


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

## 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	<i>GENERAL EDUCATION SESSIONS</i>		<i>Location</i>		
2:00 PM - 2:45 PM	Getting to the Next Level - Walters / Shilson		Junior Ballroom		
3:00 PM - 3:45 PM	Advertising Do's & Don'ts- Hudson		Junior Ballroom		
4:00 PM - 4:45 PM	Connecting With Your Customers - Harrington		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	<i>GENERAL EDUCATION SESSIONS</i>		<i>Location</i>		
9:00 AM - 10:00 AM	Creating Opportunity Through Mental Toughness - Siebold		Junior Ballroom		
10:00 AM - 10:45 AM	LPHH - Another Alternative		Junior Ballroom		
11:00 AM - Noon	New Technology Showcase		Junior Ballroom		
Noon - 2:00 PM	Luncheon with Exhibitors / Prize Give Aways		Grand Ballroom		
2:15 PM - 5:45 PM	<i>CONCURRENT AFTERNOON SESSIONS - TRACK ONE</i>		<i>Location</i>		
2:15 PM - 3:00 PM	Inventory Acquisiton / Financing - Panel		Junior Ballroom F		
3:15 PM - 4:00 PM	National Reconditioning Survey Results		Junior Ballroom F		
4:15 PM - 5:00 PM	Ways To Increase Sales		Junior Ballroom F		
5:00 PM - 5:45 PM	F & I Products That Increase Success		Junior Ballroom F		
2:15 PM - 5:45 PM	<i>CONCURRENT AFTERNOON SESSIONS - TRACK TWO</i>		<i>Location</i>		
2:15 PM - 3:00 PM	Collection Tools For Success - GPS		Junior Ballroom G		
3:15 PM - 4:00 PM	Software Solutions For Success - DMS		Junior Ballroom G		
4:15 PM - 5:00 PM	Capital - Lines of Credit		Junior Ballroom G		
5:00 PM - 5:45 PM	Integrated Technology Solutions - Other		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	<i>CONCURRENT MORNING SESSIONS - TRACK ONE</i>		<i>Location</i>		
8:30 AM - 9:15 AM	Regulatory Protection - 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	<i>CONCURRENT MORNING SESSIONS - TRACK TWO</i>		<i>Location</i>		
8:30 AM - 9:15 AM	Capital - Selling Contracts		Junior Ballroom G		
9:15 AM - 10:00 AM	Best Underwriting Practices		Junior Ballroom G		
10:15 AM - 11:00 AM	Collection "Hot Spots" To Avoid		Junior Ballroom G		
11:15 AM - Noon	Wrap-Up / Take Away\$ / Prizes		Grand Ballroom		

\*Subject to Change