

NABD BHPH Orlando Conference Helps Operators Succeed!

HOUSTON, TEXAS – The National Alliance of Buy Here, Pay Here Dealers (NABD) today announced the successful completion of its training conference held last week in Orlando, Florida at Rosen Centre. Operators from around the United States attended the 3-day event with the theme “Opportunity Knocks – Best Ways to Respond”. The educational sessions featured sessions on best practices, compliance “hot spots” and gaining market share. “Over 50% of the attendees surveyed had never attended an NABD conference previously,” said Ken Shilson, President of NABD.

The Conference opened on Monday, Oct. 23 with a joint presentation by Shilson and Ingram Walters entitled, “Getting to The Next Level”, which outlined the ten things operators need to succeed today. The session also featured Hall of Fame inductions of Rick Potter and Stan Schwarz, who made lifelong contributions to the BHPH industry, and were inducted posthumously. NABD also released its midyear BHPH Benchmarks during the opening session. A presentation on “Advertising Do’s and Don’ts” was followed by attorneys from Hudson Cook, LLP, and Terry O’Loughlin from Reynolds and Reynolds. The single-track general sessions continued with keynote presentations by nationally recognized speakers DJ Harrington, Richard Flint, and Steve Siebold that were enjoyed by all.

On Tuesday morning, successful LPH operators discussed the benefits of leasing as a BHPH alternative. The General Education Sessions concluded with a New Technology Showcase featuring ACV Auctions, Lyft, and Magnum Contact, who introduced new technologies that help operators source vehicles online, increase sales and payments, and convert website leads, respectively.

On Tuesday afternoon and Wednesday morning, the Conference continued with 14 different concurrent Workshop Sessions covering: inventory acquisition and financing, national reconditioning survey results, ways to increase sales, F&I products for success, GPS collection tools, DMS software solutions, capital acquisition, integrated technology solutions, regulatory protection by state dealer associations, an accounting/tax update, maximizing recoveries, best underwriting practices, and collection “Hot Spots” to avoid. All these Workshops were interactive, so attendees could ask questions and get answers on these important topics.

The event also featured a “First Timer” Reception with over 150 attendees. The Conference included a “sold out” Solutions Hall with more than 75 exhibitors who offered all the latest BHPH products and services to make attendees more profitable. The Solutions Hall hosted two receptions, a luncheon, coffees, and a breakfast. A highlight was the charity auction of a customized golf cart donated by Manheim. The proceeds of the auction went to the NIADA/TIADA hurricane relief fund for the benefit of victims of these recent natural disasters. NABD announced that a portion of the Conference proceeds will be donated to the relief fund.

“Attendee evaluations unanimously indicated that the program will help them succeed in 2018 and beyond,” said Shilson. “Our speakers and sponsors did an outstanding job and made the event one

of the most popular conferences in our 20-year history,” Shilson explained. Attendee and sponsor comments, along with Conference photos, are posted on the NABD website at www.bhphinfo.com.

NABD is the nation’s only used car group exclusively for BHPH operators. NABD works closely with other associations and trade groups for the betterment of the self-finance used vehicle industry. Membership is attained by attending any of the organizations training events.

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