

# 4 Day Financial Services Manager Certification Roaring Fork Valley Workshop

This is a comprehensive four (4) day certification session which presents a complete F&I foundation for those new to the business or needing a refresher. It Includes 8 segments important to the responsibilities and activity of a professional F&I manager. Segments Include:



For more Information Visit  
[www.GerryGould.com](http://www.GerryGould.com)

- **Financial Services Manager 101**
- **Legal and Ethical Standards**
- **Conversion Techniques**
- **The FS Process**
- **The Menu/Option Disclosure Presentation**
- **Getting the Business**
- **A Lesson on Leasing**
- **Dealership Financing Fundamentals**

Join us during one of the upcoming 4 Day Financial Services Manager Certification Class and discover what it takes to be a TOP PRODUCER!

### 3 Sessions to Choose From:

Please check the appropriate box

- ~~September 23<sup>rd</sup> – 26<sup>th</sup>~~ **SOLDOUT**
- October 21<sup>st</sup> – 24<sup>th</sup>**
- November 4<sup>th</sup> – 7<sup>th</sup>**

**Courtyard by Marriott Glenwood Springs**  
105 Wulfsohn Rd  
Glenwood Springs, CO 81601  
970-947-1300

<b>DEALERSHIP:</b>
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<b>Wednesday Sep 4<sup>th</sup> 9:00 AM – 3:30 PM</b>		
<u>Attendee</u>	<u>Cellphone</u>	<u>Email</u>

**Please Email this completed form to [info@gerrygould.com](mailto:info@gerrygould.com)**

**Early Bird Registration:** (This applies if payment is received 30 days prior to start of class): \$895\*

**Standard Registration:** \$995\* Payments must be received no later than one week prior to class start date, payable to Gerry Gould & Associates (\*Fees include four-day class and lunch each day.)

Please be sure to include your email contact information! Attendees will receive a confirmation via email with details about the class, and a pre-class study guide one week prior to the start of class.

**Attendees are responsible for housing, please contact the hotel of your choice**