing and Reviews.** The webinar covers understanding Reputation Intelligence, and benefits to your business. [Webinar Link](#)

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

**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 5 year return on investment. [Webinar Link](#)

**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. [Webinar Link](#)

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

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

**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 KPI's and ways to impact P&M GP. [Webinar Link](#)

**Mastering Implementation.** The webinar will cover personal experiences with difficult change initiatives, why people don't want to change and the 6 Sources of Influence used by Influence Masters. [Webinar Link](#)

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

**Credit Card Processing.** Merchant account credit card processing. [Webinar Link](#)

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

**How to Use CCCs Update Plus Correctly.** Presented by David Luehr. [Webinar Link](#)

**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. [Webinar Link](#)

**Overview of VeriFacts.** This webinar will provide an overview of their services. [Webinar Link](#)

**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. [Webinar Link](#)

**Differences & Benefits of MSC vs Grainger.** Presented by Dan Pramis of Savings4Members. [Webinar Link](#)

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

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

**The Increasing Influence of OEM's on Collision Repair.** Presented by Jeff Wildman of BASF. [Webinar Link](#)

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

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

**Hiring & Retaining Skilled Employees.** Presented by Paul Gage, Pro Collision Training. [Webinar Link](#)

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

**The Importance of Pre and Post Scans and Insurance Companies Covering Them.** Presented by Medco. [Webinar Link](#)

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

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

**Estimating Refinishing - Documentation Equals Evidence: Taking Photos for Your Shop.** Part three of a three Part Series. Presented by Scott Ellegood of Accountable Estimating. [Webinar Link](#)

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

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

**SCRS Guide to Resources and Details About the Blueprint Optimization Tool.** Presented by Aaron Schulenburg, Executive Director of SCRS. [Webinar Link](#)

## COMPLIANCE

**Electric Vehicle Safety- GMG EnviroSafe provides an in-depth look at understanding the hazards associated with electric vehicles.** This webinar touches on ways to prevent electrical shock, electrical burns, fatalities, and thermal runaway events. Personal Protective Equipment will also be discussed, as well as the processes of deenergization and reenergization of electric vehicles. [Webinar Link](#)

**The 6 Major Disruptions the Collision Industry Will Face in 2020 and Beyond.** Presented by Frank Terlep, Founder and CEO of Auto Techcelerators, LLC. [Webinar Link](#)

**Crisis Bounce Back Formula for Collision Shops.** Presented by Ryan Taylor, CEO of Body Shop Booster. [Webinar Link](#)

**Protect Your Shop: OSHA & EPA Compliance.** Key takeaways are: Best practices to protect your business from costly violations, how to be proactive with environmental, health and safety, Details from other shops' inspection experiences and Steps you can take today to prepare your shop. Presented by Brandon Thomas of GMG EnviroSAFE. [Webinar Link](#)

**GMG: COVID-19: Protecting Your People and Your Business.** Presented by Brandon Thomas. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

**Updated EPA 6H NESHAP Painter Certification & New Program.** Presented by Brandon Thomas, GMG EnviroSAFE [Webinar Link](#)

**Hazardous Waste Disposal & Enforcement.** Presented by Brandon Thomas, GMG EnviroSAFE. [Webinar Link](#)

**OSHA's Body Shop Enforcement Program.** Presented by Brandon Thomas, GMG EnviroSAFE. [Webinar Link](#)

**COVID-19 Health and Safety for Collision Shops.** Presented by Brandon Thomas, GMG EnviroSAFE. [Webinar Link](#)

**GMG Presents OSHA's Body Shop Enforcement and Building a Health & Safety Culture.** Presented by Brandon Thomas, GMG EnviroSAFE. [Webinar Link](#)

## MANUFACTURERS

**SATA Filter 500 Series & SATA Filter 200 Series.** This webinar reviews the importance of clean air in any collision or refinish shop. The importance for supplying atomization to the spray gun, for pulling paint out of the spray gun, and for proper breathing and safety. The new SATA Filter 500 makes proper filter maintenance even easier. [Webinar Link](#)

**FUSOR Sealing and Sound Control.** This training will review Adhesive Chemistry Properties, Urethanes, Proper Adhesive Storage, Dispensing Adhesive, Work Time & Temperature, Self-Leveling Seam Sealer, Controlled Flow Seam Sealer, Wells Weld-Through Seam Sealing and foams. [Webinar Link](#)



**Battery Charging Technology and What is Needed for Flashing and ADAS Calibrations on Vehicles.** This training will review Supporting Advanced Vehicle Technologies & Power Supply Mode, Why is Power Supply (PS) Mode needed, Vehicle Reflashing/Reprogramming, ADAS Recalibration, General Repair and Maintenance, and servicing batteries in collision repair. Presented by Clore Automotive. [Webinar Link](#)

**Evercoat Training Portal Overview and Tour.** Evercoat will review the current courses available, upcoming courses for future, how to register for an account, how to enroll for a course, course quiz and certificate, how to update your account, and lost password/change password. [Webinar Link](#)

**DeVilbiss: “Hidden Thieves” - Episode 2 - Compressed Air Systems and Filtration.** The webinar will review how to mitigate contamination in the spary booth, create a process for improving color match, outline proper spray booth maintenance, discuss procedures to improve vehicle prep, select the correct disposable cup systems and develop procedures to improve paint finishing. Presenting by Saint Gobain. [Webinar Link](#)

**Introduction of the New SATA Filter 500 Series-When to use the SATA Filter 500 or the SATA Filter 200 and the Difference between SATAjet X 5500 and the SATAjet 1500 B SoLV.** Presented by SATA. [Webinar Link](#)

**DeVilbiss: Spray Master DeVilbiss-Spray Gun 101.** This webinar will review the DeVilbiss DV1 Basecoat Gun, DV1 Clearcoat Gun and DeVilbiss Snap N Flow Disposable Paint Cup System. Presented by Saint Gobain. [Webinar Link](#)

**DeVilbiss: “Hidden Thieves”- Episode 1.** This webinar will review Compressed Air Systems and Filtration. Presented by Saint Gobain. [Webinar Link](#)

**Bosch DAS3000-1 ADAS Solution.** Presented by Bosch-MEDCO. [Webinar Link](#)

**Pro Stat Product and Program Update for Shops.** Presented by Pro Stat. [Webinar Link](#)

**Paint Booth Optimization.** Presented by BASF. [Webinar Link](#)

**How To Use SEM Invoicing Tool Presented by SEM.** [Webinar Link](#)

**BASF - Improving Cycle with UV Curing Time.** Presented by BASF. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

**The Rail Saver Repair System.** Reduce Cycle Time & Severity, Repair More Cars and Improve Repair Technique with the Rail Saver. [Webinar Link](#)

**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. [Webinar Link](#)

**Evercoat Ultra Products-Why Are They Different?** This is a recording of a live webinar “EVERCOAT Ultra Products-Why are they different?” [Webinar Link](#)

**Preparing for the future: understanding adhesives, fillers and sealers by SEM.** [Webinar Link](#)

**Profit Opportunities in Plastic Repair.** Presented by Curt Lammon. [Webinar Link](#)

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

**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. [Webinar Link](#)

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

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

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

**Crash Durable Adhesives and the 3 Rules.** Presented by Dennis Beardsley, Saint Gobain. [Webinar Link](#)

**Seam Sealers, Making the Right Choice for the Repair.** Presented by Dennis Beardsley, Saint Gobain. [Webinar Link](#)

**The Future from SATA is X.** Presented by SATA The revolutionary SATAjet X 5500 spray gun. Perfectly in sync with you. Presented by SATA. [Webinar Link](#)

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

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

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

**DeVilbiss Spray Master: Spray Gun 101.** Presented by Jeffrey Bell, Account Manager, National Accounts, Saint Gobain. [Webinar Link](#)

**DeVilbiss Air Control and New Products.** Presented by Jeffrey Bell, Account Manager, National Accounts, Saint Gobain. [Webinar Link](#)

## I-CAR

**I-CAR Damage Repair Preparation - SGPM-00018 Damage Repair Preparation.** This training will review how to protect a vehicle prior to repair, damage assessment, dent pulling, dent repair, and proper sanding technique. Instruction on how to receive I-CAR credits are on the recording. [Webinar Link](#)

**I-CAR Damage Repair - SGPM-00019 Damage Repair.** This training will review techniques on part removal, filling, proper sanding, and priming. Instruction on how to receive I-CAR credits are on the recording. [Webinar Link](#)

**I-CAR Defect Removal & Finishing- SGPM-00020 Defect Removal & Finishing.** This training will review how to identify paint defects, and receive instruction on how to remove them, as well as proper buffing technique, and review of final detail processes. Instruction on how to receive I-CAR credits are on the recording. [Webinar Link](#)

**I-CAR Corrosion Protection- SGPM-00017 Corrosion Protection.** This training will review safe handling and proper use of aerosol coatings to include importance of corrosion protection in collision repair. [Webinar Link](#)

**Types of ADAS Systems.** This presentation will review: History of ADAS, how did we get here?, Understanding the Technology (sensor types) and networking, Types of Calibrations, Impact of ADAS on repair-service facilities, A look at the tools, processes, shop considerations and beyond and I-CAR RTS resources. Presented by I-CAR. [Webinar Link](#)  
(After filling out the registration page viewers will be taken to the video.)

**New I-CAR Program.** Presented by I-CAR. [Webinar Link](#)

**Aerosols - I-CAR Credit.** Presented by Saint Gobain. [Webinar Link](#)

**Defect Removal - I-CAR Credit for Non-Structural.** Presented by Saint Gobain. [Webinar Link](#)

**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. [Webinar Link](#)

**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. [Webinar Link](#)

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

**I-CAR Training Resources and Updates During Covid-19.** Presented by Doug Schlueter, Principal, MSO Business Development, I-CAR. [Webinar Link](#)

**Damage Repair Preparation - I-CAR Credit for Non-Structural.** Presented by Saint Gobain. [Webinar Link](#)

## PROFESSIONAL DEVELOPMENT

**How to Sell Your Way Through 2020.** Presented by Noah Rickun. [Webinar Link](#)

**Prepare Today or Repair Tomorrow Part 1.** Presented by Mike Jones, President of Discover Leadership. [Webinar Link](#)

**Prepare Today or Repair Tomorrow Part 2.** Presented by Mike Jones, President of Discover Leadership. [Webinar Link](#)

