

Vendor Presentations

TUESDAY, MAY 6, 2008 (1:00 PM – 2:00 PM) CONRAD ROOM

“Keeping Your Customers Paying!”

In the challenging economic environment of today, liquidity is the major problem facing BHPH customers! Starter-interrupt devices help operators discipline customers to pay on time, reduce collection costs and increase recoveries. Learn how to implement these devices successfully into your own operation. An interactive panel of experts will explain the most important considerations in using these devices. While there is no electronic eraser for underwriting mistakes, these devices help operators improve cash flow and increase efficiency.

PassTime Security Systems, PayTeck Solutions, Sekurus / ONTIME

TUESDAY, MAY 6, 2008 (5:00 PM – 6:00 PM) CONRAD ROOM

“It All Starts with the Right Vehicles”

Finding the right vehicles (not more customers) is the biggest challenge facing the BHPH industry today! During this interactive panel session, you will hear the nation’s leading experts discuss ways to find and recondition the best inventory. Learn about new acquisition “holes” and how you can avoid auction surprises. Learn what resources are available to help you make the right choices and to get your acquisitions “front line ready”! Don’t miss this session if you want to buy inventory smarter in the future!

ADESA, Manheim Auctions, OPENLANE, OVE.com

WEDNESDAY, MAY 7, 2008 (1:00 PM – 2:00 PM)

CONRAD ROOM [CONCURRENT SESSIONS] PAVILION 9 & 10

“Finding Customers When They Don’t Pay”

When BHPH customers don’t pay (nearly 1/3 of the time) it is important to recover your collateral as quickly as possible to minimize losses. In this session, you will learn how the latest GPS technology can help you find your repo’s quicker and keep you in touch with customers before they default. Our interactive panel of experts explain all the important considerations in utilizing this technology successfully. What results can you expect and how will they improve your collections and reduce bad debt losses. With BHPH losses on the rise, you need to carefully consider using the latest technology to improve your collection results!

CalAmp, iMETRIK, PassTime Security Systems, Procon, SysLOCATE

OR

“Systems for Success”

In the highly competitive BHPH industry of today, good systems and processes are needed to be profitable and to grow! A good DMS system is the cornerstone of your operations. In this session, a panel of leading software experts explains the major considerations in picking the right software. What are the strengths of each system? How can technology increase efficiencies and provide the information you need to monitor and manage your operations successfully? Attend this session if you want all the answers to your software questions!

Arkona, Auto Master Systems, Autostar Solutions, NowCom

WEDNESDAY, MAY 7, 2008 (5:00 PM – 6:00 PM)

CONRAD ROOM [CONCURRENT SESSIONS] PAVILION 9 & 10

“Maximizing Your Recoveries”

Sekurus explains how their Protect & Collect program helps collect from customers who might otherwise default. In the challenging economic environment of today, every successful operator must strive to reduce bad debts by increasing recoveries. American Recovery Association has developed an innovative recovery technique to help locate those “hard to find” repo’s. Once you find them, you need to increase your yield when you liquidate them. Let Insurance Auto Auctions help you get top dollar for your repo’s. Finally, this workshop could save you millions!

***American Recovery Association, IAA,
Sekurus – Protect / Collect***

OR

“Add-On’s That Move the Needle”

When the vehicle stops running, the BHPH customer stops paying! Vehicle performance definitely affects collection results. Extended service contracts and warranties cover major vehicle repairs which can otherwise cause defaults. In this workshop you will learn how third party warranties and / or reinsurance programs can be used to provide coverage. Industry experts explain how these products enhance profits and cash flow and what tax benefits you can receive. Learn about other add-on products like GAP insurance and how they help reduce losses. If you are planning to offer your customers these products, don’t miss this session.

***AFCD, Charter Warranty, Guardian
Warranty, Key Royal Financial***

Don’t miss these vendor sessions – they will enhance your experience at this conference!

