



CPRIOA
An Independent Association of Cell Phone Repair Franchisees
an Affiliated Chapter of the
American Association of Franchisees & Dealers
The Center for Total Quality Franchising®
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[2021 CPRIOA Training and Meetup](#)

The CPRIOA is sponsoring a 3 day training event in Dallas, Texas. CPRIOA will provide the conference room, training sessions and a discounted room block. A light lunch will be provided on Day 1 and Day 2. Franchisees will provide their own travel, room and other meals.

Training cost is \$25 per attendee for CPRIOA members.
Training will be open to NON-CPRIOA members at a rate of \$150 per attendee.

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Training agenda:

Day 1 (March 23rd, 10am - Done) - (8 hours) Device Sales and Financing

Emphasis on financed sales techniques. This session will start with the details of subprime financing, what do lenders need and how can our stores more closely model connecting lender with customer. This session will cover the basics for owners that have not engaged in financed device sales yet. Additionally, this session will cover some advanced advertising and financing topics for stores that are already engaged. We will have several top performing device sales franchisees available to discuss their journey and best practices as well as being available for Q&A.

Day 2 (March 24th, 9am - 1pm) - (4 hours) Store Inventory Management.

A broad review of the basics associated with getting your store organized and operationally adept at managing inventory in your store and RepairQ. We will show you how to properly manage physical inventory in the store, as well as how to manage and track that inventory in the RepairQ. This session will include the proper process for managing and tracking defective parts through the lifecycle.

Day 2 (March 24th, 2pm-6pm) - (4 hours) RepairQ Reporting/Analytics

We will review how to access and use looker and walk you through creating one or more looker reports, specifically a multi-store daily review report with modifiable filters.

Emphasis in two areas:

- 1) helping multi-store owners track and understand store performance in a single simple report.
- 2) helping any franchisee track and understand employee accessory and device sales performance in a single simple report.

Day 3 (March 25th, 9am - Done) - Breakout sessions for hands-on assistance with any of the topics from Day 1 & 2.

Location:

TBD based on attendance. The location will be near Dallas Love Field (DAL).

We will block rooms and announce the hotel/meeting location by March 3rd at the latest. We need anyone interested in attending, to sign up as soon as possible, so we can understand the attendance and select the hotel/meeting room accordingly.

Masks will be required while in the building, but may be removed while sitting at the conference.

If you have additional questions, please contact us at: cprioamgmt@gmail.com

SIGN UP HERE

Sincerely,

CPRIOA Leadership Team

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