

F&I COMPLIANCE FOR SALESPEOPLE

Thursday, November 21st 9:00am - 12:00pm

Breakfast served at 8:45am

ENYCAR Conference Room, 4 Pine West Plaza Albany, NY 12205

Early Bird Registration By Nov. 7th Registration after Nov. 7th

\$45 Per Member (Includes Lunch)

\$55 Per Member (Includes Lunch)

Non-Member Price \$75



Ken Tomaro

OptionSoft Vice President

This seminar will address F & I legal and ethical rules for sales people who often discuss these products with customers, but don't know what can get the dealership in trouble. This seminar will provide practical knowledge of what can and can't be done or said.



An 18 year veteran of the Automotive Dealership environment, Ken held senior management positions in all areas of dealership operations for two of the largest dealer groups in the country. Ken has successfully taken that deep insight, hands on experience and knowledge to form OptionSoft Technologies, Inc. in 2003. Since inception, the company has focused on providing customized business solutions to dealers, administrators, credit unions and independent agencies nationwide as well as internationally. Ken has instilled his own personal commitment to excellence and client satisfaction in the company's products and services, requiring only monthly agreements that may be cancelled at any time should expectations and service levels fail to meet his customers expectation. This commitment to excellence has allowed the company to grow to over 5,000 users and to deliver double digit growth annually to its client base over the last two challenging years.

ENYCAR Inc.
4Pine West Plaza
Albany NY 12205
Phone: 518-452-0584x.204
Fax: 518-4520810
Email: Shawna@enycar.org



Thursday, November 21st 9:00am - 12:00pm

Breakfast served at 8:45am

ENYCAR Conference Room, 4 Pine West Plaza Albany, NY 12205

Early Bird Registration By Nov. 7th	Registration after Nov. 7th
\$35 Per Member (Includes Lunch)	\$45 Per Member (Includes Lunch)
Non-Member Price \$75	

Dealership Name: _____

1. Name: _____ Position: _____ Email: _____

2. Name: _____ Position: _____ Email: _____

3. Name: _____ Position: _____ Email: _____

4. Name: _____ Position: _____ Email: _____

Total # registering by November 7th _____ x \$35 = _____

Total # registering after November 7th _____ x \$45 = _____

Total _____

Authorized Signature: _____ Date: _____
(Dealer Owner)

Please Email to:
Shawna@enycar.org
ENYCAR Inc.
4Pine West Plaza
Albany NY 12205
Phone: 518-452-0584 x.204
Fax: 518-4520810



No cancellations after Nov. 7th, but substitutions are allowed.
Discounted \$35 pricing applies only to ENYCAR members who register by Nov. 7th,
price after Nov. 7th is \$45. Non-member price is \$75.