



2018 Achieving F&I Excellence!TM MANAGEMENT CERTIFICATION PROGRAM

with Ron Reahard of Reahard & Associates

REGISTRATION

(PLEASE PRINT CLEARLY and verify spelling for certification award)

Attendee Name: _____

Mobile Number: _____ Email: _____

Dealership Name: _____ Dealer #: _____

Dealer/GM Contact Name: _____

Dealer/GM Contact Title: _____

Dealer/GM Contact Email: _____

Dealership Phone: _____

Dealership Street Address: _____

City: _____ State: _____ Zip: _____

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

(Note: Airfare, hotel and transportation 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.

2018 COURSE DATES	REGISTER
February 6-9	<input type="checkbox"/>
March 5-7 (Soddy-Daisy, TN)	<input type="checkbox"/>
April 10-13	<input type="checkbox"/>
May 15-18	<input type="checkbox"/>
August 13-15 (Soddy-Daisy, TN)	<input type="checkbox"/>
September 11-14	<input type="checkbox"/>
October 16-19	<input type="checkbox"/>
November 13-16	<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 a.m. — 5:30 p.m.
	Second & third days: 8 a.m. — 5:30 p.m.
	Fourth day: 8 a.m. — 1 p.m.
Soddy-Daisy, TN	All days: 8:30 a.m. — 5:30 p.m.

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: N/A

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 **salessupport@cnanational.com** or fax to **(800) 628-0781**.