



COLLISION INDUSTRY
CONFERENCE

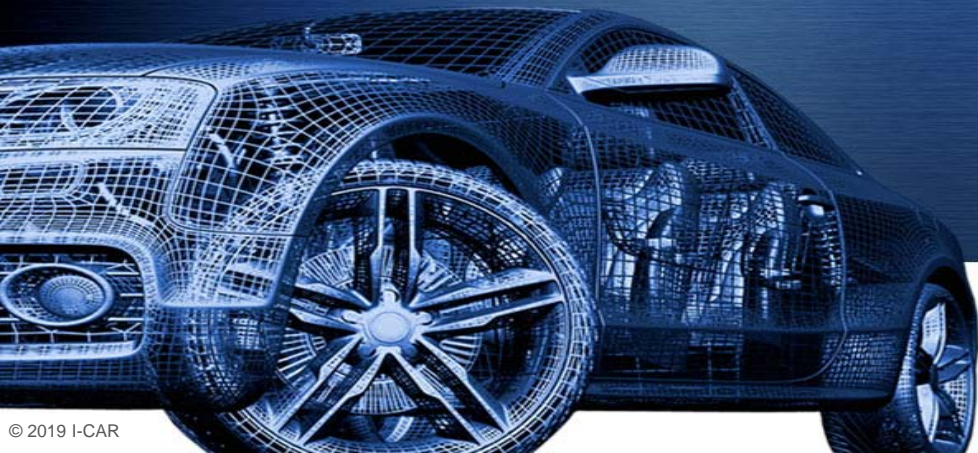
I-CAR Announcement

SPECIAL PRESENTATION BY:

JOHN VAN ALSYTNE

The “Even Better” I-CAR!

Supporting the Evolving Needs of the Collision Repair Industry



John Van Alstyne

I-CAR CEO & President



2018 Recap



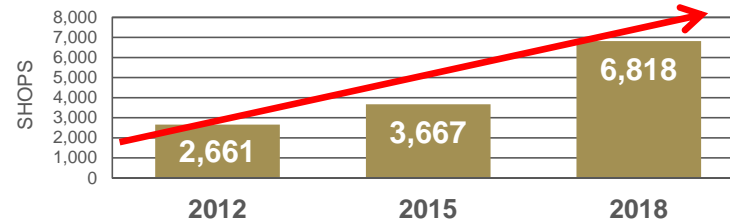


8,329
TOTAL GC/R2G
SHOPS

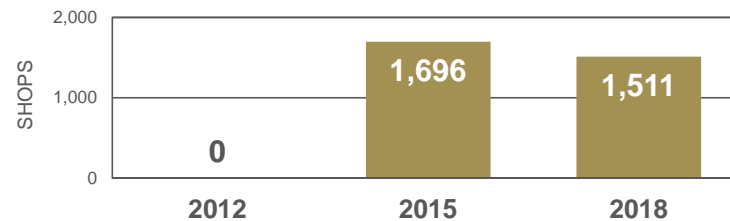
Up 21% vs. 2017

~24% of the Industry
Now Seriously Engaged
in I-CAR Training.

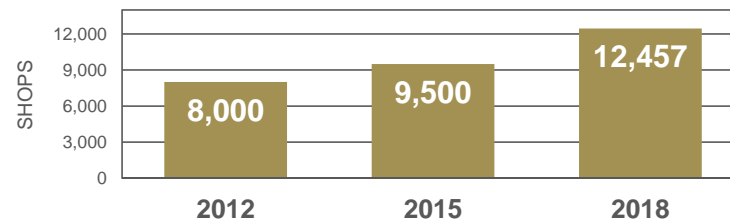
GOLD CLASS® SHOPS



ROAD TO GOLD™ SHOPS

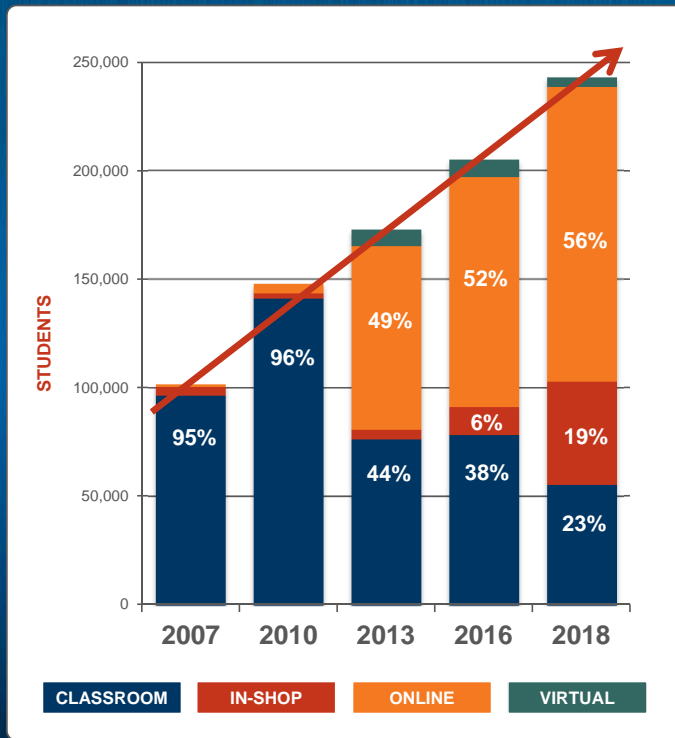


TOTAL SHOPS TRAINING WITH I-CAR

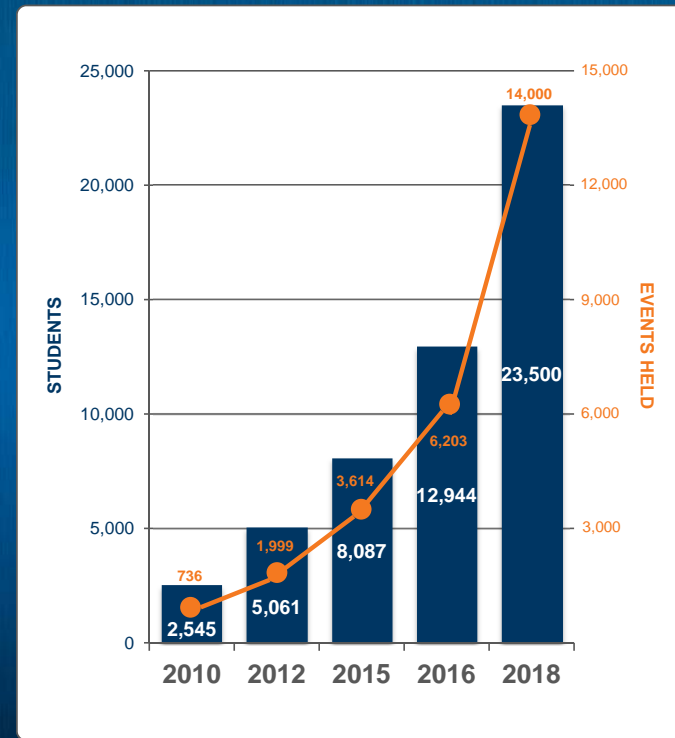




TOTAL COURSES COMPLETED

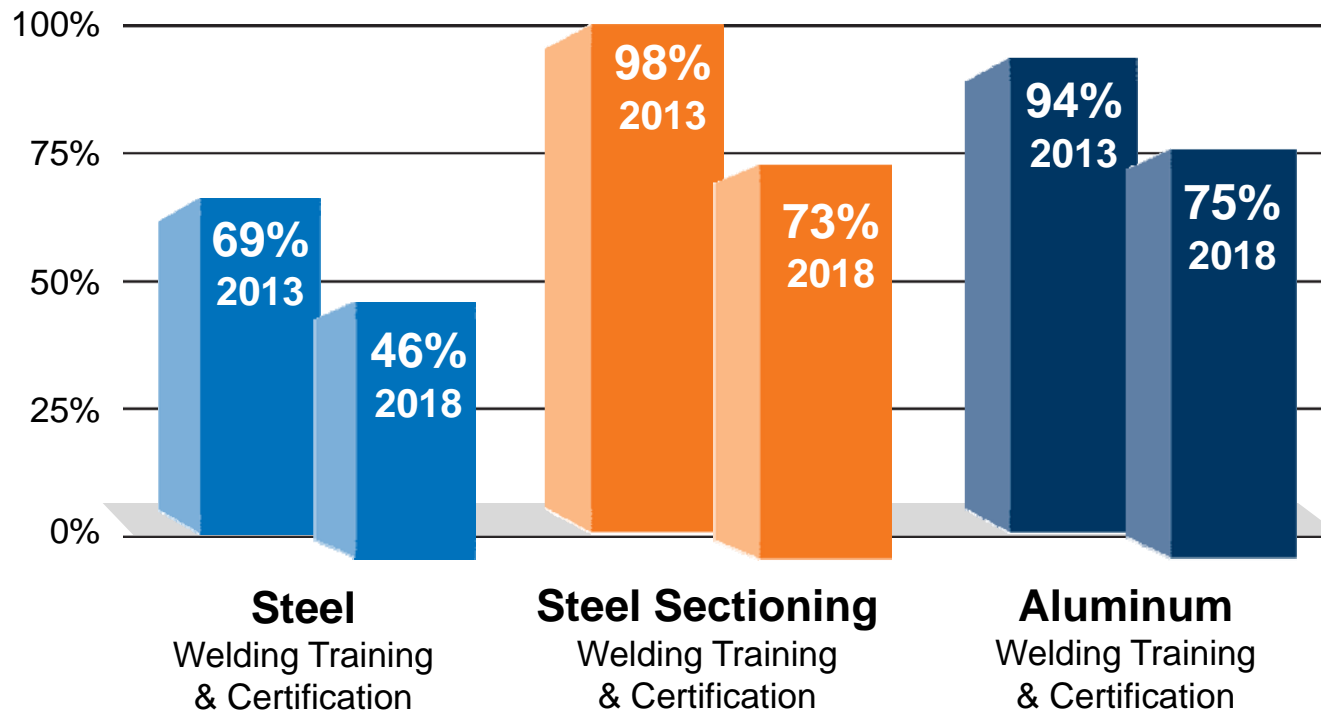


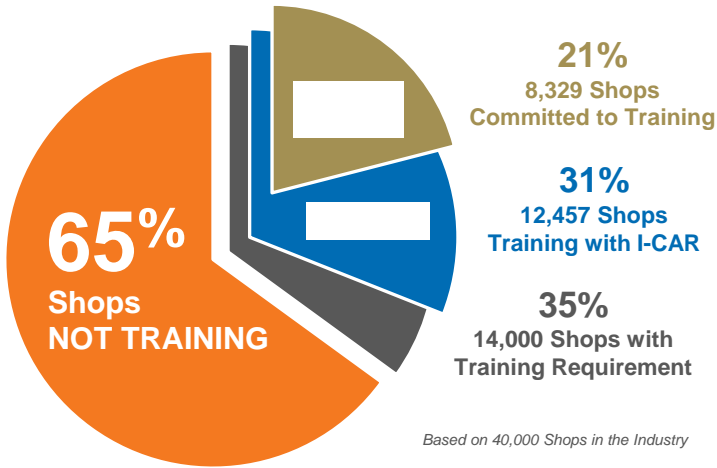
WELDING TRAINING Students / Events



What Percentage of Techs Who Weld are NOT I-CAR Trained?

Together, We Are Making a Difference!





Expansion of I-CAR Products and Services

I-CAR TODAY

**164 COURSES
AVAILABLE TODAY!**

TOTAL CURRICULUM REFRESH
COMING IN Q2 OF 2019



RESEARCH

True North

Complete, Safe and Quality Repairs



What's New in 2019?



Industry Feedback Drove I-CAR's Innovation

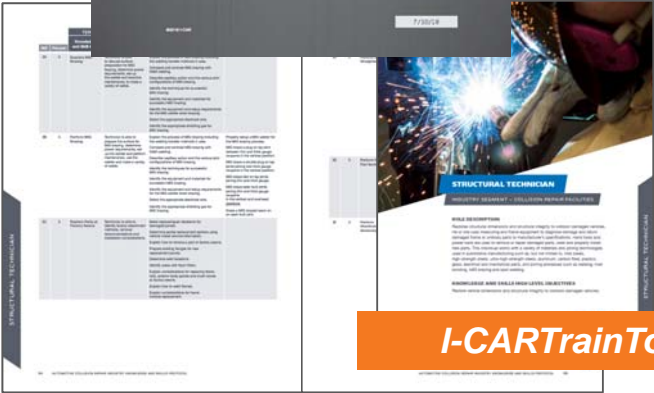
2010 – 2018



I-CAR SME's Processed / Integrated

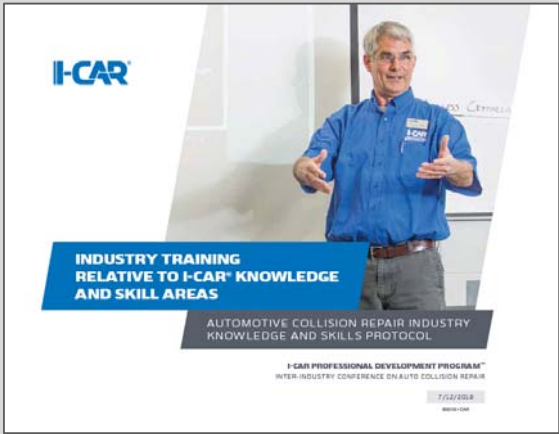
OUTCOME: I-CAR Curriculum / Service / Recognition Program Enhancements

Industry Knowledge and Skills Protocol



I-CARTrainToGain.com/Protocol

Industry **TRAINING** Relative to I-CAR Knowledge and Skills Areas



▶
New Courses /
Providers
Updated
Real-Time

PROVIDER	COURSE TITLE	COURSE DESCRIPTION	PROVIDER CONTACT INFORMATION
1
2
3
4
5

Complete Core Curriculum Refresh

Core Curriculum Training Comparison

ProLevel 1 – ProLevel 3 for Core Roles



SPANISH AVAILABLE STARTING IN 2019

Expansion of I-CAR Products and Services

I-CAR TODAY

**246 COURSES
AVAILABLE Q2 2019!**

TOTAL CURRICULUM REFRESH!



RESEARCH

Raising the Bar on Training

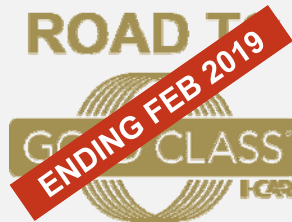


PROLEVEL 2

- 100% Structural and 50% for Remaining Roles
- 1 Person Can Hold Up to 2 Roles
- Shop Level Electrical/Diagnostics and Mechanical Courses Required
- Turnover Rules Eliminated
- Annual Training



RECERT EVERY 3 YEARS



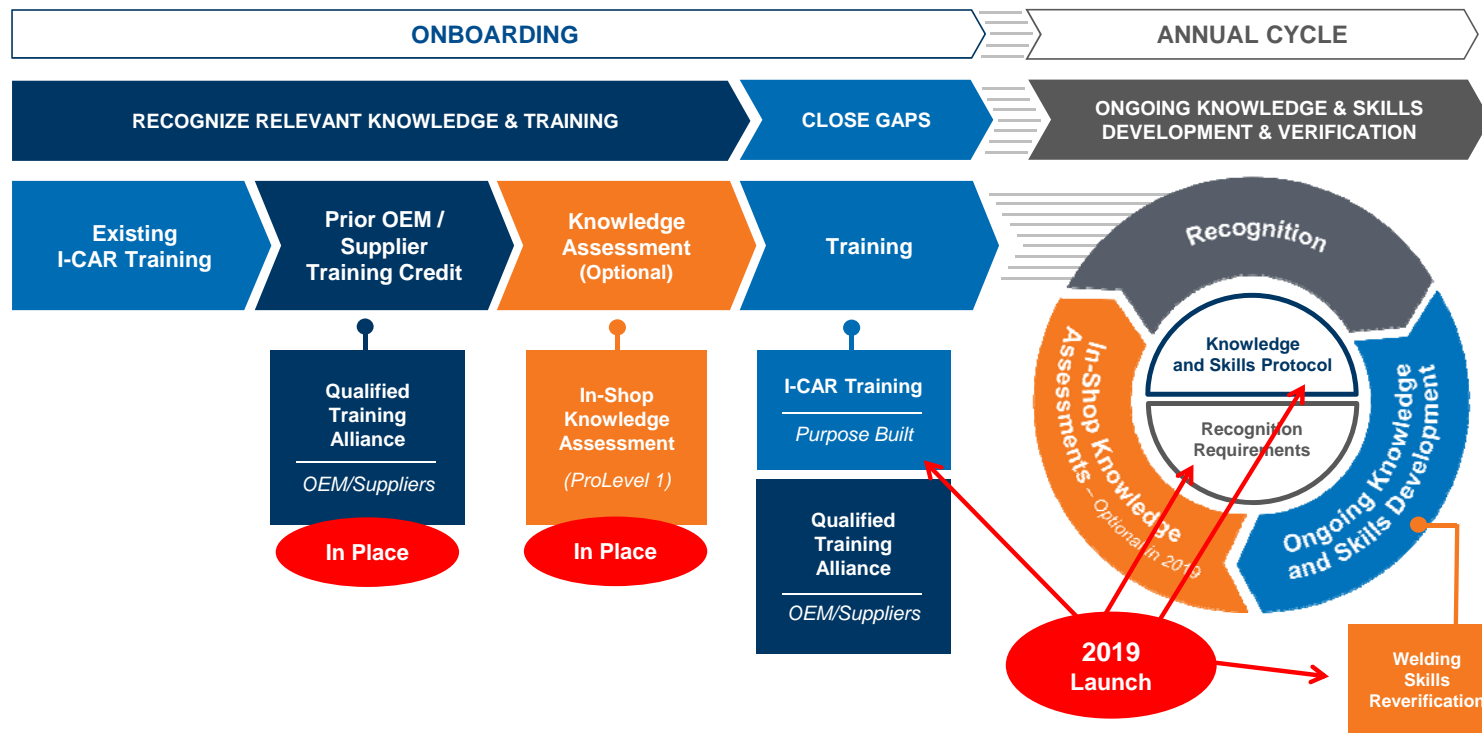
**UNLIMITED TRAINING
SUBSCRIPTION FOR
GOLD CLASS SHOPS**



*Includes All Live / Online / Virtual
Courses*

Welding/ HOSD/ ISKA not included

Bringing It All Together



Delivering on Industry Feedback

Needed to Ensure I-CAR's Changes are:



Relevant



Explainable



Sustainable



Affordable



Solving Expressed Pain Points and Needs

Strong Industry Support

REPAIRERS



ISACs

Nearly 80 Repairers Represented

OEMs

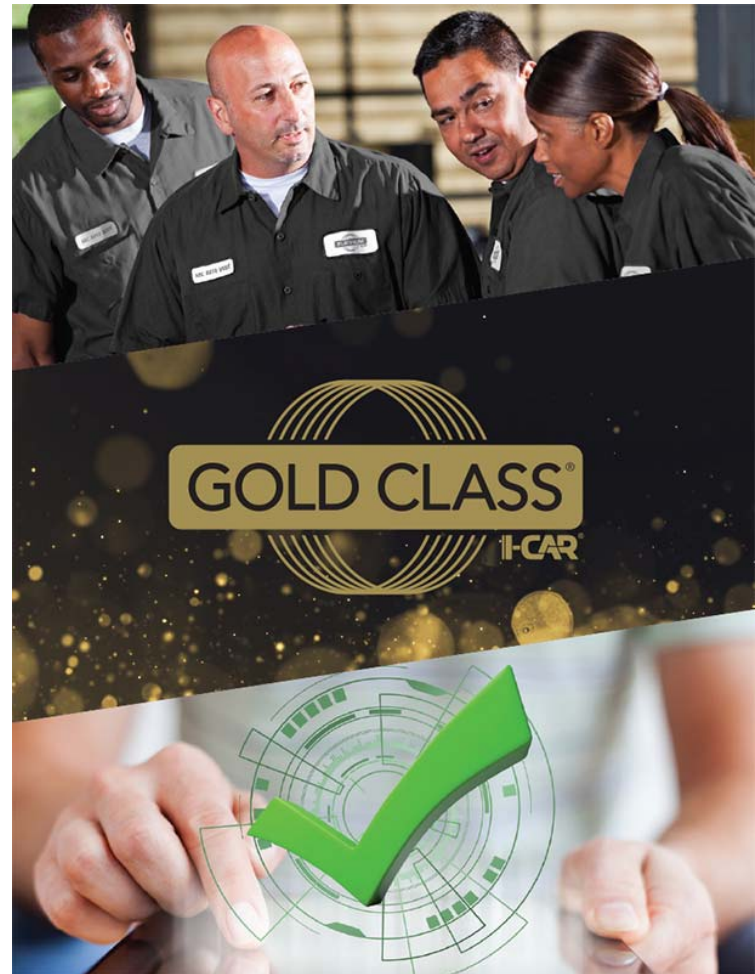


INSURERS



Getting the Industry Ready

- Targeting Launch April 1st.
- Road to Gold ends Feb 2019.
- Transition period available for all Gold Class shops, get there by end Feb 2019, and stay current with your renewals in 2019.
- Don't stop training! OEM & Insurer Network programs will continue to require current Gold Class status throughout transition.



Thank You

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