

THE iA AMERICAN ACADEMY

Appearance Academy Application

iA American Warranty Group
INVESTED IN YOU.

*“Those who fail to learn
will fail to earn.”*

*- John Braganini, Major Accounts Executive
iA American Warranty Group*

Do you want to make more money?

Get Your Sales Team Trained
to SELL Appearance Protection at
the iAAWG Appearance Academy!

December 22nd, 2022

Thursday 9:00 am - 12:00 pm

Great Lakes Chemical Services, Inc.
Kalamazoo Appearance Center
5220 West Michigan Avenue
Kalamazoo, MI 49006

With Focus On:

- ∞ **Product Knowledge**
- ∞ **Warranty Coverages for New and Pre-Owned Vehicles**
- ∞ **Objection Handling**
- ∞ **Presentation Word Tracks**
- ∞ **Kalamazoo Application Facilities Tour**



Apply today! Enrollment Application

*Please list the name(s) below of person(s)
who will be attending and email to
Kelly.Roemensky@iaawg.com or fax to
(269) 372-6880, to reserve your spot by
Friday, December 16th, 2022.*

Dealership Name: _____

Phone: _____

Email/Fax: _____

Attendee Name: 1 _____

Attendee Email: _____

Attendee Name: 2 _____

Attendee Email: _____

Attendee Name: 3 _____

Attendee Email: _____

Attendee Name: 4 _____

Attendee Email: _____