

CONFERENCE AGENDA

TUESDAY - NOVEMBER 1, 2016			LOCATION
9:00 AM - 6:00 PM	Exhibitor Set-Up		Sebastian JK
9:00 AM - 6:00 PM	Registration		Sebastian Registration
2:00 PM - 2:45 PM	First-Time Attendee Reception (By Invitation)		Panzacola H-4
3:00 PM - 5:45 PM	Workshops - Dual Tracks		
TRACK 1:			LOCATION
3:00 PM - 3:45 PM	Managing Vendor Compliance		Sebastian I-1&2
4:00 PM - 4:45 PM	Ways to Turn Charge-Offs into Cash		Sebastian I-1&2
5:00 PM - 5:45 PM	Add-On Product Best Practices		Sebastian I-1&2
TRACK 2: Compliance University			LOCATION
3:00 PM - 3:45 PM	Technology to Gain Market Share		Sebastian I-3&4
4:00 PM - 4:45 PM	New Products Showcase		Sebastian I-3&4
5:00 PM - 5:45 PM	Reconditioning Best Practices		Sebastian I-3&4
6:00 PM - 8:00 PM	Welcome Reception with Exhibitors		Sebastian JK
WEDNESDAY - NOVEMBER 2, 2016			
7:30 AM - 9:00 AM	Late Registration /Coffee with Exhibitors		Sebastian JK
8:15 AM - Noon	Workshops - Dual Tracks		
TRACK 1:			LOCATION
8:15 AM - 9:00 AM	Making Your Deal Jackets Compliant		Sebastian I-1&2
9:15 AM - 10:00 AM	Increasing Your Tax Refund Business		Sebastian I-1&2
10:15 AM - 11:00 AM	Capital Solutions Selling Contracts Discussion Groups		Sebastian I-1&2
11:15 AM - Noon	Capital - Payment Devices Best Practices		Sebastian I-1&2
TRACK 2:			LOCATION
8:15 AM - 9:00 AM	Accounting/Tax New Developments		Sebastian I-3&4
9:15 AM - 10:00 AM	LHPH Best Practices		Sebastian I-3&4
10:15 AM - 11:00 AM	Capital Solutions - Lines of Credit Panel		Sebastian I-3&4
11:15 AM - Noon	Technology Solutions for Success		Sebastian I-3&4
Noon - 2:30 PM	Luncheon with Exhibitors		Sebastian JK
GENERAL EDUCATION SESSIONS - SINGLE TRACK			LOCATION
2:30 PM - 3:00 PM	Keynote Presentation - Harris Rosen		Sebastian I
3:15 PM - 4:00 PM	Current Developments Update		Sebastian I
4:15 PM - 5:00 PM	Financing/Marketing Inventory Using Digital Channels		Sebastian I
5:15 PM - 6:00 PM	Benchmarks/Trends Update		Sebastian I
6:00 PM - 7:30 PM	Cocktails with Exhibitors /Cash Give Away /Prizes		Sebastian JK
THURSDAY - NOVEMBER 3, 2016			LOCATION
7:30 AM - 9:00 AM	Networking Breakfast with Exhibitors		Sebastian JK
8:30 AM - 1:00 PM	General Education Sessions, continued		Sebastian I
8:30 AM - 9:00 AM	Improving Customer Communications		Sebastian I
9:15 AM - 10:00 AM	Operating Best Practices Panel		Sebastian I
10:15 AM - 11:00 AM	Compliance Issues/Ways to Protect Your Operation		Sebastian I
11:15 AM - 12:00 PM	Avoiding Collection Mistakes		Sebastian I
12:15 PM - 1:00 PM	Best Take Aways /Action Plan		Sebastian I
1:00 PM	Wrap-Up /Prizes /Adjourn		Sebastian I

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*Subject to Change