

THE RACE IS ON FOR A GREAT YEAR!

# 3 Day Leadership & Desking MADE SIMPLE

Call Now! Every Event has been a Sell Out!

## 888-621-7820

May 13 – 15, 2008 • Charlotte, NC

GET THE TOOLS YOU NEED TO RUN A SUCCESSFUL FINANCE DEPARTMENT

### COURSE OUTLINE

- Section 1 – The State of The Union
- Section 2 – The “No Fail” Sales Process
- Section 3 – Setting Up The Perfect Deal
- Section 4 – The Finance Manager’s Day
- Section 5 – How To Maintain a Team of Favored Lenders
- Section 6 – Establishing The Perfect Inventory Mix
- Section 7 – Evaluating Deals Correctly
- Section 8 – Automotive Compliance
- Section 9 – Advertising & Marketing “The Cheese”
- Section 10 – How To Structure Profitable Deals
- Section 11 – Working Contracts In Transit

Only  
\$1895

### PRESENTED BY:



Helmi Felfel

### BONUS COURSES

- Finance Companies – The Secrets Revealed
- Partial Compliance Checklist & Power Booking

### DETAILS

This three day workshop will give you every tool you need to build a profitable Finance Department. Hear from the BEST in the business, Helmi Felfel. As an ACTIVE dealer himself, Helmi understands the car business inside and out, and now he is willing to share his cutting edge strategies that earned him the Number One Ranking at each of the three manufacturers he represented in five different markets – Mazda, Daewoo and Suzuki.

### What Others are saying about Helmi’s Workshops:

“Vitaly important to a successful business.”

Curtis Whitehead,  
Dealer, Executive Car Sales

“Very informative... setting up the customer and get more deals bought!”

Dianne Wiggins,  
Sons Suzuki Conyers



“I’m not blowing smoke... this is the very best training class I’ve ever attended. The difference is that your guys aren’t preaching – they are doing and I know it works.”

The Team at  
Avondale Auto Group



Consulting, Inc.

# Leadership & Desking Seminar

May 13-15, 2008

## Registration Information

Full Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Last First

Address: \_\_\_\_\_  
City State ZIP Code

Telephone: ( ) \_\_\_\_\_ Alt. Phone/Fax: ( ) \_\_\_\_\_

Email: \_\_\_\_\_ Company Name: \_\_\_\_\_

## Attendee Information (please print full name and/or nickname)

Attendee 1: \_\_\_\_\_  
Name Title Mobile Email

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Name Title Mobile Email

Attendee 1: \_\_\_\_\_  
Name Title Mobile Email

## Registration Fee for 4 Day Seminar

| <i>Leadership &amp; Desking Seminar</i> | <i>of Attendees</i> | <i>Cost</i> | <i>Total Amount</i> |
|---|---------------------|-------------|---------------------|
| Dates: May 13-15, 2008<br>8:00 - 5:00   | _____               | X \$1895    | \$ _____            |
| Location: Charlotte, NC                 |                     |             |                     |

## Method Of Payment

- Enclosed is a check made payable to H F Consulting, Inc.
- Charge to the following card \_\_\_ Visa \_\_\_ MC \_\_\_ AmEx

Cardholder's Name (Print)

Card Number Exp Date Security # on back

Signature

Please call 888-621-7820 for additional information.  
 \*\* Registration fee includes course materials and lunch. Travel expenses, including airfare and lodging are not included.

No cancellation or refunds after April 29, 2008.

### Recommended Hotel Information:

Charlotte Marriott Executive Park  
 5700 Westpark Dr  
 Charlotte, NC 28217  
 (704) 527-9650

Please complete form and fax or mail to:

**HF Consulting, Inc.**  
**1300 Altura Rd.**  
**Fort Mill, SC 29708**  
**Fax: 803-547-8220**

**Please forward your Travel Itinerary to:**  
**Fax - 803-547-8220**