

# Preliminary Agenda \*subject to change\*

## SUNDAY, JUNE 17, 2018

3:00 - 6:00 PM	<b>Registration / Information Desk</b> <i>Sponsored by Dealer Owned Warranty Company</i>
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## MONDAY, JUNE 18, 2018

SCHEDULE	EVENTS
8:00 AM - 6:00 PM	<b>Registration / Information Desk</b> <i>Sponsored by Dealer Owned Warranty Company</i>
9:00 AM - 10:00 AM	Executive Committee/Services/Foundation Boards and Past Presidents Meeting
10:00 AM - 2:00 PM	State Presidents Council Meeting <i>Sponsored By High Tech Locksmiths</i>
10:00 AM - 2:00 PM	Association Executives Council Meeting
1:00 PM - 2:00 PM	Legislative & Regulatory Committee Meeting
2:30 PM - 4:00 PM	<b>GENERAL MEMBERSHIP MEETING</b> <i>Will serve as a Board of Directors meeting; all members encouraged to attend.</i> <i>Sponsored by TradeRev</i>
4:00 PM- 5:00 PM	<b>First Timers Reception</b> <i>Sponsored by CalAmp</i>
4:00 PM- 5:00 PM	BHPH Commission Meeting
5:00 PM- 6:00 PM	<b>BHPH Commission Reception</b> <i>Sponsored by PassTime</i>
6:00 PM- 9:00 PM	<b>Cigars &amp; Martinis Welcome Reception</b> <i>Sponsored by: AutoZone, Black Book, and Auto Data Direct</i>

## TUESDAY, JUNE 19, 2018

SCHEDULE	EVENTS
8:00 AM - 6:00 PM	<b>Registration / Information Desk</b> <i>Sponsored by Dealer Owned Warranty Company</i>
	<b>MARKETPLACE KEYNOTE SERIES</b>
<b>9:00 - 9:30 AM</b>	<b>GENERAL SESSION</b> Convention Opening Remarks & Industry Update
<b>9:30 - 10:00 AM</b>	<b>GENERAL SESSION</b> Marketplace Keynote Speaker
<b>10:00 - 10:30 AM</b>	<b>GENERAL SESSION</b> Marketplace Keynote Speaker
<b>10:45 - 11:15 AM</b>	<b>GENERAL SESSION</b> Marketplace Keynote Speaker
<b>11:15 - 11:45 PM</b>	<b>GENERAL SESSION</b> Marketplace Keynote Speaker
<b>11:45 AM - 12:15 PM</b>	<b>GENERAL SESSION</b> Marketplace Keynote Speaker
12:15 - 1:30 PM	<b>WELCOME LUNCH</b> <i>Sponsored by AFC/Trade REV/ADESA</i>
<b>2:00 - 2:50 PM</b>	<b>GENERAL SESSION</b> The Power of Twenty: Best Practices from NIADA Groups
<b>3:00 - 4:00 PM</b>	<b>GENERAL SESSION: KEYNOTE SPEAKER</b> <b>Speaker: Dick Vitale</b> <i>Sponsored by CARFAX</i>
	<b>CONCURRENT SESSIONS</b>
4:15 - 5:00 PM	Subprime Auto Finance Update and Benchmarks: Looking Back and Ahead
4:15 - 5:00 PM	Dealers v. Attorneys General: The High Risk of Conflict
4:15 - 5:00 PM	Millenials Want to Couch Their Own Deals - Here's Why You Should Let Them
4:15 - 5:00 PM	Retail Lenders Panel
4:15 - 5:00 PM	Digital Marketing to the BHPH Customer
4:15 - 5:00 PM	CPO 101: A Primer to Entering the Certified Preowned Marketplace
5:00 - 8:00 PM	<b>Expo Reception &amp; Grand Opening</b> <i>Sponsored by Spireon</i>
8:00 - 9:30 PM	<b>FIADA Member Meeting &amp; Reception</b>

## Wednesday June 20, 2018

SCHEDULE	EVENTS
8:00 AM - 6:00 PM	<b>Registration / Information Desk</b>
	<i>Sponsored by Dealer Owned Warranty Company</i>
9:00 AM - 12:30 PM	National Quality Dealer Interviews
<b>8:30 - 9:30 AM</b>	<b>GENERAL SESSION</b>
	Session Title: TBD
9:30 - 9:45 AM	BREAK - <i>Sponsored by</i>
9:45 - 10:45 AM	Lines of Credit and Floorplanning Panel
9:45 - 10:45 AM	Digitization of the Wholesale Landscape and Changing Customer Preferences
9:45 - 10:45 AM	Collections Best Practices Dealer Panel
9:45 - 10:45 AM	BHPH 101: A Critical Checklist for Your Business
9:45 - 10:45 AM	How to Create the Most Effective Messaging Campaigns for Your Dealership
9:45 - 10:45 AM	Compliance Considerations in Repossessions
10:45 - 11:00 AM	BREAK - <i>Sponsored by</i>
<b>11:00AM - 3:00 PM</b>	<b>Expo Hall Opens &amp; Networking Lunch</b>
	<i>Sponsored by</i>
3:00 - 5:00 PM	LENDER FAIR
	<b>CONCURRENT SESSIONS</b>
3:15 - 4:00 PM	Contract Buyers Panel
3:15 - 4:00 PM	Best Practices from NIADA CPO Dealers
3:15 - 4:00 PM	Top Litigation Risks in Debt Collection
3:15 - 4:00 PM	Developing a Rock Solid BDC
3:15 - 4:00 PM	Creating a Dominant Video Strategy
3:15 - 4:00 PM	How to Earn An Extra Million Using a Tax Promotion
	<b>CONCURRENT SESSIONS</b>
4:15 - 5:00 PM	Legal Considerations in Offering Warranties and Service Contracts
4:15 - 5:00 PM	Underwriting Your Deals: A Panel Perspective
4:15 - 5:00 PM	Reaching the CPO Customer through Digital Marketing
4:15 - 5:00 PM	Shop Local v. Buy Global: How to Source Inventory in Today's Connected World
4:15 - 5:00 PM	A How To On Credit Reporting
4:15 - 5:00 PM	A View on Recalls from the Manufacturers
<b>6:00 - 7:00 PM</b>	<b>National Leadership Awards Reception</b>
<b>7:00 - 9:00 PM</b>	<b>National Leadership Awards Banquet</b>

## THURSDAY, JUNE 21, 2018

SCHEDULE	EVENTS
8:00 AM - 3:00 PM	<b>Registration / Information Desk</b>
	<i>Sponsored by Dealer Owned Warranty Company</i>
	<b>CONCURRENT SESSIONS</b>
8:30 - 9:30 AM	Understanding How the New Tax Reform Law Impacts Your Dealership
8:30 - 9:30 AM	Consumer Trends in the CPO Marketplace
8:30 - 9:30 AM	Quick Locate and Predictive Insight: Taking Risk Mitigation and Vehicle Recovery to New Heights
8:30 - 9:30 AM	Service Operations for Your Retail Dealership
8:30 - 9:30 AM	Dealership Survival: What Technology Must Do For You
8:30 - 9:30 AM	Independent Auction Panel
9:30 - 9:45 AM	BREAK - <i>Sponsored by</i>
	<b>CONCURRENT SESSIONS</b>
9:45 - 10:45 AM	Discover the Economic Trends in the Used Car Industry
9:45 - 10:45 AM	Break the Barriers of Digital Marketing and Cut Through Vendor Speak
9:45 - 10:45 AM	Hot Employment Law Topics for Small Businesses
9:45 - 10:45 AM	Leadership vs. Management: What's the Difference When Motivating Your People
9:45 - 10:45 AM	Is Lease Here Pay Here For You?
9:45 - 10:45 AM	Listen to Your Financial Statement: You'd Be Surprised What Its Telling You
<b>11:00 AM - 2:00 PM</b>	<b>Expo Hall Opens &amp; Networking Lunch</b>
	<i>Sponsored by:</i>
1:30 - 1:45 PM	Live Car Auction Benefiting the NIADA Foundation
	<i>Sponsored by ADESA, AFC and IAA, which are all part of the KAR Auction Services group of companies</i>
2:00 - 3:00 PM	National Quality Dealer Awards Rehearsal
	<b>CONCURRENT SESSIONS</b>
2:15 - 3:00 PM	Cracking the Facebook Code: The Playbook For Using Facebook to Sell More Cars
2:15 - 3:00 PM	Risk Managing the Inevitable: Strategies for Funding Uninsured Physical Damage
2:15 - 3:00 PM	Data Breaches, Ransomware and All Things Cyber Security
2:15 - 3:00 PM	Service and Reconditioning Tips for the BHPH Dealer
2:15 - 3:00 PM	Boosting Your Web Traffic SEO
2:15 - 3:00 PM	Mobility as a Service – How You Can Profit Today by Getting in the Game
3:00 - 3:15 PM	BREAK
	<b>CONCURRENT SESSIONS</b>
3:15 - 4:00 PM	The Next Level of GPS is Here
3:15 - 4:00 PM	Today's Car Buyers: What The Data Shows and How You Need to Adapt
3:15 - 4:00 PM	Wake Up Call: Are Your Sales Calls Pointless?
3:15 - 4:00 PM	Emerging Technologies: Top 5 Challenges Facing BHPH Dealers
3:15 - 4:00 PM	Are You Shopping for a New DMS? What You Need to Consider
3:15 - 4:15 PM	Florida Department Motorist Services: Helping Florida Dealers Stay Compliant
5:30 - 6:00 PM	<b>National Quality Dealer Reception</b>
6:00 - 8:45 PM	<b>National Quality Dealer Award Banquet</b>
	<i>Sponsored by Cox Automotive/J.D. Power/NADA Used Car Guide and Northwood University</i>
<b>9:00 - 11:00 PM</b>	<b>National Quality Dealer After Party</b>
	<i>Sponsored by</i>