


Orlando Conference **FOR BUY HERE PAY HERE**
OCTOBER 23 - 25, 2017 ★ ROSEN CENTRE ★ ORLANDO, FLORIDA

Preliminary Conference AGENDA*

DAY ONE		MONDAY, Oct 23, 2017		Location	Tab
10:00 AM - 7:00 PM	Registration			Reg Desk 1	
10:00 AM - 5:00 PM	Exhibitor Move-In			Grand Ballroom	
1:00 PM - 1:45 PM	First Timer Reception (Invitation Only)			Signature 1	
2:00 PM - 6:00 PM	GENERAL EDUCATION SESSIONS		Location		
2:00 PM - 2:45 PM	Getting to the Next Level - Walters			Junior Ballroom	
3:00 PM - 3:45 PM	Advertising Do's & Don'ts - Hudson			Junior Ballroom	
4:00 PM - 4:45 PM	Best Practices For Success / LHPH			Junior Ballroom	
5:00 PM - 6:00 PM	Treat Your Business Like A Business - Flint			Junior Ballroom	
6:00 PM - 8:00 PM	Welcome Reception with Exhibitors			Grand Ballroom	

DAY TWO		TUESDAY, Oct 24, 2017		Location	Tab
7:30 AM - 8:45 AM	Breakfast with Exhibitors				
9:00 AM - Noon	GENERAL EDUCATION SESSIONS		Location		
9:00 AM - 10:00 AM	Creating Opportunity Through Mental Toughness - Siebold			Junior Ballroom	
10:00 AM - 10:45 AM	How to Find The Best Inventory			Junior Ballroom	
11:00 AM - 11:45 AM	Benchmarks/Trends Update - Shilson			Junior Ballroom	
Noon - 2:00 PM	Luncheon with Exhibitors / Prize Give Aways			Grand Ballroom	
2:15 PM - 5:45 PM	CONCURRENT AFTERNOON SESSIONS - TRACK ONE		Location		
2:15 PM - 3:00 PM	Best Underwriting Practices - Panel			Junior Ballroom F	
3:15 PM - 4:00 PM	National Reconditioning Survey Report			Junior Ballroom F	
4:15 PM - 5:00 PM	Ways To Increase Sales			Junior Ballroom F	
5:00 PM - 5:45 PM	Finding Capital You Need - Panel			Junior Ballroom F	
2:15 PM - 5:45 PM	CONCURRENT AFTERNOON SESSIONS - TRACK TWO		Location		
2:15 PM - 3:00 PM	Software Solutions - Panel			Junior Ballroom G	
3:15 PM - 4:00 PM	Collection Technology For Success - Panel			Junior Ballroom G	
4:15 PM - 5:00 PM	Integrated Technology Solutions - Panel			Junior Ballroom G	
5:00 PM - 5:45 PM	Capital - Selling Contracts - Panel			Junior Ballroom G	
6:00 PM - 7:00 PM	Cocktail Reception with Exhibitors			Grand Ballroom	
7:00 PM - ??	<i>Night in Orlando!</i>			<i>Enjoy!</i>	

DAY THREE		WEDNESDAY, Oct 25, 2017		Location	Tab
8:30 AM - 11:00 AM	CONCURRENT MORNING SESSIONS - TRACK ONE		Location		
8:30 AM - 9:15 AM	New Developments Update -Panel			Junior Ballroom F	
9:15 AM - 10:00 AM	Accounting / Tax Update - Panel			Junior Ballroom F	
10:15 AM - 11:00 AM	Maximizing Recoveries - Panel			Junior Ballroom F	
8:30 AM - Noon	CONCURRENT MORNING SESSIONS - TRACK TWO		Location		
8:30 AM - 9:15 AM	Connecting With Your Customers - Harrington			Junior Ballroom G	
9:15 AM - 10:00 AM	Collection "Hot Spots" To Avoid - Hudson			Junior Ballroom G	
10:15 AM - 11:00 AM	Best Collection Practices / Add-Ons Panel			Junior Ballroom G	
11:15 AM - Noon	Wrap-Up / Take Away\$ / Prizes			Grand Ballroom	

*Subject to Change