

2017 Achieving F&I Excellence![™] MANAGEMENT CERTIFICATION PROGRAM

with Ron Reahard of Reahard & Associates

REGISTRATION

(PLEASE PRINT CLEARLY and verify spelling for certification award)

Name of person attending training: _____

Dealership #: _____

Dealership name: _____

Dealer contact: _____

Address: _____

Phone: _____

Send confirmation email(s) to: _____

COST

Fee for each class is **\$395** (or \$800 for accounts not signed on CNAN's VSC program). Fee includes:

- **Achieving F&I Excellence![™]** Training Manual
- **Achieving F&I Excellence![™]** Testing & Certification
- **Achieving F&I Excellence![™]** Certification Award (if qualified)
- Initial supply of Financial Services Overview forms
- Performance evaluation
- Course materials
- Continental breakfast and refreshments

(Note: Airfare, hotel accommodations and daily transportation to/from hotel are not included.)

TRAVEL ARRANGEMENTS

Please do NOT make travel arrangements until confirmation is received, as CNA National is not responsible for any change fees incurred by class participants and spouses/guests.

(NOTE: Phoenix Sky Harbor is the closest airport.)

CANCELLATIONS

Sorry, but any cancellations within thirty (30) days of scheduled start date are not refundable.

Class seating is limited. Priority will be given to active, producing accounts. Others will be wait-listed.

2017 CLASS DATES	REGISTER
February 14-17	FULL
March 13-15 (Soddy-Daisy, TN)	FULL
April 11-14	<input type="checkbox"/>
May 16-19	<input type="checkbox"/>
June 13-16	<input type="checkbox"/>
August 14-16 (Soddy-Daisy, TN)	<input type="checkbox"/>
September 19-22	<input type="checkbox"/>
October 17-20	<input type="checkbox"/>
November 7-10	<input type="checkbox"/>
December 12-15	<input type="checkbox"/>

LOCATION

Classes are sponsored by CNA National and held in our Scottsdale Training Center (unless otherwise noted).

4150 N. Drinkwater Blvd • Suite 400 • Scottsdale, AZ 85251

CLASS SCHEDULE

Scottsdale, AZ	First day: 9 am — 5:30 pm
	Second & third days: 8 am — 5:30 pm
	Fourth day: 8 am — 1 pm
Soddy-Daisy, TN	All days: 8:30 am — 5:30 pm

Note: Classes in TN may be presented by a member of Reahard & Assoc.

AGENCY PRINCIPAL AUTHORIZATION (REQUIRED):

Agency #: 220

Agency name: Continental-National

Principal's name: _____

Signature: _____

Payment is due in full by check (made out to CNA National) prior to the first day of class. **Mail to: CNA National, Attn: Sales Dept, 4150 N Drinkwater Blvd, Scottsdale, AZ 85251.** (NOTE: If not received, CNA National may debit my agency for the registration fee.)

Please email completed form to salesupport@cnanational.com or fax to **(800) 628-0781**.

Questions? Call (800) 345-0191, ext 785