

# Preliminary Conference AGENDA\*

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