

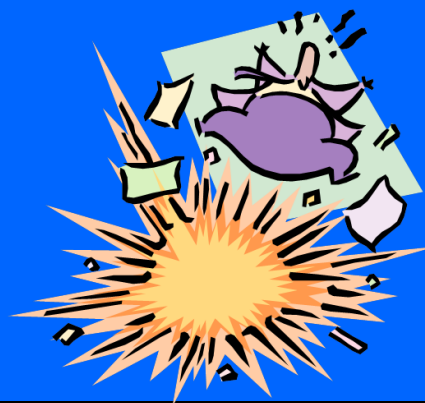
wyemanagement 

The *leadership* Company

SALES & MANAGEMENT TRAINING • CONSULTING



# HOW TO EXPLODE F&I PROFITS !!!



Wye Management has provided Business Manager training on behalf of:

- ◆ Toyota/Lexus Canada
- ◆ BMW Group Canada
- ◆ GMAC U.S.
- ◆ Scotiabank Dealer Finance
- ◆ TDFS
- ◆ One-Eighty Corporation
- ◆ Royal Dealer Services
- ◆ MDA Services of Alberta
- ◆ O.A.D.S.
- ◆ SAL - IA Pacific
- ◆ Lions Gate Marketing
- ◆ Coverage One
- ◆ The Profits Group
- ◆ Maxine Campbell Inc.
- ◆ Sym-Tech
- ◆ Cap Dealer Services

## ONE DAY WORKSHOP



wyemanagement.com 1-888-993-6468

**Wye Management has been training Business Managers (and Business Manager Trainers) for 20 years. This program is the ORIGINAL and continues to be Canada's BEST. 1,000's of successful Business Managers can't be wrong!**



**YOU DESERVE THE BEST TRAINING!**



**Wye Management ensures results with:**

- ✓ The most experienced team of trainers in Canada
- ✓ Trainers that have in-depth retail experience
- ✓ Trainers that have nationwide experience in both Canada and the U.S.
- ✓ Trainers that have in-dealership, seminar and OEM training experience
- ✓ Trainers that currently write, develop and facilitate national training for GMAC U.S., General Motors of Canada Ltd., Toyota/Lexus of Canada and BMW Group Canada as well as numerous F&I national supplier/partners
- ✓ A company, a training team and a philosophy that has entered its 20<sup>th</sup> year of business as a progressive, successful training and consulting organization



Wye Management in partnership with MDA Services of Alberta, Co-Auto and Roy Speed Ross provides F&I, sales and sales management training via seminars, in-dealership training and F&I and sales department evaluations.

- ✓ **Dynamic Speaking**
- ✓ **Group Round Table Debates and Discussions**
- ✓ **Exchange ideas and BEST BUSINESS PRACTICES**
- ✓ **Meet your other "high performance" peers**

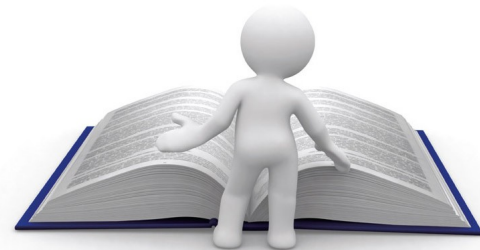
**FREE ON-LINE VIDEO  
SUCCESS TIPS™**




# PROGRAM CONTENT

- ◆ Attitude
- ◆ Product Knowledge
- ◆ What Products Should You Offer
- ◆ Presentations
- ◆ Sales Process
- ◆ Closing Skills
- ◆ Overcoming Objections
- ◆ Your Mood at Turn-Over
- ◆ Preparing for a Turn-Over
- ◆ Probing Questions
- ◆ Statistical Analysis
- ◆ Trending Challenges
- ◆ Buy-In From Your Staff
- ◆ Sales Strategies and Ideas

Training



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**Your Investment of \$385 for this one day workshop also includes:**

- 1 - A comprehensive text-based manual
- 2 - A collections of 102 scripted closes to overcome objections
- 3 - A modern 81 slide PowerPoint™ presentation for customers
- 4 - Electronic files of P.O.S. materials and tools
- 5 - A guide to develop a game plan for improvement



Register today and call Anne Preston at 1.888.993.6468

**wyemanagement.com**