

## Exclusive Dealer Programs & Events

Beyond traditional training, ARC provides high-level, in-person learning experiences and consulting programs that help dealers connect, collaborate, and grow. Our live events and 20 Group networks are designed for continuous improvement, peer accountability, and driving measurable dealership expansion - year after year.

### ARC 20 Dealer Groups

We're not just building wealth strategies at ARC - we're building nationwide communities.

ARC 20 Groups are an exclusive network of non-competing dealerships comprised of owners, general managers, and high-level decision-makers across the auto industry. Brought together to collaborate, innovate, and elevate each other through structured peep-to-peer interaction, these groups meet regularly to share insights, review benchmarking metrics, analyze best practices, and solve real-world dealership challenges together.



## Empower Dealership Growth & Performance with ARC

Learn from the best! ARC and our team of trainers, moderators, and consultants bring decades of real-world dealership experience to every program we offer. From F&I and Sales Training to Fixed Ops, Retail, and Technician Development, we help dealerships of all sizes maximize profitability and performance across every department.



ARC is a trusted industry leader in warranty, reinsurance, 20 Groups, training and consulting, serving both independent and franchise dealers nationwide. Let us help you deliver unmatched protection, customer satisfaction, and long-term growth for your dealership.

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# ARC

WARRANTY | 20 GROUPS | CONSULTING

## DEALER SUCCESS REIMAGINED

*ARC's Comprehensive Training & Consulting Programs*



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## Developing Dealerships & Driving Real Results

At ARC, we deliver comprehensive training and consulting programs designed to elevate dealership performance across every department. From fixed to variable, our programs are built to strengthen your dealership's results. Whether you're an independent dealer or a franchise group, our hands-on approach focuses on developing people, processes, and profitability through proven training strategies.



## ARC Delivers...



**165+ Years Experience**



**1-on-1 Training Environments**



**Group Training Sessions**



**Virtual or In-Person**



**Bootcamp & Workshop Opportunities**

## Training & Consulting Programs

### **Retail:**

For Dealerships looking to tighten their retail process from the showroom to delivery.

- Improve customer experience and dealership procedures.
- Build accountability and leadership with proven systems.
- Designed for Independent and franchise operations of all sizes.

### **F&I:**

Led by nationally recognized F&I experts, we deliver a proven and practical approach to excellence.

- Focused on menu presentation, compliance, objection handling, and lender relations.
- Increase PVR and product penetration.
- Practical, performance-driven training that produces measurable results.

### **Fixed Operations:**

Optimize fixed operations, maximize profitability, and make smarter decisions with data-driven insight.

- Strengthen your service and parts departments for consistent profit.
- Improve Technician productivity, advisor performance, and parts efficiency.
- Virtual consulting, on-site coaching, and 20 group collaboration.

### **Sales:**

Equip sales teams with the skills, structure, and accountability needed to consistently improve close rates and gross profit.

- Learn modern sales processes, follow-up techniques, and leadership skills.
- Enhance objection handling and closing techniques to increase close ratios.
- Increase customer satisfaction, retention, and referrals.



### **Online Technician:**

Hands-on, real-world technician training delivered online without slowing down your service drive.

- 24/7 online access to technician education and coaching modules.
- Improve retention, morale, and communication within your shop.
- Perfect for onboarding new hires or sharpening experienced techs.

## Read Our 5-Star Reviews



Scan the QR Code to see what our customers have to say.