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**ANNOUNCING**  
**ADS**  
**&**  
**TEAM ONE CONCEPT**  
**F & I TRAINING SESSION**  
*IS COMING TO*

**BOZEMAN, MONTANA**  
**November 14<sup>TH</sup> & 15<sup>TH</sup> 2023**

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- **Team One Groups training and processes produced almost all of the top performers with 89% of the country's top 100.**
- **Montana dealers who utilize the “Team One Approach” have had an average increase of over 30% in “Per Retail Unit Dollars”.**
- **Faster delivery time, compliant and consumer friendly coupled with increased revenue is why dealers are moving to “Team One approach”.**

**~ Come Find Out Why ~**

To register, please complete registration page and email to [christinan@adsfi.com](mailto:christinan@adsfi.com)

**Take Two Days Out of The Dealership.**

## **And Come Back with The F & I Secrets That Only the Top Performers Know.**

Over the past several years, Team One Group's training and processes produced almost all the top performers, with 89% of the country's top 100 and the majority of the top 500 F & I Managers. Since creating the first old style, four column F&I menus in the early 1990's, Team One Research and Training has worked with the top F&I managers in the country to develop the best F&I processes and techniques for the F&I Manager. Just look at their results compared to the most popular F&I menus in the marketplace:

ADS Dealers that utilize our approach to F&I produce averages below

\$2021	F&I per Retail
54%	Service Contract Penetration
45%	Combo + Windshield Product Penetrations
2.1	Products per deal

Automotive Development Services, Inc has subsidized a two-day seminar to bring America's top producing F&I training program, the Team One Package Option™ method, to Montana dealers at an amazingly reasonable cost.

To get more information:

**Contact: Automotive Development Services, Inc.**  
**P. O Box 11669**  
**Bozeman, MT 59719**  
**Mark (406) 581-7778**  
**Clint (605) 376- 4604**  
**Luciano (817) 925-8925**



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## **What Will You Learn at This Two Day Seminar?**

*First, you've been working too hard.*

*Over the last 19 years, through "real world" research and testing in real F&I departments, Team One has identified the keys to F&I success. That's how we produced the top performers. One of the things we were able to develop is an F&I process that is easy. That's right. Easy. As a matter of fact, the process we will show you is so easy, you will think it can't possibly work. But it does.*

**Second, you've been taking too long.**

*Our top performers are averaging under 20 minutes, total F&I time, including paperwork. How do they do that? It's easy and simple. We'll show you how.*

**Third, a menu alone won't do the job for you.**

*What? The company that created and licensed my menu says it won't do the job? That's right. The actual F&I menus are just one small part of a successful process. The menu you use is probably a copy of a copy of (version 2 or 3) that we licensed to a few big F&I companies in 1996.*

*If you like the menu you have, bring it, we'll show you how to make it work. Either way, we will give you the menu no one else has, the Package Option™ menu, (version 36), the top performing menu in the country, with Microsoft Excel© based software, as part of your seminar fee. No monthly fees, free.*

**Yeah, but I hate training!**

*We understand. Most training classes are boring drawn out affairs with a lot of fluff and theory. Not this one. First, there is no embarrassing videotaping or role playing in front of the group. Second, this event will be conducted by the ADS Trainers. If you haven't seen this in action, you won't want to miss this chance. ADS has worked with, trained, and knows the secrets of the top F&I departments in the country. Our lively presentation gets right to the point with real life answers in an easy, simple, fun, and entertaining way. We promise you won't hate this training. You will have fun while you learn.*

*Seating for this event will be limited to 30 attendees so call and reserve your place as soon as possible.*

*Seminar dates are November 14<sup>th</sup> & 15<sup>th</sup>.*

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## 2023 F&I Training Workshop Registration Form

### Seminar Information and registration:

Registration fee includes continental breakfast, lunch and afternoon snacks.

\_\_\_\_ **Two Day Session November 14<sup>th</sup> & 15<sup>th</sup>**

### Times:

Day 1: 9:30 AM to 4:00 PM,

Day 2: 9:00 AM to 3:00pm

### Reserve your room at the reduced rate (limited time) for our seminar:

**Contact: Caitlin Allen**

Hilton Garden Inn

406-582-9900

2020 Commerce Way, Bozeman MT

**Complete form & email to [christinan@adsfi.com](mailto:christinan@adsfi.com) to reserve your seat**

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

Attendee 1: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee 2: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee 1 Phone: \_\_\_\_\_ Attendee 2 Phone: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

### **Seminar Pricing:**

#### Regular Session

Attendee 1: \_\_\_ \$429

Attendee 2: \_\_\_ \$429

**Hotel rooms at discounted rate for a limited time only** (see number above for reservations)

**Please make check payable to: ADS of Montana**

**Mail to: P.O. Box 11669, Bozeman, MT 59719**

**Amount Enclosed \$ \_\_\_\_\_**

Reservations not paid in full 1 week (7 days) prior to seminar will be cancelled. After that time, cancellations are non-refundable, but may be applied toward a future session. If you do not cancel and do not attend, all fees are non-refundable and non-transferrable. Attendee substitutions may be made at any time. We reserve the right to cancel/reschedule session dates at any time.