

The 10th Annual National Buy Here Pay Here Conference

AGENDA

Tuesday, May 6, 2008

| Time | Presentation | Speaker / Company | Location |
|-------------------|--|----------------------|--------------|
| 9:00 AM - 5:00 PM | Exhibitor Set-up / Registration | Exhibitors | Hilton Foyer |
| 9:00 AM - 7:00 PM | Conference Registration | All | Hilton Foyer |
| 1:00 PM - 2:00 PM | Vendor Presentation | All | Conrad Room |
| 2:00 PM - 2:45 PM | "Change or Die" | Michael York | Conrad Room |
| 2:45 PM - 3:30 PM | "Moving the Needle" | Ingram Walters / NCM | Conrad Room |
| 3:30 PM - 4:15 PM | Financial Managers Panel | All | Conrad Room |
| 4:15 PM - 5:00 PM | "A Roadmap to Improve Your Subprime Profits" | George Dans | Conrad Room |
| 5:00 PM - 6:00 PM | Vendor Presentation | All | Conrad Room |
| 6:00 PM - 8:30 PM | Welcome Reception | All | Barron Room |

Wednesday, May 7, 2008

| Time | Presentation | Speaker / Company | Location |
|---------------------|--|------------------------------------|-------------------|
| 7:30 AM - 8:30 AM | Late Registration / Coffee / Networking | All | Hilton Foyer |
| 7:45 AM - 8:30 AM | Inspirational Session | John Linnehan, Jr. | Conrad Room |
| 8:30 AM - 8:45 AM | Welcome / Intro Sponsors | Shilson / Walters / Sponsors | Conrad Room |
| 8:45 AM - 9:30 AM | "Leave No Stone Unturned" | D.J. Harrington | Conrad Room |
| 9:30 AM - 10:15 AM | "Understanding The BHPH Marketplace" | Tom Kontos | Conrad Room |
| 10:15 AM - 10:30 AM | Break | All | Hilton Foyer |
| 10:30 AM - 11:15 AM | "Capital Markets Perspective" | John Nagy | Conrad Room |
| 11:15 AM - Noon | "Benchmarks / Industry Trends / Outlook" | Kenneth Shilson / Auto Remarketing | Conrad Room |
| Noon - 2:00 PM | Luncheon with Exhibitors | Attendees, Exhibitors & Speakers | Barron Room |
| 1:00 PM - 2:00 PM | Vendor Presentations | All | Conrad / Pavilion |
| 2:00 PM - 3:15 PM | Best Operating Practices Panel | All | Conrad Room |
| 3:15 PM - 4:00 PM | Capital Markets Panel #1 | All | Conrad Room |
| 4:00 PM - 4:45 PM | Best Advertising Practices Panel | All | Conrad Room |
| 4:45 PM - 5:00 PM | Move to Presentations | All | Hilton Foyer |
| 5:00 PM - 6:00 PM | Vendor Presentations | All | Conrad / Pavilion |
| 6:00 PM - 7:30 PM | Reception with Exhibitors | Attendees, Exhibitors & Speakers | Barron Room |

Thursday, May 8, 2008

| Time | Presentation | Speaker / Company | Location |
|---------------------|--|-----------------------------|-------------------|
| 7:45 AM - 8:30 AM | Coffee / Networking | All | Conrad Room |
| 8:30 AM - 8:45 AM | "2007 In Review" / Door Prizes | Used Car News / NABD | Conrad Room |
| 8:45 AM - 9:30 AM | "Improving Your Underwriting / Collections" | Shilson / Walters / Chatman | Conrad Room |
| 9:30 AM - 10:15 AM | Capital Markets Panel #2 | All | Conrad Room |
| 10:15 AM - 10:30 AM | Break | All | Hilton Foyer |
| 10:30 AM - 12:00 PM | Panel: "Ways Non-Compliance Can Crash and Burn Your Operation" | Beck / O'Loughlin / Hudson | Conrad Room |
| 12:00 PM - 2:00 PM | Luncheon / Exhibit Hall | All | Barron / Pavilion |
| 2:00 PM | Exhibit Hall Closes / Exhibitor Tear-Down Begins | All | Barron Room |
| 1:00 PM - 5:00 PM | Dealer Workshops: | Exhibitors | Conrad / Pavilion |
| | "NIADA.TV - How It Can Benefit You" | NIADA | Conrad |
| | "BHPH Performance Groups" | CarBiz | Conrad |
| | "Internet Best Practices 1 & 2" | AutoTrader.com | Conrad |
| | "Growing Your Portfolio With The Right Customers" | Jay Rose | Conrad |
| | "BHPH 101" | Ingram Walters / NCM | Pavilion |
| | "Selling The Unbankable Customer" | George Dans | Pavilion |
| | "The Seven Power Principles That Make You Remarkable" | Michael York | Pavilion |



"Our goal is Your success"

