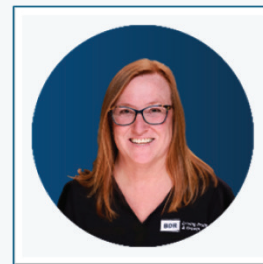


# The Art of Consumer Financing

**Date & Time:** December 16, 2025 8:00 AM - 4:00 PM

**Location:** Geary Pacific Supply  
4365 Jetway Court North Highlands, CA 95660



## Class Description

Did you know 58% of American households have less than \$1000 in savings and that 85% of consumers top 4 purchases are financed (home, college, vehicle, home improvement)?

Financing is a must-have sales tool in today's market!

The Art of Consumer Financing will teach attendees the fundamentals of how to implement retail financing practices in their business, including how to cover fees and stay competitively priced in their market. Attendees will learn various financing strategies and find out how financing can help increase their revenue and help them close more sales.

If you want to master the practice of retail financing, substantially grow sales and gain a competitive advantage in the market, register to attend 'The Art of Consumer Financing' today!

**Candy Cunningham** has a wide range of experience in HVAC, spanning back to 1991 where she worked as a Territory Manager for a Distributor in the Midwest.

Candy Spent over 25 years as a Territory Manager working with Dealers to help them implement successful strategies to grow their businesses profitably.

Along with her training sales responsibilities, she is a trainer for territory manager classes. Dealer classes and Dealer Meetings. Candy is ACCA Certified in duct design and teaches this class too.

## Class Outline

1. Class Mission
2. Financing with Honor
3. Getting Started
4. Financing Strategies
5. Covering the Cost of Financing
6. Winning with Financing
7. Implementation



Scan HERE  
to Register



## Sign-Up Details

### Price

- \$400 Per Person (Use your Amana accrual funds to be reimbursed 100%)

### Contact

- Phone: 916-481-0244

## Who Should Attend

Owners & Managers

**Class size is limited.  
Register early to ensure your spot.**