

F&I "Best Practices" Training Now Available From Dealer Profit Services

Maximizing F&I Profit and Ensuring Compliance "Best Practices" Is Not an Instinct, It Comes Through Training - Dealer Profit Services Offers The Best

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/EINPresswire.com/ -- Maximizing [F&I](#)

[Profit](#) is more critical in today's economic climate than it has been in a long time. The FTC is more active than ever, so meeting all Compliance standards is absolutely essential - the CFPB and the FTC have stated that "a good faith effort in Compliance" will absolutely be considered in the event of a prosecution event.

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Maximizing F&I Profit does not come naturally, it must be trained. Ditto with Compliance best practices. We do this better than anyone in the industry!"
Myril Shaw, COO, Dealer Profit

Neither maximizing F&I Profit, nor demonstrating Compliance "good faith" is simply natural. Both are a matter of complete training.

Dealer Profit Services is pleased to announce the launch of a comprehensive F&I Profit and [Compliance training](#) program. This program is offered on-site, online, or via a video. The training consists of two major parts with breaks between, so that there is time to switch the audience as

need. F&I Profit Training comes first, followed by Compliance Training. There will be small breaks during each with a longer break between the two. The training lasts about 7 hours overall.

The [F&I Training](#) covers:

- Promoting Finance at the store and before
- The Turnover process from Sales to F&I
- Maximizing loan reserve
- Maximizing Protective Product penetration and profit

The intent of this training is to facilitate achieving 5%+ F&I profit per Unit Sales.

The Compliance Training covers:



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- All required Compliance Manuals as well as the intent of each
 - Red Flags
 - Disposal
 - OFAC
 - Safeguards
 - USA Patriot Act
- Compliance best practices
- Common compliance errors and avoiding them

The intent of this training is to enable the dealer to demonstrate compliance "good faith".

On-site training costs \$1,250 plus travel expenses. Online training costs \$900. Video training costs \$600.

Those interested should reach out to info@dealerprofit.com.

Myril Shaw
Dealer Profit Services, LLC
+1 678-641-8419
myril@dealerprofit.com
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