

## WHY CHOOSE AUTOMOTIVE F&I ELITE INC.?

- ✓ A new innovative approach to multi-level National Programs
- ✓ Dealership is considered first
- ✓ Based 100% on performance and results
- ✓ Instant access to a team of competent professionals
- ✓ Increased penetrations, performances, and profits
- ✓ In-Dealership Finance Office Process streamlined
- ✓ Finance Manager(s) Complete Training Program
- ✓ Finance Office Coverage Program
- ✓ Finance Manager(s) Retention Program
- ✓ Dealership protection
- ✓ Access to top finance office products



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**SERVICES**  
for  
**Dealerships**  
selling  
**Automotive**  
**Recreational Vehicles**  
**Marine**  
**Leisure**

*"our programs work"*

## TRAINING and PLACEMENT

The foundation of our Company's Training Programs is to offer training, which develops top producing Finance Managers, who focus on customer service satisfaction.

Ours is the only Company in our Marketplace, which trains for the specific position of Finance Manager. This training goes from turning on the computer to delivering the units, and is adaptable to any Dealership setting. All Finance Managers, who are in training, go through a vigorous program and are supported by our Senior Team of top producing Finance Managers. These professionals have extensive knowledge of today's marketplace and legalities.

Our Organization has the ability to assist Dealerships in every situation. Circumstances such as emergencies, short-term, long-term, direct employment, and for any occasion. Our training programs are suitable for all levels of Finance Managers, and can be provided on-site or in a classroom setting. For each Dealership we train with a specific approach that is tailored to each location.

### Outside the Box . . .

This Course offers an opportunity for new Finance Managers to learn a unique approach when dealing with clients. Or, for people wishing to learn a new job.

### The Power Within the Box . . .

This Course is for seasoned Finance Managers to expand their knowledge base. It is a great opportunity for professionals to learn ways to improve upon performance.

## RELIEF FINANCE OFFICE COVERAGE

We are proud to say that this relief coverage is offered by our Firm provincially, and our Finance Managers are VSA Certified as well as being licensed through the Insurance Council of BC, if applicable. Our Finance Managers are knowledgeable and proficient with various computer programs and dealer management systems. All Finance Managers, who are placed by us, will be well supported by the Senior Finance Office Team in our Organization.

## IMPROVEMENT PROGRAM

### Systems Review Program . . .

"Systems Review Program" is the proven choice for Dealerships. This innovative review program is structured to evaluate current Finance Office procedures, implement new efficient methods, and to streamline processes within the Finance Office. Our "back to basics approach" is offered step by step and is designed to produce top performing Finance Managers who exceed customer expectations and increase performance. Such high standards are necessary in today's Marketplace.

This Program is based on performance and on delivering improved results for all finance office products. [100% of the products, 100% of the time, to 100% of the customers] Our AFIE Finance Office Program places the Dealership's interests first. We are proud to say that such a support program is unique in the Industry.

From the excellent proven results we are confident that **"our programs work"**

## MOBILE SATELLITE OFFICE

This versatile service is perfect for smaller volume Dealerships, or for Franchise Dealerships who are not getting approvals on difficult deals. Expertise is at your fingertips and Dealerships have an avenue for readily obtaining customer credit information, lender approvals, reporting methods, forecasting, or a hybrid process available across the Province. Our VSA Certified Finance Managers are qualified to offer valued products to customers, which includes insurance. On a need-to-use basis our Satellite Office can complete full delivery of the unit on-site at the Dealership via the Lower Mainland, or utilize our hybrid process for Dealers across the Province who are outside the Lower Mainland.

## ELITE / SAL PROGRAM

This is the benchmark of our exclusive Program and is a new approach in our Marketplace. We are proud to say that such a program is unique in the industry. Dealerships that choose to take advantage of our Company's option, through a Master Group Policy with SAL, will automatically have right of entry to our innovative methods. Such coverage would include access to all services, including training, relief coverage, systems review, mobile satellite office, and an exclusive finance office retention program that is designed to promote performance and long-term employment.

This is a system and partnership that puts the Dealership first!