



E-Classroom Course Modules by Role

A = Available, R = Recommended, X = Standard

	ROLE					MODULE
	Dealer	Managers	F & I	Sales	BDC	
1	X	X	X	X	X	Course Introduction
2	X	X				Managing Risk
3	X	X				Advertising & Marketing
4	X	X	X	X	X	Intro to Special Finance
5	X	X	X	X	X	Types of Bad Credit
6	X	X	X			Lender Mix
7	X	X	X			Inventory Mix
8	X	X	X	X	X	Process Overview
9	A	R	R	X	X	Initial Contact – Phone Ups
10	A	R	R	X	X	Initial Contact Internet Leads Part 1
11	A	R	R	X	X	Initial Contact Internet Leads Part 2
12	A	R	R	X	X	Initial Contact – Walk Ins
13	A	R	R	X		Completing the Loan Package
14	A	R	X			F & I Process Overview
15	A	R	X			Interpreting Credit Reports
16	A	R	X			Income & Debt
17	A	R	X			Lender Selection & Rehashing
18	A	R	X			Inventory Selection
19	A	R	X	X		Inventory Presentation
20	A	R	X			Maximizing the Deal
21	A	R	X			Closing the Deal
22	A	R	X			Switching Gears - Prime to Sub Prime
24	A	R	R			Funding Process