

Orlando Conference FOR BUY HERE PAY HERE

OCTOBER 23 - 25, 2017 ★ ROSEN CENTRE ★ ORLANDO, FLORIDA

Conference Theme: Opportunity Knocks - Best Ways To Respond!

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 / 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	Grand Ballroom			
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	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	CONCURRENT AFTERNOON SESSIONS - TRACK ONE		Location		
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	CONCURRENT AFTERNOON SESSIONS - TRACK TWO		Location		
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 - ??	Night in Orlando!	Enjoy!			

DAY THREE		WEDNESDAY, Oct 25, 2017		Location	Tab
7:30 AM - 8:00 AM	Networking Coffee	Junior Ballroom			
8:30 AM - 11:00 AM	CONCURRENT MORNING SESSIONS - TRACK ONE		Location		
8:30 AM - 9:15 AM	Regulatory Protectors - 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	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	Junior Ballroom F			

Please put your cell phones on vibrate during the session