

# F&I Management Certification Enrollment Form

Instructed By: Mark Ekhoﬀ

**Training Location:**

Chicago Automobile Trade Association  
18W200 Butterfield Rd.  
Oakbrook Terrace, IL 60181

**Phone:**

952.937.9222

**Please Select Course Fee:**

- \$2,195** Independent or Non-BBDS Dealers
- \$995** Discounted for BBDS Affilliate Dealers
- ~~\$995~~ Waived for BBDS Dealer Partners\*

**About the Class:**

In this course you will learn a consultative, transparent, and entrepreneurial approach to F&I. Revolutionary in its simplicity, our BBDS Certified F&I Professionals enjoy exceptional outcomes in F&I by inviting the customer to participate in the process through Smart Discovery, offering products based on the customer’s criteria and utilizing a telling not selling menu disclosure. **Join us and be a part of the evolution of F&I!**

**2024 Dates:**

January 9-12  
September 24-27  
**Tuesday - Friday**

**Contact Information** \*Qualified Dealer Partner = A majority of products offered by the Dealer are through BBDS

**Independent or Dealership Name:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Authorized By:** \_\_\_\_\_ **Email:** \_\_\_\_\_  
Print Dealer Supervisor's Name

**Brown & Brown Representative:** \_\_\_\_\_ **Name** \_\_\_\_\_ **Email** \_\_\_\_\_  
Only Required for Waived Fee

**Date:** \_\_\_\_\_ **Authorized Signature:** \_\_\_\_\_

**Please Enroll the Following Attendees:**

Name	Email	Cell	Title	Session Date

To secure seats, please email a copy of completed training enrollment form to: [Grant.Torgerson@bbrown.com](mailto:Grant.Torgerson@bbrown.com)

Upon receipt of this training enrollment form, a confirmation of enrollment and a list of recommended hotels will be emailed to:

- Attendees
- Dealer Supervisor
- Brown & Brown Rep

**Mail Check to: Brown & Brown Dealer Services**

PO Box 9 | 5810 W 78th St, Suite 300  
Columbia, KY 42728 | Bloomington, MN 55439

