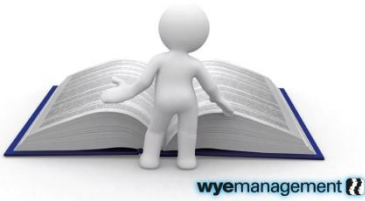


## Training



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20 GROUP SPEAKING

KEYNOTE SPEAKING

OEM TRAINING

CERTIFIED PRE-OWNED

SUPPLIER TRAINING

TRAINING VIDEOS

June 26, 2011

To Whom It May Concern,

Wye Management has (on several projects) been assigned the responsibility of assisting manufacturers to improve their extended warranty sales nationally. We have also developed and facilitated national sales, F&I and sales management training for General Motors (Canada and U.S.), Toyota/Lexus Canada, BMW Group Canada, Nissan/Infiniti Canada, Hyundai Auto Canada and Kia Canada. Wye Management has also developed and facilitated F&I training for Co-Auto, Royal Dealer Services, MDA Services Ltd. and numerous Canadian and U.S. F&I product suppliers.

Fortunately with the introduction of the Extended Warranty Refund Program (XWRP), the task of improving extended warranty sales has been made much easier. XWRP has become for many dealerships a "secret weapon" to significantly increase penetration. The XWRP concept is simple, clear and proven. Most importantly, it provides a "no lose" situation for the dealership customer that purchases a manufacturer's extended warranty program.

In a market where we constantly see new products come and go, it's nice to see a concept that benefits all parties involved; the manufacturer, the dealership, the Business Manager, and of course, the customer.

Sincerely,

*Chris Schulthies*

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President

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