



F&I TRAINING CLASS

GREAT LAKES DEALER SERVICES IS DEDICATED TO DEVELOPING PROFESSIONALS IN THE AUTOMOTIVE INDUSTRY. THIS SPECIALIZED TRAINING WILL PROVIDE YOU WITH THE TOOLS NECESSARY TO EXCEL AS A FINANCE & INSURANCE SPECIALIST!

CLASS DATES FOR 2018:

APRIL 24—25

JUNE 19—20

AUGUST 21—22

OCTOBER 23—24

2—DAY CLASS WILL COVER:

- ◇ INTRODUCTION TO F&I
- ◇ ADMINISTRATIVE RESPONSIBILITY
- ◇ ETHICS & COMPLIANCE
- ◇ F&I MENU PRESENTATION STYLES & TECHNIQUES
- ◇ GAINING COMMITMENT
- ◇ CONTROL THROUGH FINANCE
- ◇ CONTRACT MECHANICS AND LENDER RELATIONS
- ◇ KEYS TO LEASING
- ◇ SETTING THE STAGE FOR SUCCESS

GREAT LAKES DEALER SERVICES
9710 PARK PLAZA AVENUE, STE 201
LOUISVILLE, KY 40241
800-773-3060

COST: \$199 (INCLUDES LUNCH)
800-773-3060 TO REGISTER



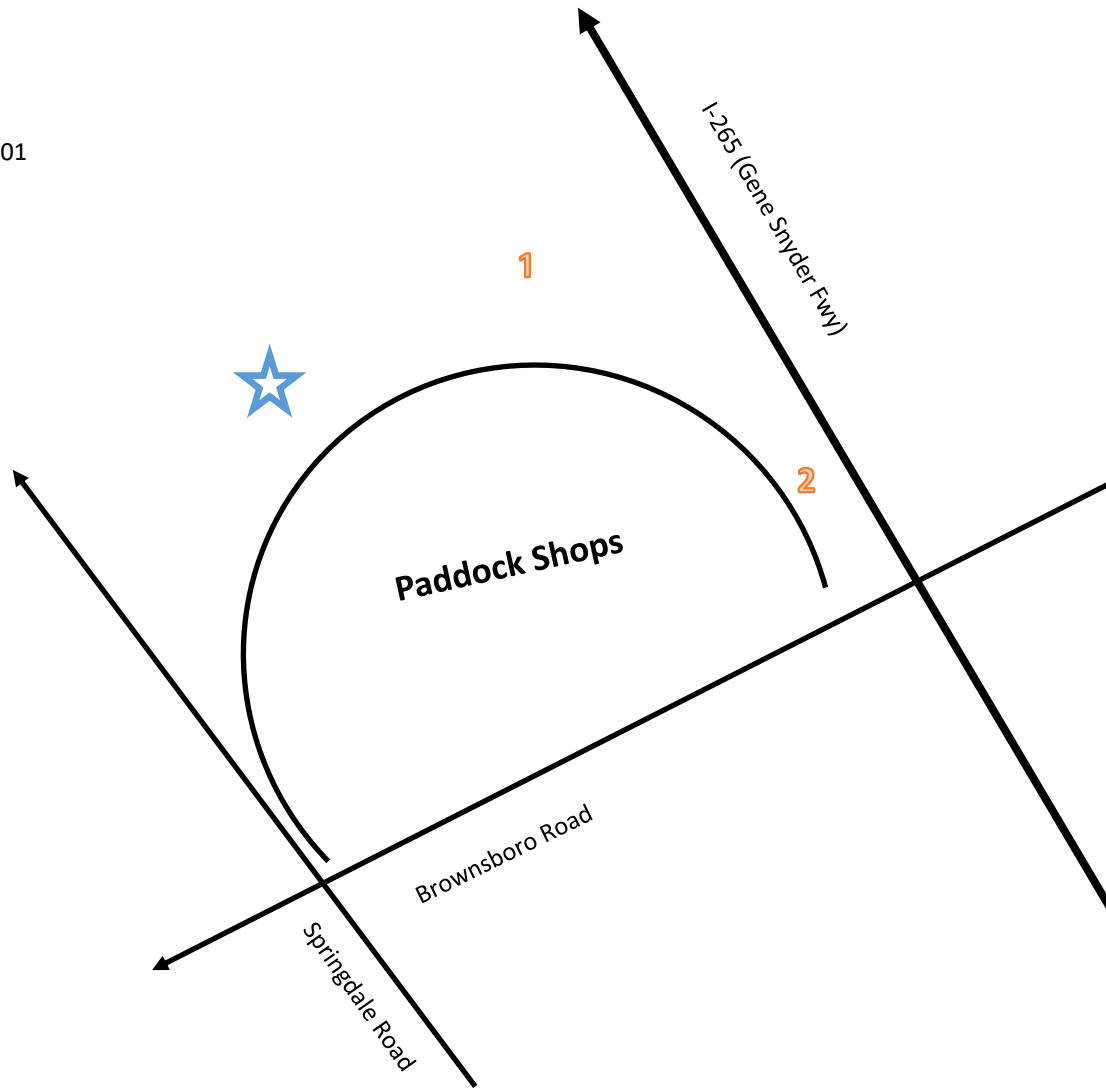
Great Lakes Dealer Services
 9710 Park Plaza Avenue, Ste. 201
 Louisville, KY 40241

Hotels

1. Hilton Garden Inn
 9850 Park Plaza, 40241
2. Drury Inn & Suites
 9597 Brownsboro Road, 40241

Paddock Shops Restaurants

- A. Noodles & Co
 - B. Mitchell's Fish Market
 - C. Drake's
 - D. Qdoba Mexican Grill
 - E. Stoney River Steakhouse & Grill
 - F. Five Guys Burgers & Fries
 - G. Blaze Pizza
 - H. Martini Italian Bistro
 - I. Pot Belly Sandwich Shop
 - J. Starbucks
 - K. Zoë's Kitchen
- (www.paddockshops.com)



Registration

PLEASE PRINT CLEARLY and verify spelling for certification award

Attendee Name: _____

Mobile Number: _____

Email: _____

Dealership Name: _____

Dealership Phone: _____

Dealership Street Address: _____

City: _____ State: _____ Zip: _____

Cost

Fee for each class is \$199—PLEASE REMIT CHECK AND REGISTRATION FORM TO: GLDS

9710 Park Plaza Avenue, Ste 201
 Louisville, KY 40241

(Fee includes training manual, testing and certification, certification award, performance evaluation, course materials, lunch and refreshments) *fee does NOT include airfare, hotel or transportation*

Cancellations

Sorry, but cancellations within 30 days of scheduled start day are non-refundable.

Class Schedule:

Each day: 9am—5pm

2018 Course Dates: (SELECT COURSE)

- April 24—25
- June 19—20
- August 21—22
- October 23—24