



F&I Associate Development & Education by Jan Kelly of Kelly Enterprises Inc.



CADA member dealers requested it and your CADA F&I Resource Center delivers!

WHO: CADA Member Dealer F&I Associates (Rookies and veterans)

F&I is one of the most critical areas for profit growth in all dealerships across our fine state and nation. As many have expressed there are areas within this important department that have changed, need to be changed, or are left open and unused in attempts to improve sales, penetration and overall profits. With this in mind, your CADA F&I Resource center is proud to make available the development and education needed to improve, enhance and grow all areas listed above!

WHAT: Course Content and Purpose Covered by Jan Kelly of Kelly Enterprises Inc.

Strategies and techniques will be introduced that are necessary to stay at the controls of the F&I process and address the hot topics in regards to compliance issues and how to grow profit and penetration. Jan Kelly, President and principal consultant of Kelly Enterprises Inc., will utilize her twenty five plus years of industry experience to train these important areas. Jan's skills have been tested and sharpened by being an NADA approved and in-demand speaker for industry events like NADA, Dealer 20-Groups, and as a featured writer for industry publications such as F&I Management and Technology Magazine and AutoExec. "Participants will receive the information they need to engage in 100% solicitation, economize presentation time, and ensure full disclosure of contract terms, conditions and options" says Ms. Kelly via her web site. As many dealers have stated and agree this is one seminar you can not afford to miss. So save the dates now and send as many F&I associates as you can!

WHEN: Tuesday and Wednesday, November 13 and 14, 2007



- Day 1**
- Package presentation by the book / closing with a **Menu**
 - Rules of negotiation – making everyone a **winner**
 - Turning Products – VSC, GAP, CL and A&H objections into **options**
 - Cash to finance / leasing **opportunities**
- Day 2**
- Deal Documentation / Installment Contracts
 - Regulation B / Equal Credit Opportunity Act (ECOA)
 - Regulation M & Regulation Z / Truth in Lending
 - Fair Credit Reporting Act (FCRA) / Gramm-Leach Bliley Act (GLB)
 - Safeguard Rules

****And Much, Much More!***

WHERE: William D. Barrow Building (CADA headquarters), 290 E. Speer Blvd, Denver CO. 80203



WHY: Profit potential and risk are **HUGE** factors in F&I. With an ever changing environment we must be on the cutting edge of our skills and education.

Contact Chad Julius at 303-319-8039 or chad.julius@cadaonline.org for more information and/or to reserve your spot!

*Your spot must be reserved by **November 7, 2007!** Don't delay.... Reserve your spot now!

Brought to you by your CADA F&I Resource Center where we always have our member dealers best interest in mind!

REGISTRATION FORM



F & I Resource Center

F&I Associate Development and Education
by Jan Kelly of Kelly Enterprises Inc.



Tuesday and Wednesday, November 13 and 14, 2007

DATE/TIME:	8:30am to 4:30pm, Tuesday, November 13, 2007 (Lunch included) 8:30am to 4:30pm, Wednesday, November 14, 2007 (Lunch included)
LOCATION:	William D. Barrow Building, CADA Offices, 290 East Speer Blvd., Denver
WHO SHOULD ATTEND:	Owners/dealer principals, GMs, F&I Directors, F&I Managers, Special Finance Managers
FYI:	Class max held to the first 30 CADA member dealer associates!

TO REGISTER, PLEASE RETURN THIS FORM ALONG WITH PAYMENT OF \$695*/1ST AND \$595/ADD'L ATTENDEE

**Includes hand-outs of presentation and lunch.*

CADA, 290 East Speer Blvd, Denver, CO 80203, Fax: 303.831.9100 [Checks payable to "CADA"]

Email: RSVP@cadaonline.org

Dealership Name _____ City _____

(1) Name _____ Title _____

E-mail _____ Phone _____ Fax _____

Credit Card #. _____ EXP _____

(Visa / Mastercard / American Express accepted)

Additional registrants from the same dealership (\$595/person):

(2) Name _____ Title _____

(3) Name _____ Title _____

--- CANCELLATION POLICY ---

CANCELLATIONS MUST BE RECEIVED FIVE DAYS PRIOR TO THE TRAINING SESSION

QUESTIONS: Chad M. Julius 303.319.8039 or
chad.julius@cadaonline.org

REGISTRATION RSVP@cadaonline.org

Jeremy Cottrell 303.831.1722 or
jeremy.cottrell@cadaonline.org



Colorado Automobile Dealers Association