



!MARINO

DUANE EN MARINO AUTOMOTIVE SOLUTIONS

Live 1 Day

F&I FLOW SELLING CLASS

Thursday, July 16, 2026

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

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www.DuaneMarino.com

Duane EN Marino 2026

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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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