

## **AAGI Announces F&I Certification Courses**

*November 21, 2013*

SCHAUMBURG, Ill. — American Auto Guardian, Inc. (“AAGI”) announced its 2014 quarterly course schedule. AAGI was astounded by the nationwide involvement in the four courses held in 2013, having ‘sold out’ each session! New for 2014, AAGI announced the addition of two advanced courses being developed. The advanced course would last two days and build upon techniques introduced in the first level session.

AAGI’s Performance Services department, through its partnership with United Development Systems, Inc. (“UDS”), will host quarterly first level courses, each lasting five days. The program will include a focus on presentation skills and techniques, lender relations and advanced management skills. Additionally, participants will engage in role playing and critiquing of their performance by UDS staff.

Jeff Teuscher, Vice President of Sales and head of AAGI’s Performance Services, is quoted as saying, “When we introduced the training program in 2012, we had no idea what the industry’s response might be. With each session being ‘sold out’ in both 2012 and 2013, we realize the necessity of providing such an invaluable tool to our agents and dealers. Gerry Gould of UDS is a remarkable presenter, giving attendees the knowledge and confidence to achieve higher levels of productivity in their career.”

For questions regarding this release, e-mail Susan Buchholz at [susanb@aagi.com](mailto:susanb@aagi.com).