

# join us for f&i management training.



Navigating a customer through a suite of F&I products can be tricky and challenging. Ally is pleased to help GCADA members meet the challenge by bringing our essential F&I Management training to this exclusive event.

This course will help your F&I Managers learn how to make the customer turnover from sales to F&I seamless, how to conduct a more effective customer interview and how to maximize each sales opportunity. The difference is often a matter of confidence, listening skills and technique. Help advance your F&I Manager's performance and witness its effect on your organization's profitability and reputation.

## COURSE OBJECTIVES/BENEFITS:

- Understand roles and responsibilities
- Learn the psychology of selling
- Gather customer referrals/T.O.
- Conduct customer interviews
- Perform menu presentations
- Handle customer concerns
- Develop closing techniques

## UPCOMING COURSE SCHEDULE:

WHEN: September 17th – 18th, 2019

WHERE: South Hills Office Park 1  
9150 S. Hills Blvd.  
Broadview Heights, OH 44147  
(Lower level conference room  
– parking in back of building)

TUITION: Special GCADA member price of \$200 per learner which includes all course materials, and breakfast and lunch both days.

Tuition for this course is being subsidized by GCADA's Automobile Dealers Educational Assistance Foundation (ADEAF).

**Enroll Today**

## Recommended Audience:

- New and experienced F&I Managers, potential F&I Managers, Desk Managers and Sales/General Managers

Duration:

- 2 Days

**space is limited.**

**secure your seat today.**

If you're interested in gaining a better or renewed understanding of F&I Management fundamentals, this course is for you! Visit [AllyAcademy.com](http://AllyAcademy.com) to enroll today.

If you have questions, or need assistance enrolling, please contact the Ally Training Coordinator at **224-678-6933** or email us at [insurancetraining@ally.com](mailto:insurancetraining@ally.com).