

F&I Products That Increase Sales

Tuesday, October 24, 2017 (5:00-5:40 PM)

TRACK One ♦ Junior Ballroom F

In the highly competitive environment of today you need to find new profit centers which also add value to your customers. Collateral Protection Insurance, warranties and service contracts, and other F&I products help reduce losses and increase your profits. However, the CFPB is scrutinizing how these products are offered to customers and your disclosures. In this session you will learn all the important considerations in offering these additional products when financing your customers. These add-ons work if done right!
