

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.]

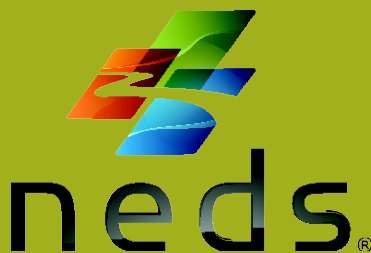
"This class has real world selling techniques... it blows away all other training!"

[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.



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SEMINAR INFORMATION

WHEN: 2021 – dates to be announced
 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.