

## Diversified Insurance Management

Diversified provides a full line of F & I products as well as professional in-house training to dealerships of all sizes. Our training capabilities go well beyond a cookie cutter approach. We evaluate your needs and provide a tailored training solution that works.

For a free analysis of what your dealership would benefit from, please call your Diversified F & I consultant.

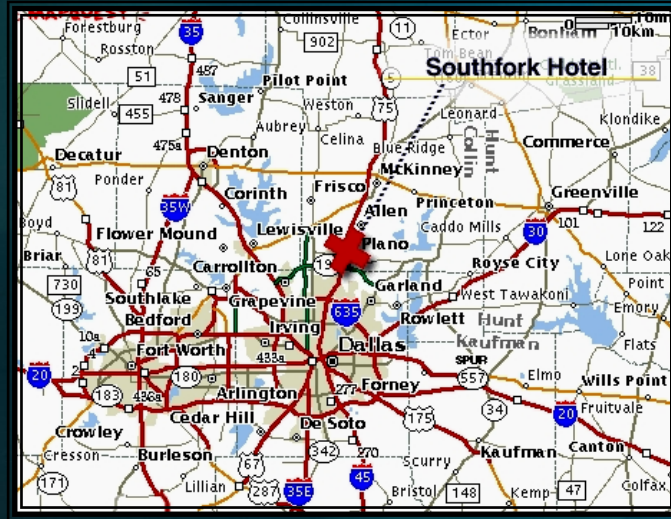
*“This high impact class will challenge all skill levels!”*  
*“Sales Managers and Dealers are urged to attend!”*

### Facilitator

Greg Artman has worked in the retail sales business for over 20 years, from Sales to General Management. He is experienced in the RV, automotive, marine, and motorcycle industries. That experience provides training for ALL skill levels.

Greg has presented to RVDA, various State Associations, and many Regional Compliance workshops. He has served Diversified since 2005 as F&I Consultant/Regional Manager. Recently, Greg stepped into the role of National F&I Training Manager.

## Directions: Southfork Hotel



1600 N Central Expressway  
Plano, TX 75075

For Room Reservations Call:  
972-578-9555

**\*\*Mention DIM Rate Code\*\***

**\$79 per Room**  
**Includes Breakfast**



**F & I  
Performance  
Workshop  
2014**



**December 9 - 11  
2014**

DECEMBER 9 - 11

## Who Should Attend

- F&I & Sales Managers at all skill levels
- Dealers
- General Managers

**People always tell you what you should do, but don't always walk you through the process on how to do it. Greg gives you the direction to implement and set action steps to get things done. Workbooks are helpful, but I promise you, in the heat of the battle, I am not whipping out my binder to see how I should approach this next customer." - IN**



### Day One (Tuesday)

- F & I Basics Revisited
- The "F&I" Process
- Practice, Drill & Rehearse

### Day Two (Wednesday)

- Menu Selling
- Product Presentation
- Overcoming Objections
- Compliance

### Day Three (Thursday)

- F&I Leadership in the Store
- Product Knowledge
- Product Representatives

***"This high impact class will challenge all skill levels!"***

***"Sales Managers and Dealers are urged to attend as well."***

**Contact me personally with any questions.**

**grega@rvbestquote.com**

**763-477-8127**

Class begins promptly at 8:30am (CST)

Room rate includes breakfast.

Class Includes working Lunches & Dinner

Tuesday-Pappadeaux Seafood

Wednesday- Maggiano's



Class	Price
<input type="checkbox"/> Single Person	\$395.00
<input type="checkbox"/> Two People	\$595.00
<b>Total: _____</b>	

\_\_\_\_\_  
Name

\_\_\_\_\_  
Dealership

\_\_\_\_\_  
Address

\_\_\_\_\_  
Phone

## Method of Payment

**Make Check Payable To:**

**Diversified Insurance Management**

**RSVP by November 15, 2014**

**Ask about team rates.**

**Fax 972-424-3210**

**Email:**

**grega@rvbestquote.com**