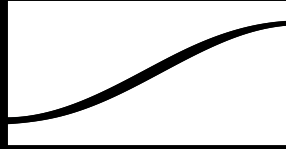


SFAGNA



SCHOOL OF MANAGEMENT

POSITION TRAINING



Sales "Team" Management
Sales "Desk" Management
Finance "F & I" Management
General Sales Management

SPAGNA SCHOOL OF MANAGEMENT

Provides position specific qualification training that prepares or advances individuals in the industry and position they are seeking, will be entering, or are currently employed.



WHO THIS SCHOOL IS FOR

- Individuals wanting to Advance their Careers.
- Companies wanting to Qualify New-Hires prior to Placement.
- Companies wanting to Prepare Newly Promoted Employees prior to placing them in their new positions.

Graduates will be Qualified for Immediate Placement in the Position and Industry they have Chosen and have been Trained.

SALES "TEAM" MANAGEMENT

POSITION TRAINING



Sales "Team" Managers recruit, train, coach, and support their sales personnel on-the-line and in-the-field. Their primary responsibility is getting their team to perform at the highest level in all Phases of The Selling Process.

FORMAL INSTRUCTION INCLUDES

- Building an Elite Sales Team.
- Tracking, Managing, and Controlling Sales Team Activity.
- Closing Technique, Strategy, and Deal Takeover.
- Planning, Prioritizing, and Managing Prospect Follow-Up.
- Deal Fulfillment, Sales Satisfaction, and Customer Care.
- Building and Maintaining a Customer Referral Network.

Students are Enrolled in Curriculums that will Advance them within their current Industry and Position or Qualify them to become a Sales "TEAM" Manager.

SALES "DESK" MANAGEMENT

POSITION TRAINING



Sales "Desk" Managers guide sales personnel in all Phases of The Selling Process. Managing new and return appointments to do business, obtaining commitments to purchase, negotiation and deal structure strategy are keys to succeeding in this position.

FORMAL INSTRUCTION INCLUDES

- Lining "Desk" Management Training.
- Closing "Desk" Management Training.
- Telephone "Desk" Management Training.
- Internet "Desk" Management Training.
- Prospect Follow-Up "Desk" Management Training.
- After-Sale Follow-Up "Desk" Management Training.

Students are Enrolled in Curriculums that will Advance them within their current Industry and Position or Qualify them to become a Sales "DESK" Manager.

FINANCE "F & I" MANAGEMENT

POSITION TRAINING



Finance Managers review, structure, sell, supplement, and place finance and lease contracts. Maximizing advance and participation, converting turn-downs, and developing profitable lender relationships are keys to succeeding in this position.

FORMAL INSTRUCTION INCLUDES

- Retail Finance Management Training.
- Lease Finance Management Training.
- Special Finance Management Training.
- AMO / Supplemental Sales Management Training.
- Contract, Compliance & Funding Management Training.
- Lender Relationship Management Training.

Students are Enrolled in Curriculums that will Advance them within their current Industry and Position or Qualify them to become a Finance "F & I" Manager.

GENERAL SALES MANAGEMENT

POSITION TRAINING



General Sales Managers oversee sales operations for their company. Inventory, merchandising, marketing, personnel, driving traffic, funding, and departmental management are some of the key components of this position.

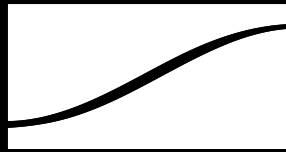
FORMAL INSTRUCTION INCLUDES

- New Sales Department Management Training.
- Pre-Owned Sales Department Management Training.
- Finance Department Management Training.
- BDC / Internet Sales Department Management Training.
- Commercial Sales Department Management Training.
- After-Market Sales Department Management Training.

Students are Enrolled in Curriculums that will Advance them within their current Industry and Position or Qualify them to become a General Sales Manager.

SFAGNA

Excellence Without Compromise™



**Take the Steps Required to
Become Your Best!**