



WHO WE ARE

1st Choice Training Solutions provides a team of industry experts who specialize in delivering custom training programs for your F&I and Sales Teams.

Our team of automotive specialists represent several different sectors in the industry; including retail, wholesale, supplier and manufacturer.

OUR PHILOSOPHY

We believe a successful training program is the result of a collaborative partnership which reflects each person's individual style and objectives.

In order to produce above average sales results, you must be authentic, have conviction, belief in your products and possess a passion for delivering an outstanding customer experience with every prospect you meet.

SERVICES

- *F&I Training Specialists*
- *Dealership Opportunity Profile*
- *Communication Strategies*
- *Fundamental Selling Principles*

Our Guarantee to You

If you're not 100% happy with the results you have received from our training services, we will refund your investment. Some conditions may apply.

SERVICES

WHAT WE DO

1st Choice Training Solutions delivers customized learning modules which are interactive, engaging and include job practice exercises to ensure new success habits develop right away.

We partner with you to develop a personalized learning path which reflects each person’s individual style and objectives.

WHAT'S INCLUDED

What to expect from every on-site training session.

- Lesson plan with take away assignments and follow up plan
- Performance results and recommendations
- Next session booking
- Complete activity summary in digital and print formats



Dealership Opportunity Profile

The D.O.P provides us with an in depth evaluation of the current state of your dealership's F&I process & performance.

\$2995/daily fee

[Read More](#)

F&I Customizable Curriculum

Our on-site training services can be customized to suit every level of experience and all brands; Luxury, Domestic & Import.

[Read More](#)

\$2495/daily fee



Foundations in Selling

We provide training in all areas to build confidence and develop strategies to achieve long term sales success.

\$2495/daily fee

[Read More](#)

FSM Certification Level I

Get your new career started off with our comprehensive introduction to the exciting role of being a top performing Financial Services Manager. We combine classroom & on-site practical learning and provide you with the required tools to achieve maximum success, right out of the gate.

All students receive a certificate of completion.

\$2195/daily fee



[Read More](#)



Top Gun Series Level I

The program is designed for the professional FSM, with top performers in mind. This course combines a collection of best practices with a series of interactive and adaptable exercises, that will push the sales creativity of each participant to the limit.

\$3685*/course fee (minimum #participants required)

[Read More](#)

FSM Certification Level II

We combine classroom & on-site practical learning.

The course includes everything today's financial services manager requires to achieve maximum success. All students receive a certificate of completion.

[Read More](#)

\$2495/daily fee

