

2018 Training Schedule

All classes held in our Scottsdale Training Center unless otherwise indicated.

F&I Training

*Achieving F&I Excellence!*TM is presented by Ron Reahard in Scottsdale; classes in Tennessee may be presented by a member of Reahard & Associates.

- February 6-9
- March 5-7 (Soddy-Daisy, TN)
- April 10-13
- May 15-18
- August 13-15 (Soddy-Daisy, TN)
- September 11-14
- October 16-19
- November 13-16

To request regional F&I training, please contact Laura Vance at extension 785.

Agent Continuing Education

Our “ACE” class is a four-day course emphasizing essential product knowledge and effective sales techniques. ACE is required for all agents, subagents and sales representatives prior to representing CNA National in the field.

Only two classes will be available this year:

- April 23-27
- September 24-27

For additional information or to enroll, please contact:

Laura Vance at 800-345-0191, extension 785