

# NEDS 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.]



**North East Dealer Services**

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## TOPICS

<b>Pillars of F&amp;I:</b>	Roles , Compliance & Responsibilities
<b>Understanding Our Customer:</b>	Why A Needs-Based Consultative Approach Via Solution Selling Works
<b>You Get A Deal, Now What? :</b>	In Depth Review Of Each Step Of An F&I Turn
<b>Debriefing Sales:</b>	How To Capture The Low Hanging Fruit
<b>5 Credit Standards :</b>	Everything You Need To Understand About Lending And Deal Structure
<b>The Fly By:</b>	How To Maximize Credibility And Engagement With Customers
<b>Identifying Exposure:</b>	How To Effectively Isolate Customer Needs
<b>Re-Entries :</b>	5 Passes and 100% CSI
<b>Objection Handling:</b>	Turning Opposition Into Opportunities
<b>Deal Restructure:</b>	Building Leverage
<b>Daily Activities:</b>	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:** December 14<sup>th</sup> - 16<sup>th</sup> 2022

**WHERE:** SNE Training Facility, Norwood, MA

**TIME:** 8:45am – 5:00pm

\$795 includes all materials, breakouts, and lunch  
\$495 for clients of NEDS

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