

## **NABD Announces East Coast BHPH Conference on 10-23 - 10-25**

**HOUSTON, TEXAS** – The National Alliance of Buy Here Pay Here Dealers (NABD) today announced its 15th Annual Buy Here, Pay Here (BHPH) Conference in Orlando, Florida at the Rosen Centre. The Conference theme is “Opportunity Knocks – Best Ways to Respond.”

President and founder Ken Shilson indicated, “The last 24 months have been extremely challenging for BHPH operators, but better days are ahead!” Increased competition, plus higher operating and compliance costs, combined to reduce profits and BHPH market share, Shilson explained. The competition is declining and former BHPH customers will reenter the finance market when they default on the vehicles they bought from the competition. This Conference will address ways to regain market share, avoid compliance mistakes, reconnect with the best customers, and the underwriting and collection practices that work in the current environment.

The program begins on Monday, Oct. 23 with a First Timer Reception at 1:00 PM and ends at noon on Wednesday, Oct. 25 to facilitate return travel. Featured speakers include Richard Flint, Steve Siebold, DJ Harrington, Ingram Walters, Ken Shilson, and other experts who will provide important tips and insights to help attendees succeed. “Their messages will benefit attendees long after the Conference,” Shilson explained. “NABD will post a preliminary agenda on our website at [www.bhphinfo.com](http://www.bhphinfo.com), and more details are available by calling (832) 767-4759.”

The Conference will feature a “sold out” exhibit hall to facilitate networking between experts and attendees. Anyone interested in exhibiting should call (832) 767-4759 as exhibit sales are currently underway and exhibitor space is limited.

Rosen Centre is conveniently located just minutes from the Orlando airport and was recently voted one of the 75 best meeting hotels in America. Recently renovated, it offers the ideal facilities for this Conference. NABD has negotiated the discounted room rate of \$179 per night with no resort fees to make it affordable for everyone. Conference registration discounts are also available for attendees who make

**For Immediate Release**

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their room reservations before Sept. 22. Visit [www.bhphinfo.com](http://www.bhphinfo.com) or call (832) 767-4759 to register or for more information.

*NABD is the only used car special interest group exclusively for the BHPH industry. Membership has no dues and is obtained by attending one of the upcoming training events.*