

# F & I Resources

## 4 Day F & I Training Class



Sharpen Your Menu / Selling Skills & Objection Handling Techniques.

Improve Cash Down & Proper Turn Over by Salesforce.

= Increased P.R.U. for the Dealership & More Money For You, The Business Manager!

Corporate Trainer: Ken Carlson

- Over 25 Years in the Retail Automotive Business
- Pat Ryan & Assoc. Key Royal, National Sales Trainer & V.P. of Business Development
- A.F.I.P. Certified – Senior Level / Mentor

### F&I TRAINING ENROLLMENT FORM

**2012 Class Dates:**

February 6<sup>th</sup> – 9<sup>th</sup> • April 23<sup>rd</sup> – 26<sup>th</sup> • June 5<sup>th</sup> – 8<sup>th</sup> • September 17<sup>th</sup> – 20<sup>th</sup> • November 12<sup>th</sup> – 15<sup>th</sup>

*Class Starts Daily @ 9:00am*

Dealership Name \_\_\_\_\_

Address \_\_\_\_\_

City State Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Name(s) of Attendee(s) \_\_\_\_\_

Auto  
Experience

F&I  
Experience

Mr/Ms \_\_\_\_\_

Title \_\_\_\_\_

Mr/Ms \_\_\_\_\_

Title \_\_\_\_\_

Current F&I Resources account: YES \_\_\_\_\_ NO \_\_\_\_\_

Course tuition **\$1,495.<sup>00</sup>**. Tuition is due 3 weeks prior to class attendance.

Space is limited to 12 people, it will be first-come, first-serve.  
Please fax confirmation back to (508) 624-4544.

Please make checks payable to: **F&I Resources**  
**333 Turnpike Rd.**  
**Southborough, MA 01772**