North East Dealer Services

F&I Boot Camp

"I would love to come back to this training class again. I love it. I've been in this business 23 years and never had encountered a training class like this."
[Anthony C.]

"This class has real world selling techniques... it blows away all other training!"
[Zack M.]

TOPIC	
Pillars of F&I:	Roles , Compliance & Responsibilities
Understanding Our Customer:	Why A Needs-Based Consultative Approach Via Solution Selling Works
You Get A Deal, Now What? :	In Depth Review Of Each Step Of An F&I Turn
Debriefing Sales:	How To Capture The Low Hanging Fruit
5 Credit Standards :	Everything You Need To Understand About Lending And Deal Structure
The Fly By:	How To Maximize Credibility And Engagement With Customers
Identifying Exposure:	How To Effectively Isolate Customer Needs
Re-Entries :	5 Passes and 100% CSI
Objection Handling:	Turning Opposition Into Opportunities
Deal Restructure:	Building Leverage
Daily Activities:	What The Pro's Do

Whether newly promoted to F&I or a seasoned veteran looking to come back to the basics, you will benefit from this intensive 3-day workshop on Finance Sales Skills.

You will come back to your dealership with improved Menu Presentation and Objection Handling Skills that will increase product sales and PRU.

SEMINAR INFORMATION

WHEN: November 11 – 13, 2020
WHERE: SNE Training Facility, Norwood, MA
TIME: 8:45am – 5:00pm

$595 includes all materials, breakouts and lunch
$395 for clients of NEDS

Please contact your NEDS Coach to register or call us at 781-255-6399.

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