



## **AFIP Certification BOOT CAMP SPECIAL PRICING**

**State and Federal Consumer Regulation Education  
for Sales Managers,  
Desk Personnel and F&I Practitioners**

**A Time-Proven Solution—  
Not Just More ‘Good Advice’**

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### **Regional One-Day Boot Camp**

conducted by the nonprofit

**Association of Finance & Insurance Professionals  
Sponsored by Zurich**

Over the past 26 years, AFIP has certified more than 50,000 professionals—in-dealership personnel and employees of captive and institutional lenders and aftermarket vendors—with reports of only five running afoul of the law.

**See next page for Pricing, Curriculum  
Overview and Registration link**

# Knowledge of the Rules Backed by Personal Accountability Works!

To earn the AFIP Certified Professional in Financial Services diploma, certification candidates must score 80% or higher on the 150-question federal exam, 25-question state test and 25-question ethics module—and sign the AFIP Code of Ethics. The certification exam is administered under controlled conditions.

## Boot Camp

**Please refer to the AFIP 4 Easy Steps with your course materials and study prior to the Boot Camp.**

- Introduction & Elements of a Contract
- Truth in Lending Act - Reg. Z
- Consumer Leasing Act - Reg. M
- Equal Credit Opportunity Act - Reg. B
- Fair Credit Reporting Act  
(Red Flags Rule, Risk-based Pricing Rule, Disposal Rule)
- Gramm-Leach-Bliley Act  
(Financial Privacy Rule, Safeguards Rule)
- E-SIGN Act
- Credit Practices Rule
- Used Car Rule
- OFAC Requirements
- Do Not Call-Fax-Email Rules
- IRS 8300 Filing Requirements
- Federal Odometer Rule
- Magnuson-Moss Warranty Act
- Federal Advertising Rules
- Applicable State Laws
- **Disparate Pricing Practices**
- **NADA Fair Credit Compliance Policy Program**

### Day 1: Exam Review / Testing / Exam Score Reporting

- State Law Review / State Law Exam
- Federal Law Review / Federal Exam
- Scores Provided upon Completion of the Exam
- Retest (for failed modules only)

**Dates:** December 19, 2017

**Location:** MADA  
1500 Kendale Blvd.  
East Lansing, MI 48823

**\$770/student\***  
plus shipping

**Certify in One day!**

**As an AFIP Industry Member,  
Zurich Special Pricing includes:**

- Course materials
- One-day of live, local instruction
- Convenient meeting facilities
- Break refreshments and lunch
- Proctored exam on site

\* \$75.00 registration fee for candidate with AFIP Certification Study kits purchased in the past 12 months.

**To ensure that all qualified  
personnel can attend, contact:**

**Jessica Urias**

Program Manager, AFIP

(817) 428-2434 #950

[jessica.urias@afip.com](mailto:jessica.urias@afip.com)

Register online at [www.afip.com/events](http://www.afip.com/events) or

**[click here to register now!](#)**

**Boot Camp sessions satisfy the AFIP Certification requisite for the GM Shop-Click-Drive Program.**