

Provide Custom F&I Training for Your Dealers



Protective  **Training Institute**
Classroom • Onsite • Online

Why choose Protective's custom training?

- We'll 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.



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

Basic information

Your Protective rep:	Today's date:
Training sponsor's name:	
Training sponsor's e-mail:	Training sponsor's phone:
Preferred seminar date(s):	

Requested training location

Location:	Closest airport:
Address:	
City/state/zip:	
Preferred seminar date(s):	
Contact name:	Contact phone:

Training course information

Please provide as much information as possible. For example, will you have 1 all-day session or 2 different sessions the same day (a.m./p.m. groups)? If hosting training over 3 days, will you have 1 group for 1.5 days and a second group for the other 1.5 days?

# of training days:	# of sessions per day:
<input type="radio"/> 1 day <input type="radio"/> 2 days <input type="radio"/> 3 days	<input type="radio"/> 1 full session <input type="radio"/> 2 half sessions
# of different groups:	If more than 1 session, will curriculum be the same or different?
<input type="radio"/> 1 group <input type="radio"/> 2 groups	<input type="radio"/> Same <input type="radio"/> Different

Training attendee level of experience: <input type="radio"/> Beginners <input type="radio"/> Veterans <input type="radio"/> Mix	Total # of attendees for all sessions combined (max 20 per session): <input style="width: 100px; height: 30px;" type="text"/>
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Course registration

Flyer needed? <input type="radio"/> Yes (provide info below) <input type="radio"/> No	Registration website? <input type="radio"/> Yes (additional fee) <input type="radio"/> No
Registration contact name:	
E-mail address:	Phone:
Additional flyer info:	

Payment (How will the training be paid?)

Invoice to company:	Attention:
Address:	
City/state/zip:	

Participant information

Name as it should appear on certificate		Participant e-mail address
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Additional comments