



Live 1 Day
F&I FLOW
Champions

*Become Unstoppable,
GO with the FLOW and
Sell Twice As Much In Half The Time*

➔ **TORONTO**
Wednesday
February 19, 2025

IMARINO
DUANE EN MARINO AUTOMOTIVE SOLUTIONS

Live 1 Day - F&I FLOW Champions

TORONTO - Wednesday February 19, 2025

- Industry and business office facts
- Exactly what is FLOW and how does it compare to Step and Menu Selling?
- Making sales people raving fans of F&I
- Adjusting your sales approach according to the customer's social style
- How to "Warm up" a buyer with the sales person
- Sales presentation standardization
- Utilizing the waiver
- Dealer plan financing benefits and conversion Improving relationships with your suppliers and providers
- Understanding buying signals
- Credit life insurance presentations
- Utilizing different closing techniques
- Disability insurance presentations
- Presenting product prices
- How to disclose and be 100% compliant
- Extended service agreement presentations
- Processing objections
- Chemical application presentations
- Wrap up of the turn over
- Ensuring a smooth delivery
- How to increase your sales on delivery
- Follow-up of customers for additional product sales after the turn-over or delivery
- Additional profit building tips and ideas

SPACE IS LIMITED.

Don't miss Duane Marino LIVE in Toronto!

Contact us info@duanemarino.com

or call 1-888-735-6275 or text 519-852-0272

www.DuaneMarino.com