

Press Release

New F&I Compliance Certification Offered by American Financial

A new F&I compliance certification has been introduced to the industry by Automotive Compliance Education, LLC (ACE). The ACE certification program was developed by industry-leading attorneys to help set and maintain professional standards at dealerships. This training program takes the rigorous and complicated federal regulations that touch different parts of the dealership, and digests it into logical doses. The online training modules also show how the regulations relate to everyday situations in the dealership. From Reg Z, to Red Flags, to ECOA, ACE certification ensures that all who complete the program can take that knowledge and confidence back to the business office and apply it immediately.

It is important for business managers to become ACE certified as the process of obtaining this certification helps to raise the industry standard of F&I professionalism and education. ACE understands that the automotive industry and regulations are always evolving. For that reason, annual re-certification is part of the program. ACE certified F&I professionals will be responsible for maintaining this new standard by taking an annual review module and exam. This process includes any significant regulatory changes that may have occurred in the previous year. Like other professional licenses, such as an insurance license, this certificate will recognize automotive professionals and their adherence to ethics, industry education, and professionalism on an ongoing basis.

American Financial & Automotive Services, Inc. has partnered with ACE to provide the ACE certification through its award-winning F&I University (FIU). As the Dealers' Choice Diamond Level winner in Compliance Training and the Platinum Level winner in F&I Training, American Financial believed this unique opportunity with ACE was a natural partnership. Aligning compliance certification and F&I training creates an even stronger program for F&I professionals that will take their career to the next level. FIU already provides an industry-leading F&I curriculum and online continuing education to provide dealerships increased opportunities and revenue. By implementing ACE certification into the current curriculum, FIU has solidified their commitment to compliance and F&I training to the industry. Not only will business managers walk away from the intensive F&I school with innovative techniques to take back to the business office, they will also walk away with an ACE F&I compliance

certificate that will set them apart as professional leaders in ethics and compliance.

FIU is the only F&I school to offer ACE certification in an instructor-led format. When business managers leave the five-day F&I school being ACE certified, they will bring back assurance to the dealership and its customers. Prove your dealership's commitment to compliance and F&I by getting your team ACE certified today!

Please visit www.AFASinc.com for more information about FIU and to register for the F&I school.