

Provide Custom F&I Training for Your Dealers

When timing is critical or your training needs do not exactly fit into the curriculum of Protective's *Effective Sales Skills for F&I Managers*, we have the ability to bring customized F&I training designed specifically for your dealership clients at a location convenient for them.

Why choose Protective's custom training?

- We will work with you to determine your key business goals and design a custom training program that will help your dealerships and you reach desired goals.
- Protective's trainers are experienced F&I industry professionals with a successful background in business management. All Protective trainers have extensive dealership experience.
- Protective uses a variety of training methods for adults to learn and apply new skills.

Protective training delivers results.

- Increased selling effectiveness:
 - Menu selling
 - F&I product knowledge
 - Handling objections
 - Increase percentage of deals financed
- Improved internal and external relationships to drive CSI:
 - Selling styles
 - Improving sales meeting presentations
 - Improving deal turnovers
- Compliance awareness with F&I laws and regulations
- Enhanced professional skills (communication, office/time management) that promote managerial effectiveness.

Training Sponsor Information

Please contact your Protective sales representative **at least two months in advance** of desired training date(s).

The Training Sponsor is responsible for arranging and paying for the training location/meeting room, meals, and breaks.



PROTECTIVE F&I TRAINING REQUEST - COMPLETE & SEND TO YOUR PROTECTIVE REP

Your Protective Representative: _____ Today's Date: _____

Training Sponsor's Name: _____

Training Sponsor's Email: _____

Training Sponsor's Phone: _____

Preferred Seminar Date(s): _____

Location of Training

Location: _____

Address: _____

City/State/Zip: _____

Phone: _____ Nearest Airport: _____

Training Attendee Level of Experience

Primarily Beginners

Primarily Veterans

Mix of Both

Course Format: Please provide as much information as possible on course format. Are you going to have one session all day? Will you have two different sessions in the same day i.e. AM group and PM group? If you're hosting training over three days, will you have one group for 1.5 days and a second group for the other 1.5 days? Will you have different content or same content for the split groups?

Total # of attendees for all sessions combined _____ (Maximum is 20 per session)

Course Registration

Do you want us to provide a course flyer? Yes - provide info below No

Name of registration contact: _____

Email address: _____

Phone number: _____

Other information on flyer: _____

Do you want a registration website (additional fee)? Yes No

Payment: How will the training be paid?

Invoice to Company: _____

Attention: _____

Address: _____

City/St/Zip: _____

Phone: _____

Other _____

Additional Comments : _____