



Great Lakes
DEALER SERVICES
DRIVING DEALER PERFORMANCE
Est. 1978

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
- ◇ SETTING THE STAGE FOR SUCCESS

COST: \$199 (INCLUDES LUNCH)

800 773 3060 TO REGISTER

GREAT LAKES DEALER SERVICES

9710 PARK PLAZA AVENUE, STE 201

LOUISVILLE, KY 40241

800 773 3060



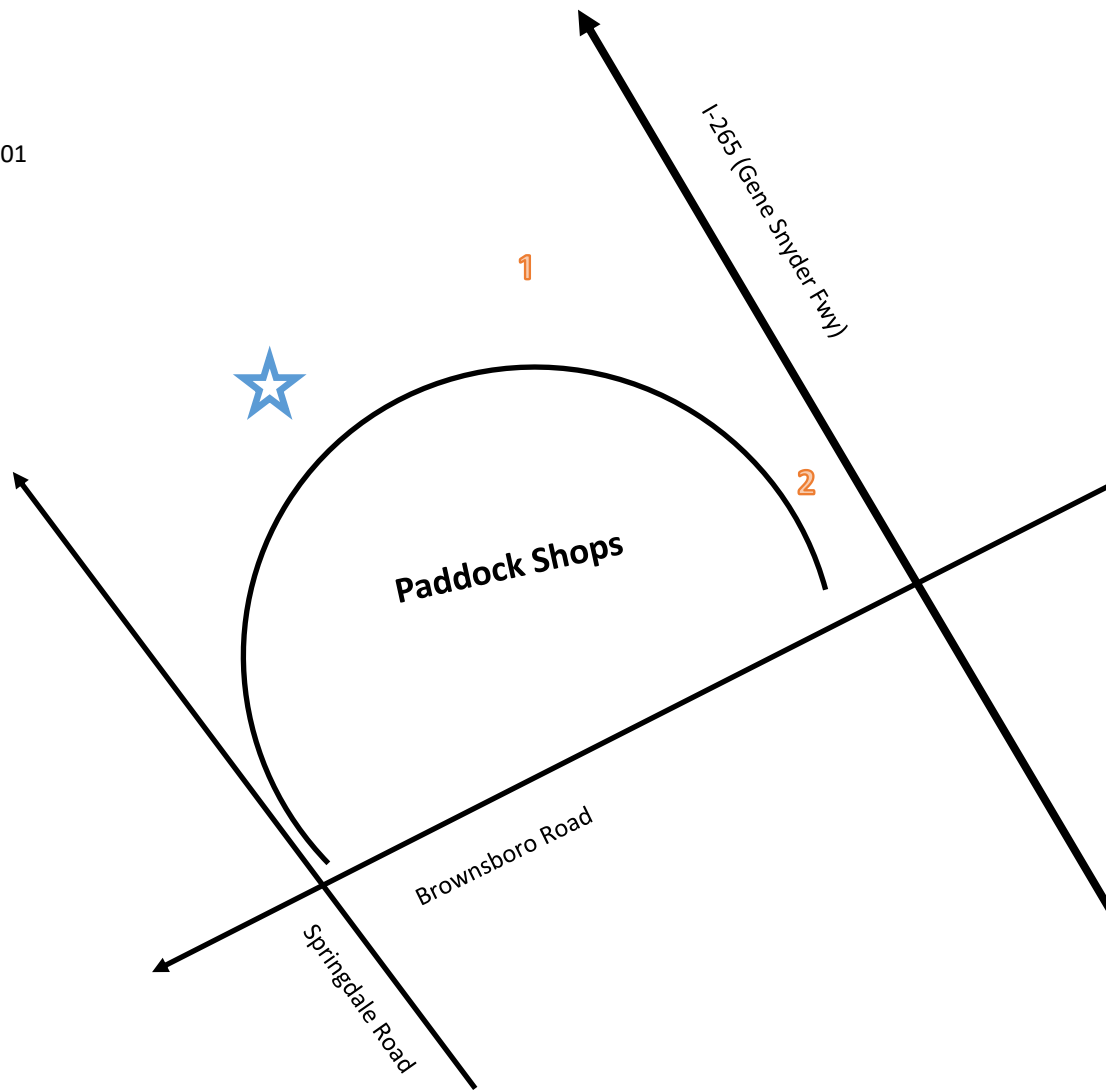
Great Lakes Dealer Services
 9710 Park Plaza Avenue, Ste. 201
 Louisville, KY 40241

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)

February 20—21

April 24—25

June 19—20

August 21—22

October 23—24