

Take a few moments to assess

the strength of your program.

# F&I Strength Assessment

k | #68575323

FLEXIBILITY	YES	NO
I can customize products to increase sales	<input type="checkbox"/>	<input type="checkbox"/>
My provider is easy to work with	<input type="checkbox"/>	<input type="checkbox"/>
I have a formal plan to increase PVR	<input type="checkbox"/>	<input type="checkbox"/>
I have a fully integrated menu, reporting capabilities, and compliance tools	<input type="checkbox"/>	<input type="checkbox"/>
PARTNERSHIP	YES	NO
I am in the top 5 of our 20 group	<input type="checkbox"/>	<input type="checkbox"/>
My F&I Manager and provider coordinate on live customer deals	<input type="checkbox"/>	<input type="checkbox"/>
My F&I provider delivers candidates for my F&I department	<input type="checkbox"/>	<input type="checkbox"/>
Measurable performance standards are in place	<input type="checkbox"/>	<input type="checkbox"/>
TRANSPARENCY	YES	NO
I see consistent investment returns on reinsurance	<input type="checkbox"/>	<input type="checkbox"/>
I see underwriting profits from all of my products	<input type="checkbox"/>	<input type="checkbox"/>
I pay a single reinsurance fee on all of my products	<input type="checkbox"/>	<input type="checkbox"/>
I can use all five reinsurance structures with my provider	<input type="checkbox"/>	<input type="checkbox"/>
I can direct cash flow to meet my needs	<input type="checkbox"/>	<input type="checkbox"/>

## HOW DOES YOUR PROGRAM MEASURE UP?

A Capital reinsurance program says an emphatic ‘yes’ to all of the above. Success doesn’t just happen; it takes practice, dedication and hard work. And behind every successful team, there’s a knowledgeable coach keeping focus, and providing essential training and support. When you partner with Capital Automotive, you will experience just what that means.

With tools designed to increase profits year after year, the flexibility needed to adapt to your unique market, and a winning coach to support your success — you will not only get and keep *your team* in top form; you will take *your F&I Program* to the next level.

