NEDS F&I BOOT CAMP

North East Dealer Services

"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.]

TOPICS

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: **October 14th 15th & 16th 2026**
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

North East Dealer Services
111 Morse Street
Norwood, MA 02062
Phone: 781.255.6399
Fax: 781.255.6305
Email: contact@nedsgroup.com
Web: nedsgroup.com