

GREAT  
LAKES  
COMPANIES



## GREAT LAKES COMPANIES SPECIAL PRICING AFIP CERTIFICATION - BY INVITATION

State and Federal Consumer Regulation Education  
for Sales Managers,  
Desk Personnel and F&I Practitioners

A Time-Proven Solution—

Not Just More 'Good Advice'

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### Regional Two-Day Boot Camps

conducted by the nonprofit

Association of Finance & Insurance Professionals

Sponsored by Great Lakes Companies

Over the past 26 years, AFIP has certified more than 50,000 professionals—in-dealership personnel and employees of captive and institutional lenders and aftermarket vendors—with reports of only five running afoul of the law.

See next page for Pricing, Curriculum  
Overview and Sign-up Information

# Knowledge of the Rules Backed by Personal Accountability Works!

To earn the AFIP Certified Professional in Financial Services diploma, certification candidates must score 80% or higher on the 150-question federal exam, 25-question state test and 25-question ethics module —and sign the AFIP Code of Ethics. The certification exam is administered under controlled conditions.

## Boot Camp

### Day 1: Lecture and Attendee Participation - Full Day

- Introduction & Elements of a Contract
- Truth in Lending Act - Reg. Z
- Consumer Leasing Act - Reg. M
- Equal Credit Opportunity Act - Reg. B
- Fair Credit Reporting Act  
(Red Flags Rule, Risk-based Pricing Rule, Disposal Rule)
- Gramm-Leach-Bliley Act  
(Financial Privacy Rule, Safeguards Rule)
- E-SIGN Act
- Credit Practices Rule
- Used Car Rule
- OFAC Requirements
- Do Not Call-Fax-Email Rules
- IRS 8300 Filing Requirements
- Federal Odometer Rule
- Magnuson-Moss Warranty Act
- Federal Advertising Rules
- Applicable State Laws
- Vehicle Insurance
- GAP
- Federal Odometer Act
- Payment Packing & Straw Deals
- **Disparate Pricing Practices**
- **NADA Fair Credit Compliance Policy Program**

### Day 2: Exam Review / Testing / Exam Score Reporting - 3/4 Day

- State Law Review / State Law Exam
- Federal Law Review / Federal Exam
- Scores Provided upon Completion of the Exam
- Retest (for failed modules only)

Dates: April 16 - 17, 2019

Location: Great Lakes Companies  
616 West Centre Ave.  
Portage, MI 49024

**\$845/student\***  
plus shipping

**Certify in two days!**

As an AFIP Industry Member,  
Great Lakes Companies **Special Pricing**  
includes:

- Course materials
- Two-days of live, local instruction
- Convenient meeting facilities
- Proctored exam on site

\* \$150 registration fee for candidate with AFIP Certification  
Study kits purchased in the past 12 months.

To ensure that all qualified  
personnel can attend, contact:

Jessica Urias  
Program Manager, AFIP

(817) 428-2434 #950

[jessica.urias@afip.com](mailto:jessica.urias@afip.com)

**[OR click here to register now!](#)**

Boot Camp sessions satisfy the AFIP Certification requisite for the GM Shop-Click-Drive Program.