

**2015**  
**Achieving F&I Excellence!™**  
**Management Certification Program**  
with Ron Reahard of Reahard & Associates

*Classes are sponsored by CNA National and held in our Scottsdale Training Center (unless otherwise shown)*  
4150 N. Drinkwater Blvd., Suite 400 • Scottsdale, Arizona 85251

Agents: Please complete in full for dealership employee you are enrolling.

Person Attending Training: \_\_\_\_\_ Title: \_\_\_\_\_

**Please print or type participant's name clearly and verify correct spelling for certification award.**

Dealer Principal/Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Dealership Name: \_\_\_\_\_ Dealership # \_\_\_\_\_

Dealership Address: \_\_\_\_\_

Dealership Phone: \_\_\_\_\_ E-mail address for confirmation notice  
(please verify): \_\_\_\_\_

Registration fee for each class is \$395 (or \$800 for accounts not signed on CNAN's VSC program).

**Priority seating is given to active, producing accounts; others will be wait-listed.**

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

Date	Register Me	Date	Register Me
February 10-13	<input type="checkbox"/>	August 17-19 (Soddy-Daisy, TN)	<input type="checkbox"/>
March 16-18 (Soddy-Daisy, TN)	<input type="checkbox"/>	September 15-18	<input type="checkbox"/>
April 14-17	<input type="checkbox"/>	October 13-16	<input type="checkbox"/>
May 12-15	<input type="checkbox"/>	November 17-20	<input type="checkbox"/>
June 16-19	<input type="checkbox"/>	December 15-18	<input type="checkbox"/>

**Scheduled class times are:** 9:00 a.m. to 5:30 p.m. the first day;  
8:00 a.m. to 5:30 p.m. the second and third days; 8:00 a.m. to 1:00 p.m. the final day.

**For classes in Soddy-Daisy, TN:** 8:30 a.m. to 5:30 p.m. all days;  
course may be presented by a member of Reahard & Associates.

Fee includes registration, **Achieving F&I Excellence!™** Training Manual, all course materials, **Achieving F&I Excellence!™** testing & certification, performance evaluation, initial supply of Financial Services Overview forms, **Achieving F&I Excellence!™** Certification Award (if qualified). Continental breakfast and refreshments will be provided. Note: Airfare, hotel accommodations and daily transportation to/from hotel are not included.

Please fax completed registration to:  
CNA National • Training Department • Fax (800) 628-0781 • Phone (800) 345-0191, extension 785

**Agency principal must authorize:**

Agency # \_\_\_\_\_ Agency Name \_\_\_\_\_

Principal's Name \_\_\_\_\_ Signature \_\_\_\_\_

*Check one:*

- By signing, I authorize CNA National to debit my agency for the registration fee shown above.**
- Payment in full by check will be delivered to CNA National on or before the first day of class (if mailing, send Attn: Sales Dept); if not received, CNA National may debit my agency for the registration fee shown above.**

Please note: Cancellations within thirty (30) days of scheduled start date are not refundable.

