

Technical Training – Friday, June 24th – 2:00 to 5:15 pm

Radar Ready! Diagnosing Advanced Driver Assistance (ADAS)

PRESENTER: Dave Hobbs w/ David Almanzan **SPONSOR:** AutoZone

ADAS are becoming common on today's vehicles as we move closer to fully autonomous vehicles. These new systems will require that shop owners, technicians and service advisors educate themselves and their customers on how this technology works. During this course, technical trainers will cover:

- Overview of Lane Keep Assist, Lane Departure Warning, Blind Spot Monitor & Adaptive Cruise
- Hardware overview (RADAR, LIDAR, smart cameras, and ultrasonic sensors)
- Camera / sensor aiming equipment, windshield, and paint concerns, etc.
- ABS, electronic throttle, and E-steering interactions / customer concerns
- Static and dynamic camera and radar sensor calibrations requirements and tips
- Diagnostic tool data interpretations, service dos and don'ts and case studies

Unleash the Diagnostic Power of your Oscilloscope

PRESENTER: Kevin Leiby **SPONSOR:** CTI/WTI

Many technicians in today's automotive industry are reluctant to utilize one of the most powerful diagnostic tools available, the digital storage oscilloscope. Often it is because the mass majority of technicians only reach for this powerful tool when their backs are pushed against the wall on a tough diagnosis, so they lack the familiarity and experience to use the scope with an efficient approach to the vehicle or the diagnosis. Regardless of your scope of choice, learn proper set-up, hook-up and signal acquisition, file storage and recall, as well as measurement capabilities and proper understanding of the waveform.

This class will equip technicians with a full understanding of electrical circuit characteristics and how we can couple the oscilloscope along with ancillaries like high & low current probes, ignition kv probes and COP wands, pulse sensors, and pressure transducers, and others to establish non-intrusive diagnostic approaches to vehicle diagnosis. Learn ways to non-intrusively, and efficiently, evaluate engine mechanicals in very short order. Confirm mechanical fuel delivery on multiple fuel system designs and methods. We will explore and breakdown the In-Cylinder Pressure Waveform, Intake and Crankcase pulse waveforms, Misfire analysis from multiple angles including ignition primary and secondary waveforms, Ignition Current waveform analysis, as well as driver integrity. Introduction to Math Channels to further expand the power of your oscilloscope

Service Advisor/Management – Friday, June 24th – 2:00 to 5:15 pm

Lead So That Others Want to Follow

PRESENTER: Steve Schick **SPONSOR:** Slingshot25

What makes some leaders so effective at leading an engaged and productive team while others create a sense of anxiety and dread in their followers? This session, filled with stories and participant engagement, pulls no punches in looking at the leadership habits behind great and not-so-great leadership. Join the session and discover new insights about workplace culture, communication, listening, gratitude and more!

I work too hard to be this broke...Where did all my money go?

Presenter: Andy Hooten **Sponsor:** FixYourShop.com

Let's take a look into the reality of our money, and the relationships between money coming into a business and money left for us after all the bills are paid.

We will talk about business finances vs. personal finances. Budgeting concepts personally and for your business. How do these two types of finances influence one another? Is debt good or bad? How can I tell if a debt is a good or bad choice? But what if I can write it off?

Why are we scared to speak freely with each other about money? Why is money such a taboo and scary conversation for most of us? How can being open with your friends, family, and employees about money build trust, teamwork, stability, and profitability?

Technical Training – Saturday, June 25th – 9:15 am to 12:30 pm

Domestic Programming

PRESENTER: Adam Robertson **SPONSOR:** CTI/WTI

J2534 is a constantly changing arena of technology. As the need for programming in the shop bay increases, especially with mandated OE diagnostic software being provided for use with a J Device, technicians must be more familiar with the J2534 process. This class will focus on the need for J2534 today. The current information for hardware setup, software configurations, and changing OE websites will be covered in detail.

Topics will include:

- Computer and operating system setup
- Java and Browser security configurations
- J Device selection and management
- OE websites and APIs
- The reprogramming process
- Problems and solutions

Effective Electrical Troubleshooting: Diagnostic App of Wiring Schematics

PRESENTER: Kevin Leiby **SPONSOR:** CTI/WTI

This course guides technicians through the effective use of wiring schematics as a diagnostic tool. Learn to combine schematics, circuit operation information, and power flow techniques along with applied circuit principles to diagnose problems quickly and accurately. Find electrical faults fast by recognizing the characteristics of shorts, opens, and high resistance circuit problems. Learn the most effective tools and techniques to use for a given fault. During this interactive course, students will use selected schematics to diagnose assigned circuit problems and conditions.

How to Solve Difficult DTCs

PRESENTER: Marc Dufort **SPONSOR:** AutoZone

This course will explore why codes cause grief and how to successfully repair them. After almost 25 years of OBD2, technicians have learned to cope with most of the problems that come their way. But there are some systems that continue to be difficult to diagnose. Many of these are old and while many are fairly new. Some types of codes that can be difficult to diagnose include evaporative system, random misfire, Variable Valve Timing, catalyst efficiency, electronic throttle control, and fuel trim. During this course, technicians will be able to:

- Identify EVAP faults
- Perform random misfire diagnosis
- Catalyst efficiency code diagnosis
- Analyze scan tool data for fuel trim diagnosis
- Describe VVT operation

Deciphering Gasoline Turbo Drivability

PRESENTER: Guy Vesco **SPONSOR:** NAPA AutoTech

Recommended for A and B level Technicians

This course is designed for the technician who diagnoses and repairs engine performance issues. We provide an in-depth examination of the turbocharger's function, operation, and componentry. In addition, this course offers practical approaches to diagnosis and servicing of turbocharger systems. Gasoline engine turbocharger-specific diagnostic techniques, using fuel trims and volumetric efficiency are highlighted. In addition, differences between speed density and air density fuel strategies and how they affect turbocharger operation are detailed.

- Study of drivability indicators for turbocharged engines
 - Turbo-specific fuel system review
 - Bidirectional controls
 - Sensor testing and diagnostics with case studies
- o How does extra airflow affect fuel volume requirements?
 - o How is volumetric efficiency affected by turbos?
 - o How are these systems controlled?

Misfire Diagnosis

PRESENTER: Calvin Higgins **SPONSOR:** O'Reilly Auto/First Call

Many technicians have approached misfire diagnosis by swapping ignition coils or other components between cylinders. Access to these components is challenging on many vehicles, therefore, this technique can be ineffective. This class will identify requirements for combustion to occur such as fuel delivery, ignition, and engine mechanical operation. Then, we will explore various techniques to effectively identify the cause of an engine misfire using scan data and oscilloscope waveform analysis. Case studies will be used to demonstrate these techniques.

After completing the Misfire Diagnosis class, a technician will be able to:

- Describe basic combustion principles
- Analyze scan tool data
- Verify ECM commands for ignition and fuel
- Interpret oscilloscope waveforms for misfire diagnosis
- Evaluate relative compression results

Service Advisor Training – Saturday, June 25th – 9:15 am – 12:30 pm

Master the Chaos - Art and Science of a Successful Service Advisor

PRESENTER: Bryan Stasch **SPONSOR:** Automotive Training Institute

Redefining success with the tools and techniques needed to be a “top producing service advisor”. How to connect with your customers in a contact-less world.

Management Training – Saturday, June 25th – 9:15 am – 12:30 pm

Auto Shop Profits & Cashflow

PRESENTER: Chris Cotton **SPONSOR:** AutoLeap

Cash is King? If you want to be in charge of your destiny, you MUST learn where your profit comes from and how to control your auto repair shops cash flow. I want to help you make your bank accounts reflect what your income statement shows!

- Why do you need a profit & cash flow strategy?
- Understanding basic profit margins and margin centers.
- How to set up Bank Accounts
- How to start making allocations
- Proper Income Statement and Understanding your Income Statement
- Diagnosing when your Allocation Accounts are Over and or Short.

Overcoming Overwhelm

PRESENTER: Rick White **SPONSOR:** 180BIZ

Description: With shops either busier than they’ve ever been or desperately needing more cars, dealing with the roller coaster ride of the pandemic, the challenge of finding qualified people to join your team, or the raw demands of your customers, feelings of overwhelm are in an all-time high.

In this course you’ll learn:

- Where the overwhelm is coming from
- The very real danger overwhelm poses to your business
- How to recognize overwhelm in your and in your team members
- About the tools you need to get out of the quicksand of overwhelm and back to chasing your dreams

With your level of overwhelm down where it belongs, you’ll find things run smoother, you’ll get more done, and have fun again!

Technical Training – Saturday, June 25th – 2:00 pm to 5:15 pm

Advanced Fuel Systems including Gasoline Direct Injection (GDI)

PRESENTER: David Almanzan w/ Dave Hobbs **SPONSOR:** AutoZone

This course revisits fuel systems training and education to ensure proper diagnostic techniques while delivering advanced testing procedures to save technicians time while assuring a correct diagnosis. This course includes in-depth information on Gasoline Direct Injection (GDI) systems. During the course, participants will:

- Properly and efficiently diagnose fuel delivery systems
- Effectively diagnose fuel injectors
- Understand current Gasoline Direct Injection (GDI) systems
- Learn advanced testing techniques using current measurements
- Be aware of common mistakes that can lead to misdiagnosis

Network Diagnostics: Vehicle Communication Breakdown

PRESENTER: Adam Robertson **SPONSOR:** CTI/WTI

The expansion and use of multiple on-board control units that communicate with each other in one or more networks in the vehicle has become complex. In addition, modern day networks such as Bluetooth and Ethernet that allow customers to run programs in the vehicle such as email, GPS navigation, calendar management, etc. means that diagnosing today's vehicle network related problems can be challenging to say the least. This course will give you a thorough understanding of how modern vehicle networks operate and communicate, have resources for gathering information concerning network codes and protocols, and enhance your network diagnostic capability through case studies of actual vehicle network communication problems.

Transmission Training Academy

PRESENTER: Aaron Golas **SPONSOR:** Moveras/All Trans

Technical Training is designed to educate and train shop technicians on proper and emerging installation techniques. Topics covered include:

- Proper Diagnosis and Common Troubleshooting Techniques (Don't replace it if you don't have to!)
- Cooling System Requirements
- Fundamentals of proper mounting
- Electronic Transmission Controls
- ATF Filling Procedures
- Drivability Check Points & Reprogramming

Hybrid and EV – Batteries and Charging

PRESENTER: Guy Vesco **SPONSOR:** NAPA AutoTech

Recommended for all levels of Technicians

Every car and light truck manufacturer in North America today builds at least one model with a hybrid-electric or all-electric powertrain, and the popularity of these models is growing.

This training course covers the proper procedures involved in the measuring and operational testing of HV components carrying a voltage.

- Hybrid and electric vehicle design
 - In-bay safety and personal protective equipment (PPE)
 - Low-voltage battery systems
 - High-voltage shutdown procedures
 - High-voltage battery systems
 - Hybrid, PHEV, and EV charging
 - HV battery heating and cooling systems
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- o How do I jump start a Hybrid vehicle?
 - o Can I use a normal battery charger?
 - o Can it REALLY hurt me, or is that hype? o Do I have to buy a new DVOM?

Service Advisor Training – Saturday, June 25th – 2:00 pm to 5:15 pm

Service Advisor, Business Development

PRESENTER: Will Rasmussen **SPONSOR:** Wynn Products

- Understanding today's market
- The WHY's about processes and procedures
- Why customer retention is so important in today's business

Management Training – Saturday, June 25th – 2:00 pm to 5:15 pm

You Can't Manage What You Don't Measure

PRESENTER: Jimmy Lea **SPONSOR:** Kukui

With today's marketing campaigns, everything is trackable. Data helps us assess performance, make adjustments, and optimize your Return on Investment

- Tools to help you track your marketing
- Using tracking numbers to increase your phone conversations
- The importance of integrating your marketing with your POS System

Leadership Learning

PRESENTER: Jackie Pelland **SPONSOR:** Slingshot25

Wouldn't it be great to have a conversation discussing your toughest questions on leading people and the next generation? Getting insight on what really works to get the best performance, get them to buy into your vision for your business and give them the reason to want to stay. Understand how to become the kind of leader others want to learn from and work for.

Get a Grip! Mastering Organizational Skills and Time Management

PRESENTER: Kim Auernheimer **SPONSOR:** WorldPac

Get a grip! Is Chaos your daily norm? By mastering your mess and taking control of the seconds, minutes, and hours of your day you can Increase productivity and profitability using proven organizational and time management skills. You will get more done each day and you'll get more out of your business and your life. Be in control and reduce stress by fine-tuning your organizational skills. This class is essential for Shop Owners, Management, Service Advisers, and Office staff.

- Discover Organization and Time Management Tools that are in the Palm of your Hand
- Identify "Time Robbers" and how to put them away forever
- Experience how working more efficiently is easier to reach a common goal
- Learn how to control the clutter and clear away chaos
- Discover ways to minimize distractions and maximize your effectiveness
- Organization is the Root of Good Financial Management

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