

WE'VE PROVEN THAT OUR METHOD HAS SUSTAINABLE PERFORMANCE IMPACT!

EFG F&I TRAINEES PRODUCE
\$206,400.00
 IN ADDITIONAL F&I REVENUE PER YEAR!

	Average Before EFG Training	Average After EFG Training	Improvement with EFG	
PRU	\$967	\$1,182	+\$215	
Monthly F&I Revenue	\$77,360	\$94,560	+\$17,200	*Assumes 80 turns per month

EFG Training Upfront Investment
\$2,000

Monthly F&I Revenue Improvement with EFG
\$17,200

100X RETURN ON INITIAL INVESTMENT

NO ONE DOES IT LIKE EFG

Since 1977, EFG has been dedicated to identifying and changing behaviors to transform teams into Top Performers. We combine proven, multi-sensory learning principles with interactive tools to target the skills needed to:

- Enhance bottom line productivity;
- Close more sales;
- Increase loyalty; and,
- Build your brand.

GUIDED DISCOVERY METHODOLOGY

Guided Discovery methodology is an adult learning model in which students role-play and compare their current techniques to what the instructor demonstrates.

Detailed **interactive discussions** with students on the instructor's model determine the student's understanding and acceptance. Students practice the **new techniques** and are evaluated by other students and the instructor. This method of **seeing, hearing, and doing** covers all three ways people understand and retain information, making for a **rich educational experience**.

EFG Training Services + You = L.O.V.E.

As part of your dealership's training investment, your F&I professionals are given exclusive access to EFG L.O.V.E. (Learning Opps through Virtual Engagement) after they attend EFG's F&I Development Training. EFG L.O.V.E. provides your F&I staff with resources to help them remain compliant, knowledgeable and successful professionals.



Learning
Opps Through
Virtual
Engagement



To learn more about EFG visit efgcompanies.com/money or call 800-527-1984