

## NCM® Associates Announces Annual Training Subscriptions for Automotive Dealers and Managers Desiring a Comprehensive Management Training Solution

Overland Park, Kan., Dec. 13, 2011: [NCM® Associates](#), the leading provider of automotive 20 Groups, retail operations consulting, management training and education, and [Benchmark® analysis](#) services to retail automotive dealers and managers, today announced the availability of annual training subscriptions for automobile dealerships that desire a comprehensive management training solution for one low monthly fee. The subscription plan was introduced to NCM clients by Paul A. Faletti Jr., President and CEO of NCM Associates, in a video announcement last week. The subscription program allows a dealership to sign up all its managers from one or multiple store locations for unlimited access to its core NCM Institute management training courses for 12 months. Enrolled managers may take as many eligible classes as many times as they wish throughout the duration of the subscription, giving them unparalleled opportunity to develop the professional competencies needed for success in the competitive retail automotive industry.



According to a [video announcement](#) by NCM® Associates president and CEO [Paul Faletti](#), the [NCM Institute](#) Center for Automotive Retail Excellence was established less than two years ago and has trained over 1,000 students in a variety of retail automotive management programs since its inception. No doubt the NCMi® curriculum and its expert faculty have struck a chord in the automotive industry, with a focus on operational fundamentals and proven techniques for successful retail automotive dealership management. With its holistic approach to dealership manager education using consistent techniques and compatible curriculum across all department disciplines, the NCM Institute offers a comprehensive training solution for today's automobile dealers.

Faletti explained that the subscription program makes NCMi's core curriculum even more accessible as a continuous training solution, versus a start-stop training scenario where students are often exposed to a variety of management philosophies and techniques with little continuity. "This annual training program provides your dealership with access to 10 programs and over 191 hours of rigid, rigorous training information, materials and resources," stressed Faletti, who encouraged viewers to consider the value of in-depth, continual training from a proven industry training resource.

The subscription option also recognizes the challenge dealers face balancing the need for professional manager training with the reality of high employee turnover in the retail automotive industry. With the annual subscription, dealers pay a monthly service fee, based on the number of stores to be included in the subscription plan. This allows all enrolled store managers to take as many courses as many times as they desire over the course of the 12 month subscription. For many dealers the training subscription makes financial sense, too, as subscribers save thousands on their annual manager training expense when compared to the cost of sending just one manager to all 10 NCMi classes under the standard registration process.

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With a focus on fundamental and advanced concepts in successful retail automotive operations management, the NCM Institute's core curriculum is comprised of General Management, Service Management, Used Vehicle Management, General Sales Management, and dealership Financial Management emphasis areas. To learn more about the NCM Institute visit [www.ncminstitute.com](http://www.ncminstitute.com).

**About NCM® Associates, Inc.**

NCM Associates, Inc. is the originator of the automotive industry [20 Group](#) peer collaboration process and has been providing dealership Benchmark® analysis, Education and Consulting services to the industry since 1947. Located in Overland Park, Kan., NCM provides a robust suite of services designed to drive dealership profitability using its proven, operations-focused Benchmark® for Success program with new and pre-owned U.S. automotive dealerships, as well as with businesses in more than 20 other industries. NCM is proud to be 100% employee owned. For more information about NCM Associates, visit [www.ncm20.com](http://www.ncm20.com) or call 800.756.2620.

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