

The National Buy Here, Pay Here Conference (NABD 2010)

May 11-13, 2010 • The Venetian, Las Vegas, Nevada

Houston, Texas - The National Alliance of Buy Here, Pay Here Dealers (NABD) today announced the preliminary details for its 12th Annual National Buy Here, Pay Here Conference in Las Vegas. "This year's conference features a fabulous new venue at the Venetian Las Vegas Hotel & Casino," said conference chairman Ken Shilson.

The conference will begin early Tuesday afternoon, May 11, 2010 with more than 2,000 dealers, experts and service providers expected to attend. NABD is the only conference exclusively for Buy Here, Pay Here and features nationally recognized speakers during a two and one-half day program. "Profit opportunities in this automotive industry segment have never been better, and new operators (including franchise dealers) are entering the business in record numbers," Shilson said.

This year's conference will focus on "Doing the Right Things" to maximize cash flow and to capitalize on the unprecedented profit opportunities. The educational sessions include interactive panels with several of the nation's best operators and individual presentations by industry experts. Sessions planned for NABD 2010 include: finding the necessary capital, best operating practices, avoiding legal and regulatory pitfalls, maximizing recoveries, inventory acquisition / reconditioning and remarketing strategies, implementing payment device technology, dealer software systems that provide a "total solution," internet best practices, and add-on products which "add value." In the challenging economic climate of today, attendees will learn "what to do and how to do it at this year's conference!" Shilson stated.

On Wednesday morning May 12, John Linnehan will conduct an inspirational session followed by a keynote presentation featuring Jim Tunney, "Dean of NFL Officials" and a member of the Speakers Hall of Fame. Other featured speakers on May 11 and May 12 include: attorneys Tom Hudson and Terry O'Loughlin; investment banker John Nagy; three of the nation's leading recovery experts; Tom Webb, Manheim's Automotive Economist; and many others. The general education sessions panels will cover best practices for both small and large operators, legal and regulatory compliance, accounting, tax strategies and portfolio analysis, inventory acquisition and remarketing, internet practices, benchmarks and industry economics, twenty groups, capital sources, and other topics of importance. Vendor presentations will cover add-on products, payment device technology, dealer management software

solutions and other important areas. On Thursday May 13, the education sessions will divide into separate tracks which will conclude at 5:00 PM. “All breakouts will provide attendees with information on important topics and will not be infomercials,” Shilson stated.

More than 150 sponsors are expected to make the exhibit hall the largest in BHPH history! Two receptions and two luncheons will be held in the exhibit hall during the conference to facilitate networking between dealers, experts and service providers. Those interested in exhibiting are encouraged to call NABD at 713-290-8171 while space is still available.

The Venetian Hotel and Casino and NABD have arranged unprecedented discounts on luxury suite packages with numerous amenities. The hotel, through NABD, offers the finest rooms in Las Vegas – the Venetian is the largest and most spectacular four-star, five-diamond resort in the world! Availability is limited so attendees are encouraged to reserve their rooms as soon as possible by using the “NABD” code.

The importance of BHPH in the challenging economic environment of today makes this event a “must attend” for anyone serious about prospering in the automotive industry! Space is limited and registrations can be made online at the NABD web site (www.bhphinfo.com) or by calling 713-290-8171.



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