



**PIONEER EQUIPMENT  
DEALERS ASSOCIATION**



# Announcing the 2020-2021 Pioneer EDA Leadership Course

**October 2020 – March 2021**

**ND State College of Science – Fargo**  
Alternating In-person and Virtual Training

**\*\*\* Limited Registration\*\*\***

**Offered Exclusively for Pioneer EDA  
Dealership Employees!**

- ▶ **An exciting opportunity for professional development!** The Pioneer Equipment Dealers Association, in conjunction with the teaching professionals at ND State College of Science Division of Workforce Affairs, is proud to offer a fantastic leadership development experience for dealer members throughout Minnesota, North Dakota, and South Dakota.
- ▶ **Why offer a Leadership Course?** Pioneer EDA members have often approached the association requesting guidance and training on Leadership and People Management. These often-elusive skills form a *powerful* foundation for your dealership, its culture, and its profitability.
- ▶ **What's included in the curriculum?** [Click here to see a detailed outline of our exciting curriculum](#), including: leadership principles, delegation, conflict resolution, management essentials, communication, coaching, counseling, managing stress, effective speaking, emotional intelligence, legal and effective interviewing, difficult employees, professionalism, business etiquette, and more.
- ▶ **What can participants expect?** Pioneer EDA Leadership Course attendees will join a small, interpersonal, dynamic group of like-minded individuals who are ready to grow and take their dealership careers to a new level. Monthly sessions will take place October - March, and will alternate class time at [NDSCS-Fargo](#) with top-notch virtual training, allowing the valuable class interaction participants want *and* the time and cost savings employers need. Class size is limited to preserve an effective small-group dynamic. [COVID-19 health and safety guidelines will be followed.](#)
- ▶ **What are the dates?** Mark your calendar for: **October** 21-22 (in-person, Fargo); **November** 11, 12, 17, 18, 19 (virtual – one 2-hour session each day); **December** 8, 10, 15, and 17 (virtual – one 2-hour session each day); **January** 12-13 (in-person, Fargo); **February** 10 (virtual - three 2-hour sessions) and February 18 (virtual – two 2-hour sessions); and **March** 9-10 (in-person, Fargo).
- ▶ **What's my investment?** \$1,600 tuition per person for all sessions and materials. Refreshments included. Lunch on own. *Please note: This class is expected to fill quickly. Registrants will be invoiced upon confirmation of admittance to the class.*
- ▶ **How do we register?** [A fillable registration form is linked here.](#) *Notification of class acceptance will be sent. **Registration deadline: October 9, 2020.** No refunds for missed classes.*
- ▶ **Is there lodging nearby?** A block of rooms has been held at the [Homewood Suites](#), including free hot breakfast, workout room, pool, and more. Call 701-235-3150 and mention the **Pioneer Equipment Dealers Association** for a discounted rate of \$89 per night king or double queen. The [Days Inn](#) and [Candlewood Suites](#) are also near the training facility, along with several restaurants.