

2010 NABD National Conference For Buy Here, Pay Here Conference Agenda

Tuesday, May 11, 2010

Time	Presentation	Speaker / Company	Location
9:00 AM - 5:00 PM	Exhibitor Set-up / Registration	Exhibitors	Hall D
9:00 AM - 7:00 PM	Conference Registration	All	Foyer East
1:00 PM - 1:15 PM	Welcome	Shilson	Venetian Ballroom
1:15 PM - 2:00 PM	CPI / Reinsurance Products That "Move the Needle"	Panel	Venetian Ballroom
2:00 PM - 2:45 PM	"Understanding the Current BHPH Market"	Webb	Venetian Ballroom
2:45 PM - 3:30 PM	Sponsors #1 - Payment Devices	Panel	Venetian Ballroom
3:30 PM - 4:30 PM	"Ask the Counselors"	Panel	Venetian Ballroom
4:30 PM - 4:45 PM	Break	All	Foyer East
4:45 PM - 6:00 PM	Best Operating Practices - Large Operators	Panel	Venetian Ballroom
6:00 PM - 8:30 PM	Welcome Reception	All	Hall D

Wednesday, May 12, 2010

Time	Presentation	Speaker / Company	Location
7:30 AM - 8:30 AM	Late Registration / Coffee / Networking	All	Foyer East
7:30 AM - 8:15 AM	Inspirational Session (Optional)	Linnehan	Venetian Ballroom
8:15 AM - 8:45 AM	Welcome / Intro Sponsors	Shilson / Walters / Sponsors	Venetian Ballroom
8:45 AM - 9:30 AM	"It's the Will, Not the Skill!"	Tunney	Venetian Ballroom
9:30 AM - 10:15 AM	Capital Markets Update	Stephens, Inc. - Nagy	Venetian Ballroom
10:15 AM - 10:30 AM	Break	All	Foyer East
10:30 AM - 11:15 AM	Industry Trends/ Benchmarks/ Outlook	Shilson / NCM	Venetian Ballroom
11:15 AM - Noon	Financing Sources Panel #1- LOC/Floor Plans	Panel	Venetian Ballroom
Noon - 1:00 PM	Luncheon with Exhibitors	All	Hall D
1:00 PM - 1:45 PM	Financing Sources Panel #2 - Contract Purchasers	Panel	Venetian Ballroom
1:45 PM - 2:00 PM	Break	All	Foyer East
2:00 PM - 3:15 PM	Best Operating Practices - Smaller Operators	Panel	Venetian Ballroom
3:15 PM - 3:30 PM	Break	All	Venetian Ballroom
3:30 PM - 4:15 PM	Internet Best Practices	Panel	Venetian Ballroom
4:15 PM - 4:30 PM	Break	All	Foyer East
4:30 PM - 5:15 PM	Online Auctions Are In Your Future	Panel	Venetian Ballroom
5:15 PM - 6:00 PM	Sponsors #2 - Technology	Panel	Venetian Ballroom
6:00 PM - 7:30 PM	Reception with Exhibitors	All	Hall D

Thursday, May 13, 2010

Time	Track #1 - Venetian Ballroom	Track #2 - Venetian Ballroom	Location
7:30 AM - 8:30 AM	Coffee / Networking		Foyer East
8:30 AM - 9:00 AM	"Changing Your Image"	BHPH Year In Review / Industry Studies	
9:00 AM - 2:00 PM	<i>Exhibit Hall Open</i>	<i>Exhibit Hall Open</i>	
9:00 AM - 9:15 AM	<i>Move to Next Workshop</i>	<i>Move to Next Workshop</i>	
9:15 AM - 10:00 AM	DJ Harrington / Jim Tunney	"Wholesale Institute" Part 1	
10:00 AM - 10:15 AM	<i>Move to Next Workshop</i>	<i>Move to Next Workshop</i>	
10:15 AM - 11:00 AM	Sponsors #3 - Vehicle Remarketing	"Wholesale Institute" Part 2	
11:00 AM - 11:15 AM	<i>Move to Next Workshop</i>	<i>Move to Next Workshop</i>	
11:15 AM - Noon	"Is BHPH Right For You?" - Ingram Walters	"Maximizing Recoveries"	
Noon - 2:00 PM	<i>Luncheon with Exhibitors</i>	<i>Luncheon with Exhibitors</i>	
2:00 PM - 3:00 PM	Taxes / Accounting / Portfolio Analysis for Success	Dealer Compliance Workshop	
3:00 PM - 3:15 PM	<i>Move to Wrap-Up Session</i>	<i>Move to Track #1</i>	
3:15 PM - 4:00 PM	Prizes / Wrap-Up / Roundtable	Adjourn / Networking	
4:00 PM - 5:00 PM	Adjourn / Networking	Adjourn / Networking	



"Our Goal Is Your Success"

