



Greater New York
Automobile Dealers
Association

INTEGRITY & PROFITABILITY OF F&I

Learn to maintain compliance while generating revenue in a legal, ethical manner.

Wednesday, November 12, 2014

10:00am-4:00pm

Center for Automotive Education & Training

15-30 Petracca Place, Whitestone (Queens) NY 11357

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This seminar deliberates how compliance and ethics are a critical element of the F&I process. F&I profitability is a product of complete integrity. Customers buy from your dealership not only because you sell what they need or want; they buy from you because they trust you. Handle every transaction honestly and in total compliance with the law.

Integrity & Profitability of F&I will teach attendees:

- The array of consumer privacy and information security rules
- The regulatory maze that surrounds the disclosure requirements
- The requirements on how to handle Credit Analysis
- The proper technique to present products and services to customers
- Best practices that contribute to a successful F&I operation

About the Instructor

Presented by Judy Vann Karstadt, JV Solutions LLC. With nearly three decades of experience in the retail auto industry, Judy Vann Karstadt specializes in training for sales and marketing, F&I, and management. Judy is an AFIP Accredited Facilitator for the AFIP Certification Program and has taken hundreds of F&I managers through the program.

Fee for dues-paying GNYADA members:

\$125 per attendee (\$250 non-member fee)





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name of attendee 1 _____

email / dealership position

name of attendee 2 _____

email / dealership position

name of attendee 3 _____

email / dealership position

dealership _____

address _____

tel _____ ext. _____ fax _____

manager's approval _____
print / signature

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GNYADA Seminars are developed by qualified experts to meet the highest possible standards and deliver the latest information and solutions for your most pressing business needs. Our programs train new and seasoned pros to improve operations and profitability results within each department.

**GNYADA'S
CENTER FOR AUTOMOTIVE
EDUCATION & TRAINING**

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