



Preliminary Conference AGENDA*

DAY ONE		MONDAY, Oct 8, 2018		Location	Tab
12:00 PM - 6:00 PM	Registration / Information Desk			Premier Pre-function	
3:00 PM - 4:00 PM	BHPH Certified Master Dealer Discovery				
4:00 PM - 5:00 PM	First Timer Reception				
5:00 PM - 6:00 PM	BHPH Commission Meeting				
6:30 PM - 9:00 PM	Welcome & Kickoff Reception			Live Lucky Pool	
DAY TWO		TUESDAY, Oct 9, 2018		Location	Tab
8:00 AM - 6:00 PM	Registration / Information Desk			Premier Pre-Function	
9:00 AM - Noon	<i>GENERAL EDUCATION SESSIONS</i>			<i>Location</i>	
9:00 AM - 9:30 AM	Conference Welcome & Opening Remarks			318 - 320	
9:30 AM - 10:15 AM	Inside the Numbers: A Guide to Subprime Success			318 - 320	
10:15 AM - 10:30 AM	Break			Premier Pre-Function	
10:30 AM - 11:15 AM	NIADA's BHPH Commission: Looking Out for You - Panel			318 - 320	
11:15 AM - 12:00 PM	Best Ideas from Dealer Twenty Groups - Panel			318 - 320	
12:00 PM - 3:00 PM	EXPO GRAND OPENING AND LUNCH WITH EXHIBITORS			309 - 317	
3:15 PM - 5:00 PM	<i>CONCURRENT BREAKOUT SESSIONS</i>			<i>Location</i>	
3:15 PM - 4:00 PM	Growing Your Business With the Right Lines of Credit - Panel			319	
3:15 PM - 4:00 PM	BHPH 101: Basic Building Blocks for Success			320	
3:15 PM - 4:00 PM	Expanding Your BHPH Operation Through Retail Subprime - Panel			318	
4:00 PM - 4:15 PM	Break			Premier Pre-Function	
4:15 PM - 5:00 PM	Contract Buying & Cash Flow: A Business Case For Selling Contracts - Panel			319	
4:15 PM - 5:00 PM	Building Your Team in the Digital Age - Panel			320	
4:15 PM - 5:00 PM	Internal Controls to Fraud Proof Your Business			318	
4:15 PM - 5:00 PM	Identifying Vehicle Damage and Reducing Risk - A Live Walk Around			Premier Pre-Function	
5:00 PM - 7:30 PM	COCKTAIL RECEPTION WITH EXHIBITORS			309 - 317	
7:30 PM - ??	<i>Night in Las Vegas!</i>			<i>Enjoy!</i>	
DAY THREE		WEDNESDAY, Oct 10, 2018		Location	Tab
8:00 AM - 6:00 PM	Registration / Information Desk			Premier Pre-Function	
8:30 AM - 11:45 AM	<i>CONCURRENT BREAKOUT SESSIONS</i>			<i>Location</i>	
8:30 AM - 9:30 AM	Collections Best Practices			319	
8:30 AM - 9:30 AM	A Compliance Guide to Calling and Texting Your Customers			318	
8:30 AM - 9:30 AM	F&I Products for Subprime Success - Panel			320	
9:00 AM - 11:00 AM	<i>FINANCING FAIR</i>				
9:30 AM - 9:45 AM	Break			<i>Location</i>	
9:45 AM - 10:45 AM	Accounting and Tax Planning in the Post Tax Reform World			320	
9:45 AM - 10:45 AM	BHPH Long Term Strategies: Grow, Shrink or Exit - Panel			319	
9:45 AM - 10:45 AM	How to Reach Your Customer Through Digital Media			318	
10:45 AM - 11:00 AM	Break			<i>Location</i>	
11:00 AM - 11:45 AM	Biggest Legal Challenges Facing the Subprime Industry: A View From The In-House Counsel's Office - Panel			318	
11:00 AM - 11:45 AM	Latest Trends in Finding, Acquiring, and Reconditioning Inventory - Panel			319	
11:00 AM - 11:45 AM	Is LPH A Better Alternative?			320	
11:00 AM - 11:45 AM	Identifying Vehicle Damage and Reducing Risk - A Live Walk Around (Encore Presentation)			Premier Pre-Function	
12:00 PM - 3:00 PM	EXPO OPEN AND LUNCH WITH EXHIBITORS			309 - 317	
3:15 PM - 5:00 PM	<i>GENERAL EDUCATION SESSIONS</i>			<i>Location</i>	
3:15 PM - 4:00 PM	Underwriting Best Practices - Panel			318 - 320	
4:00 PM - 4:45 PM	Automotive in the Age of Mobility			318 - 320	
4:45 PM - 5:00 PM	Conference Wrap-up and Takeaways			318 - 320	
5:00 PM - 7:30 PM	CLOSING RECEPTION AND PRIZE GIVEAWAY WITH EXHIBITORS			309 - 317	