

## Invest in Yourself!

Our F&I Training Workshop is carefully laid out to help you increase your performance whether you are new to the business or a seasoned veteran. It is now more important than ever to make a positive change in your dealership. We will spend two days covering real world material that can immediately be applied. The topics covered will include:

- Meet & Greet
- Interviewing & Credibility
- Menu Presentations
- Objection Handling
- And Much More

**When:**

April 7<sup>th</sup> & 8<sup>th</sup>, 2020

9:00am to 5:00pm Please be there early – We will start at 9:00am sharp!

**Where:**

Staybridge Suites Eau Claire – Altoona  
1515 Bluestem Blvd, Altoona, WI 54720

**Price:**

\$690 for 1<sup>st</sup> attendee, \$400 each additional attendee

**50% discount** for dealers doing business with Team Northland

**Accommodations** (at participant's expense, discounted room block 'Team Northland'):

Staybridge Suites Eau Claire – Altoona  
1515 Bluestem Blvd, Altoona, WI 54720 (715) 830-0800

**More Information:**

Contact John Kohel 715-456-9098 or Adam Resnick 715-491-4600

**Attendees:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Please fax back to 715-833-9098 or email [john@teamnorthland.com](mailto:john@teamnorthland.com)

*"The most beneficial sales training I've ever attended. Recommend for anyone who wants to increase PVR and income."* - Luke Babcock, Business Manager