



**Great Lakes
DEALER SERVICES**
DRIVING DEALER PERFORMANCE

Est. 1978

F&I TRAINING CLASS

GREAT LAKES DEALER SERVICES IS DEDICATED TO DEVELOPING PEOPLE! THIS SPECIALIZED TRAINING WILL PROVIDE YOU WITH THE TOOLS NECESSARY TO IMPROVE AND/OR REFRESH AS A FINANCE & INSURANCE SPECIALIST!

CLASS DATES FOR 2019:

FEBRUARY 20-21

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

COST: \$299 (INCLUDES LUNCHES)

502-327-3060 TO REGISTER

**GREAT LAKES DEALER SERVICES
9710 PARK PLAZA AVENUE, STE 201**

LOUISVILLE, KY 40241

502-327-3060