

# 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!

**January 20th, 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, January 14th, 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: \_\_\_\_\_