



*“IMI’s F&I Accreditation illustrates to customers our recognition of the importance of a professional and compliant delivery of our finance and insurance solutions.”*

Keeley Sherry, Training Manager at FCA Automotive Services Ltd

## WHO IS IT DESIGNED FOR?

IMI Accreditation Finance & Insurance (F&I) has been developed for professionals who are responsible for outlining and selling finance and insurance products within the motor trade.

## WHAT DOES IT DEMONSTRATE?

This accreditation route provides recognition of your current competence in qualifying and presenting finance and insurance options to customers. It measures your skills against a common standard, as well as demonstrating that you treat your customers fairly and outline options impartially, in compliance with FCA requirements.

## HOW DOES IT WORK?

To achieve IMI Accreditation, you will be required to successfully complete an online assessment and competence-based modules which include role play.

You must have completed the SAF (Specialist Automotive Finance) test before you can register on IMI Accreditation F&I.

There is one band for IMI Accreditation:

- Advisor

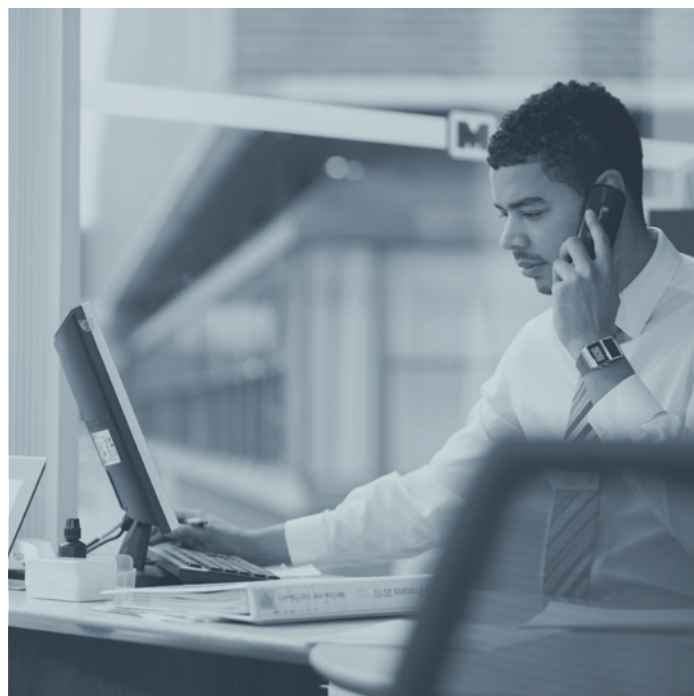
## FINANCE & INSURANCE ADVISOR

IMI Accreditation F&I provides a comprehensive insight into finance, car insurance and product insurance. This accreditation demonstrates your knowledge of current finance and insurance products within the work place.

It showcases your ability to create sales opportunities and provide a tailored approach to individual finance or insurance products, policies and / or cover for clients. Achievement also displays your ability to treat the customer professionally at all times, while adhering to all mandatory and legal procedures.

### WHAT MODULES ARE INVOLVED?

- Qualify Finance and Insurance Products
- Presenting Finance & Insurance Products
- Customer Types and Needs
- Regulation and Compliance (F&I)



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### HOW DO I APPLY?

For further details about IMI Accreditation F&I, visit our website [www.theimi.org.uk/fandi](http://www.theimi.org.uk/fandi), email [accreditations@theimi.org.uk](mailto:accreditations@theimi.org.uk) or call 01992 511521.

### ARE THERE ANY RELATED ACCREDITATIONS THAT MIGHT BE SUITABLE FOR ME?

If you are currently working within Finance & Insurance, you may also be interested in:

- Sales
- Customer Service
- Management