

AAGI Releases F&I Training Schedule

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ARLINGTON HEIGHTS, Ill. — After a successful run this year, American Auto Guardian Inc. is adding a fourth class to its 2013 training schedule.

AAGI's Performance Services department, through its partnership with United Development Systems Inc. (UDS), will host quarterly courses that run over 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.

"We are thrilled with the vast number of agents and F&I managers who are striving to increase their knowledge, or simply refresh what they learned in the past," said Jeff Teuscher, vice president of sales and head of AAGI's performance services. "Gerry Gould brings a high level of excitement and expertise to each session and enables attendees to make the most of their career."