



## iA American Warranty Group 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 ADS and Great Lakes Companies

Over the past 30 years, AFIP has certified more than 65,000 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: July 20 - 21, 2021

Location: Hampton Inn in Okemos  
2200 Hampton Pl  
Okemos, MI 48864

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

**Certify in two days!**

As an AFIP Industry Member,  
iA American Warranty Group **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.