

2023 Caterpillar Sales Training Schedule

Powered by Business Performance Group

Inside Sales Rep Boot Camps

Machine Retail (Course #44214), CI Aftermarket (Course #40143), Energy & Transportation (Course #41443)

Course	Course No.	Location	Date	Registration Weblink
CI Aftermarket ISR Boot Camp	40143	Raleigh, NC	February 20-24, 2023	https://forms.gle/6FHV4U8KjLuRD3v7
E&T ISR Boot Camp	41443	Lafayette, IN	April 18-21, 2023	https://forms.gle/5mvYaQ7VthUiNPRa8
CI Aftermarket ISR Boot Camp	40143	Peoria, IL	May 22-26, 2023	https://forms.gle/afPWmobfUF1w6pZW8
CI Aftermarket ISR Boot Camp	40143	Peoria, IL	June 5-9, 2023	https://forms.gle/oEv78TqQYFohkLa59
Machine Retail ISR Boot Camp	44214	Raleigh, NC	July 24-28, 2023	https://forms.gle/iQUEYEzFL5rVs9My8
CI Aftermarket ISR Boot Camp	40143	Peoria, IL	August 21-25, 2023	https://forms.gle/Wi39X8Z63Nmknq1a6
Machine Retail ISR Boot Camp	44214	Raleigh, NC	September 25-29, 2023	https://forms.gle/4QCwTremAp7gEEw36
E&T ISR Boot Camp	41443	Lafayette, IN	October 24-27, 2023	https://forms.gle/Ve163EBEz6msBVIB7
CI Aftermarket ISR Boot Camp	40143	Peoria, IL	November 13-17, 2023	https://forms.gle/yTagwSuGLWkBhhre6
Machine Retail ISR Boot Camp	44214	Raleigh, NC	December 11-15, 2023	https://forms.gle/ZmrXtqCayoZ4iJFU9

PSSR Boot Camps (Product Support Field Sales Rep)

Construction Industries (Course #45559) & Energy & Transportation (Course #52790)

Course	Course No.	Location	Date	Registration Weblink
Construction PSSR Boot Camp	45559	Dallas, TX	February 7-10, 2023	https://forms.gle/c8611kz6wGTRMPTUA
E&T PSSR Boot Camp	52790	Dallas, TX	February 7-10, 2023	https://forms.gle/g3ope4FviGrYt5ee8
Construction PSSR Boot Camp	45559	Denver, CO	May 9-12, 2023	https://forms.gle/jywwxNK3RbMuQnRV9
E&T PSSR Boot Camp	52790	Denver, CO	May 9-12, 2023	https://forms.gle/Aj2R9ketnKMAkeyEA
Construction PSSR Boot Camp	45559	Kansas City, MO	September 19-22, 2023	https://forms.gle/QzdF1froEQbuzS7q6
E&T PSSR Boot Camp	52790	Kansas City, MO	September 19-22, 2023	https://forms.gle/xL4xaBJqEujs4sa28
Construction PSSR Boot Camp	45559	Phoenix, AZ	December 5-8, 2023	https://forms.gle/mWn6HWSuQE4qNC9t7
E&T PSSR Boot Camp	52790	Phoenix, AZ	December 5-8, 2023	https://forms.gle/ZdRTTdbCbCmvEE476

ISR Manager Training Workshop
(Course #44216 – Managing Aftermarket ISRs)

Course	Course No.	Location	Date	Registration Weblink
ISR Manager Training	44216	VIRTUAL	February 15-17, 2023	https://forms.gle/AZQjrrfdio9vMMD77
ISR Manager Training	44216	VIRTUAL	November 8-10, 2023	https://forms.gle/7zn5nR4bTfLHg9597

ISR Expert Level Sales Training
(Course #42553 – Pre-Requisite ISR Boot Camp)

Course	Course No.	Location	Date	Registration Weblink
E&T ISR Expert Training	I-OWREWV	VIRTUAL	September 11-15, 2023	https://forms.gle/woqZcy1xw1RthKXW8
CI Aftermarket ISR Expert Training	42553	VIRTUAL	October 2-6, 2023	AM Session: https://forms.gle/DB7XBA5PfaNfFfuR9 PM Session: https://forms.gle/9FeedssJi11ocorp6
Machine ISR Expert Training	I-0YRXY1	VIRTUAL	October 16-20, 2023	AM Session: https://forms.gle/GvY3qW5C7dTShuBq7 PM Session: https://forms.gle/o24sKrVZNtMsrmsi6

PSSR Expert Level Sales Training
(Course #55325 – Pre-Requisite PSSR Boot Camp)

Course	Course No.	Location	Date	Registration Weblink
E&T PSSR Expert Level Training	55325	Kansas City, MO	June 20-21, 2023	https://forms.gle/qAwBJCagNXFQcjsQ9
CI PSSR Expert Level Training	55325	Kansas City, MO	June 22-23, 2023	https://forms.gle/ddGVko2SQymgQPmc9
E&T PSSR Expert Level Training	55325	Kansas City, MO	October 10-11, 2023	https://forms.gle/oA1kQGAZko9ZAgU96
CI PSSR Expert Level Training	55325	Kansas City, MO	October 12-13, 2023	https://forms.gle/aPemqZb65NB2uMYh6

For more information contact:

Traci Shepley

Manager - Sales Development Training | 515-249-1341 Cell | tshepley@BPGrp.com | traci.shepley@cat.com



Business Performance Group