



NATIONAL CONFERENCE

FOR BUY HERE PAY HERE *Wynn* LAS VEGAS. MAY 24-26, 2016

January 13, 2016

Dear Sponsor,

NABD is pleased to announce that it will host its 18th Annual Buy Here Pay Here National Conference at the Wynn in Las Vegas, Nevada, on May 24-26, 2016. The Wynn is recognized with more Forbes Five Star Awards than any other casino resort in the world and has been an exceptional venue for the past three years. Our special thanks to all of the exhibitors and attendees who made last year's Conference one of the best ever.

1. The Wynn is one of Las Vegas' very finest resort casinos. Discounted luxury room packages are available at unprecedented \$199 room rates and no resort fees. Our discount room packages are also available (subject to availability), for those who wish to extend their Las Vegas visit, 3 days before and after the conference. The beautiful facilities and discounted suite rates make this conference a must-attend for everyone!
2. NABD will offer luxury suite upgrades, meeting facilities and special amenities to sponsors who would like to have business meetings around the dates of the conference. These special arrangements must be made as soon as possible because meeting space availability is limited so contact either Keith Shilson or myself as soon as possible. Sponsors who arrange advance meetings will be given preferred booth locations at the 2016 conference.
3. Our exhibit hall has been planned to accommodate all of our sponsors' needs. A preliminary floor plan has been posted on our website at www.bhphinfo.com and a copy is enclosed. The exhibit hall will be fully carpeted and perfectly sized to our needs. The exhibit hall and educational sessions are located next to each other on a single floor, and we have exclusive use of their loading dock. We have alternating exhibit hall entries nightly to maximize flow by attendees for all exhibitor locations. Sponsors will be offered the opportunity to promote their products/services during "New Product Showcase" sessions. Call Keith Shilson at (832) 767-4759 for details.
4. The conference begins on Tuesday afternoon, May 24 with education sessions, as well as a gala welcome reception including carving stations and drinks in the exhibit hall. **All meals and receptions during the conference will be held inside the exhibit hall to facilitate interaction with attendees.** No educational sessions will be held during exhibitor hours, and exhibitors may schedule meetings with prospects in the exhibit hall during the educational sessions.
5. The conference will conclude at 1:00 PM on Thursday afternoon, May 26 so you can enjoy Las Vegas, or return home if you can't stay over the Memorial Day weekend, which follows the show. The Tuesday – Thursday format facilitates travel and enables attendees to enjoy Las Vegas over the weekend, before and after the conference, at unprecedented discounts.
6. NABD will again offer featured speaking opportunities to Platinum Plus and Platinum Sponsors to increase each attendee's knowledge of your products or services. Such

speaking spots are by mutual agreement and are subject to availability. These spots will be assigned on a first-come, first-serve basis.

7. Pre-conference advertising will include listings of our committed sponsors which will enhance your business opportunities both before and after the conference. Booths will not be assigned until your full sponsorship payment is received by us.
8. Platinum Plus Sponsors will be given an early move-in opportunity prior to the conference starting Monday, May 23rd.
9. Call 832-767-4759 for advertising opportunities available on www.bhphinfo.com. Web banners are available on a first-come, first-serve basis.

Event Sponsorships:

Platinum Plus Sponsors will be designated as a conference event sponsor for a reception, luncheon or coffee or other activity. Your company will receive individual recognition for sponsoring these events and other special amenities during the conference. Other partnership opportunities are available upon request to enhance your conference experience. Anyone interested in an event or partnership should call Keith Shilson for details. Please note that event sponsorships are limited, so we encourage you to advise us of your participation as soon as possible.

This letter summarizes our request for your sponsorship of the 2016 BPH National Conference to be held May 24-26 in Las Vegas, Nevada. Participate by selecting the sponsorship package which best meets your needs. A matrix of sponsorship options which compares the features of each is attached.

Exhibit hall space is limited so your immediate response is encouraged. Booth locations will be made on a first-come, first-serve basis based upon receipt of your sponsorship payment. You can reserve your booth today by calling 832-767-4759, via fax at 713-680-2474, or by email to keith@kenshilson.com. The floor plan is attached for your reference and updates will be posted on our website at www.bhphinfo.com.

You may also designate your sponsorship by completing the attached form and returning it with your payment to: NABD, 2180 North Loop West, Suite 270, Houston, Texas 77018-8014.

Sponsors who need seven or more rooms for the conference will need a subgroup before making reservations at the Wynn. NABD has secured suite upgrades at the discounted room rates which will be offered to subgroups (subject to availability). Contact Joe Kears at 832-767-4759 to arrange your subgroup and suite upgrade while supplies last.

We look forward to seeing you in Las Vegas at our 18th Annual National Conference on May 24-26, 2016.

Sincerely,



Kenneth B. Shilson, CPA
Conference Chairman



Keith Shilson
Marketing Director



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NABD 2016 National Conference Sponsorship Options

Feature	Platinum Plus \$12,500	Platinum \$7,500	Gold \$5,000	Silver \$2,500
1. Event Sponsorship	Yes	No	No	No
2. Booth Size *One Company Per Booth	20' x 20' (1)	10' x 20'	10' x 10' or 10' x 20' (2) (4)	10' x 10'
3. Preferred Attendee Discounts at \$375 Ea.	Up to 10	Up to 10	Up to 5	Up to 5
4. Post-Conference Attendee List	Yes	Yes	Yes	Yes
5. Social Media Announcement	Yes	Yes	No	No
6. Sponsor Workbook Designation	Yes	Yes	No	No
7. Speaker	Featured (4)	Yes* (4)	Yes* (4)	No
8. Pre Conference Advertising	Yes	Yes	Yes	Yes
9. Included Registrations* (3)	Up to 12	up to 10	Up to 5	Up to 2
10. Sponsor Designation on www.bhphinfo.com	Yes	Yes	Yes	No
11. Boot Camp Sponsorship Opportunity	Yes	Yes	Yes	No
12. Preferred Booth Location	Yes (4)	Yes (4)	No	No
13. New Products Showcase Presentation Opportunity	Yes	Yes	Yes	No
14. NABD Partnership Participation Opportunity	Yes	No	No	No

* (1) Contact Keith for alternate arrangements.

* (2) 10' x 20' space will be subject to availability on first come, first serve basis.

* (3) For Sponsor employees only.

* (4) As mutually agreed with NABD.

THE NATIONAL ALLIANCE OF BUY HERE, PAY HERE DEALERS

2180 North Loop W, Suite 270 · Houston, Texas · Phone: 832-767-4759 · Fax: 713-680-BHPH

Website: www.bhphinfo.com · E-Mail: keith@kenshilson.com



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Las Vegas Exhibit Hall Hours Lafite Ballroom

Exhibitors will be allowed to remain in their booths during “unofficial” exhibit hall hours in order to set up meetings with attendees. Please secure all valuables if you leave your booth unmanned. NABD will **not** be responsible for missing property.

The official exhibit hall hours are as follows:

- Tuesday, May 24 – 9:00am-6:00pm – Exhibitor Registration/Set-up
- Tuesday, May 24 – 6:00pm-8:00pm – Welcome Reception with Exhibitors
- Wednesday, May 25 – 7:30am-9:00am – Networking Coffee with Exhibitors
- Wednesday, May 25 – Noon-2:30pm – Networking Luncheon with Exhibitors
- Wednesday, May 25 – 6:00pm-7:30pm – Cocktails & Hors D'oeuvres with Exhibitors
- Thursday, May 26 – 7:30am-9:00am – Breakfast with Exhibitors
- Thursday, May 26 – 9:00am- 5:00pm – Exhibitor move out with GES

NOTE:

GES Exhibitor Services will handle all exhibit hall duties. You can receive an electronic exhibitor kit directly from them.



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SPONSOR APPLICATION

Sponsor for the 18th Annual BHPH National Conference – Please make sponsor payments PROMPTLY! Thank you!
We understand and acknowledge that exhibit space is limited to one company per exhibit booth (no booth sharing).

- _____ **Platinum Plus Sponsor (\$12,500):**
- \$3,500 deposit due immediately to reserve booth. Balance due, in full, by April 15, 2016.
- _____ **Platinum Sponsor (\$7,500):**
- \$2,500 deposit due immediately to reserve booth. Balance due, in full, by April 15, 2016.
- _____ **Gold Sponsor (\$5,000):**
- Full payment due immediately to reserve booth.
- _____ **Silver Sponsor (\$2,500):**
- Full payment due immediate to reserve booth.

1. Exhibitor Information: This information will be used when mailing & shipping all exhibitor materials.

_____ Company Name	_____ Telephone
_____ Address (If PO Box, please provide shipping address also)	_____ Fax
_____ City, State, Zip	_____ Website

2. Contact Information: The official contact will receive all sponsor materials and post conference attendee listings.

_____ Official Contact	_____ Telephone (If different from above.)
_____ Email	

3. Product or Service: Please select a category for the type of product(s) or service(s) to be exhibited.

- | | | | |
|--|---|---|--|
| <input type="checkbox"/> Advertising / Marketing | <input type="checkbox"/> Attorney / Legal | <input type="checkbox"/> Auto Transport | <input type="checkbox"/> Capital – Floor Plans |
| <input type="checkbox"/> Capital – Lines of Credit | <input type="checkbox"/> Capital – Notes | <input type="checkbox"/> Certified Public Accountants | <input type="checkbox"/> Collection Training |
| <input type="checkbox"/> Dealer Education | <input type="checkbox"/> Dealer Management Software | <input type="checkbox"/> Key Systems | <input type="checkbox"/> Lead Management |
| <input type="checkbox"/> Payment Devices / GPS | <input type="checkbox"/> Recoveries | <input type="checkbox"/> Reinsurance / Insurance | <input type="checkbox"/> Tax Preparation |
| <input type="checkbox"/> Trade Publication | <input type="checkbox"/> Training | <input type="checkbox"/> Twenty Groups | <input type="checkbox"/> Vehicle Remarketing |
| <input type="checkbox"/> Warranty / Service Contract | <input type="checkbox"/> Other (please specify) _____ | | |

4. Directory Information: This information will be printed in the conference workbook given to all attendees.

_____ Company Name	_____ Telephone
_____ Address	_____ Fax
_____ City, State, Zip	_____ Website

5. Signature

_____ Signature	_____ Print Name & Title
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CREDIT CARD INFORMATION

**NABD Prefers Payment By Check
AMEX Payments Are No Longer Accepted!*

CONTACT INFO:

Name

Company

Phone

Fax

PLEASE CHARGE MY:

Discover

MasterCard

Visa

Amount

Apply To

Card No.

Expiration

Name (as it appears on the card)

Billing Address

City, State, Zip

CHARGE AGREEMENT: This cardholder agrees to pay the amount entered above to the NABD Conference. No refunds are allowed. The cardholder agrees not to dispute this charge with the credit card company. This document may be used as proof of goods or services purchased.

I, the Cardholder, understand the above statement and agree to abide by the "No Refunds" policy.

Signature

Date

THE NATIONAL ALLIANCE OF BUY HERE, PAY HERE DEALERS
2180 North Loop West Suite 270 Houston, Texas 77018
Phone: 832-767-4759 Fax: 713-680-BPHH (2474) Website: www.bhphinfo.com

NABD STRONGLY PREFERS PAYMENT BY CHECK!