

# ORLANDO CONFERENCE AGENDA

TUESDAY - NOVEMBER 1, 2016		LOCATION
9:00 AM - 6:00 PM	Exhibitor Set-Up	Sebastian J/K
9:00 AM - 6:00 PM	Registration	Registration
2:00 PM - 2:45 PM	First-Time Attendee Reception (By Invitation)	Panzacola H-4
TRACK #1: Concurrent		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	Interactions & Transactions-Millennial Marketing / Conversion Techniques	Sebastian I-1&2
TRACK #2: Concurrent		LOCATION
3:00 PM - 3:45 PM	New Technology Showcase	Sebastian I-3&4
4:00 PM - 4:45 PM	Making Your Deal Jackets Compliant	Sebastian I-3&4
5:00 PM - 5:45 PM	Best BPHH Reconditioning Practices	Sebastian I-3&4
6:00 PM - 8:00 PM	Welcome Reception with Exhibitors	Sebastian J/K
WEDNESDAY - NOVEMBER 2, 2016		LOCATION
7:30 AM - 9:00 AM	Late Registration / Coffee with Exhibitors	Sebastian J/K
TRACK #1: Concurrent		LOCATION
8:15 AM - 9:00 AM	F&I Products Best Practices	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 Presentations	Sebastian I-1&2
11:15 AM - 12:00 PM	Payment Devices Best Operating Practices	Sebastian I-1&2
TRACK #2: Concurrent		LOCATION
8:15 AM - 9:00 AM	New Accounting/Tax Developments	Sebastian I-3&4
9:15 AM - 10:00 AM	LPHH Best Practices	Sebastian I-3&4
10:15 AM - 11:00 AM	Capital Solutions - Lines of Credit / Floor Plans	Sebastian I-3&4
11:15 AM - 12:00 PM	Technology Solutions for Success	Sebastian I-3&4
12:00 PM - 2:30 PM	Luncheon with Exhibitors	Sebastian J/K
GENERAL EDUCATION SESSIONS		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	Sourcing, Financing and 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 J/K
THURSDAY - NOVEMBER 3, 2016		LOCATION
7:30 AM - 9:00 AM	Networking Breakfast with Exhibitors	Sebastian J/K
8:30 AM - 9:00 AM	Improving Customer Communications	Sebastian I
9:00 AM - 10:00 AM	Operating Best Practices Panel	Sebastian I
10:15 AM - 11:30 AM	Avoiding Collection Mistakes	Sebastian I
11:45 AM - 12:45 PM	Compliance Issues/ Ways to Protect Your Operation	Sebastian I
12:45 PM - 1:00 PM	Take Aways / Action Plan / Prizes	Sebastian I
		Sebastian I

*\* Subject to Change*

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