



(Live 1 Day)

# F&I Flow Selling

Wednesday  
February 11, 2026

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*Become Unstoppable, GO with the FLOW and Sell Twice as Much in Half the Time*



(LIVE 1 DAY)

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- 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

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