



Orlando Conference FOR BUY HERE PAY HERE

OCTOBER 23 - 25, 2017 ★ ROSEN CENTRE

EXHIBITOR KIT

The Only Conference Exclusively for Buy Here Pay Here!

Speaking
Opportunities
Available!

Over
14,000
Members

For
BHPH
Exclusively



Orlando Conference FOR BUY HERE PAY HERE OCTOBER 23 - 25, 2017 ★ ROSEN CENTRE ★ ORLANDO, FLORIDA

The Only Exclusively BHPH Networking & Educational Conference!

ABOUT NABD: The National Alliance of Buy Here, Pay Here Dealers ("NABD") is the industry's largest used car special interest group, with more than 14,000 members. It was created to educate, train, and promote the interests of the self-finance industry nationwide. NABD coordinates annual national conferences and other training events. Sponsors of NABD include automotive product and service providers, capital market companies, financial products and services, internal and social media trainers, advertising and marketing companies, and others.



As a special interest group, NABD works closely with automotive associations and other industry organizations in representing the buy here, pay here segment of the used car industry. The NABD brand is nationally recognized as the premier special interest group for BHPH; it recruits and includes leading attorneys, industry experts, and many of the nation's most successful operators.



NABD has conducted national training events for the last 19 years. In 2017, NABD held a successful conference in May at the Wynn | Encore Las Vegas, with over 1,200 attendees. This is our 15th Annual East Coast Conference, and our third consecutive year in Orlando. Our goal is the success of our members and sponsors.

EDUCATIONAL WORKSHOPS AND SPEAKING OPPORTUNITIES: NABD's educational program provides opportunities to develop new business through interactive attendee workshops and presentations to prospective customers who attend our Conferences. Take advantage of this exceptional opportunity to promote your products and services to our members!

What Our Sponsors Say about Past NABD Conferences:

"NABD was the single best presentation of events that I have experienced in my ten years in this industry. Record attendance and a dynamic line up of speakers and topics made for an outstanding three days. Ken and Ingram continue to build on previous shows and their hard work has paid dividends. Future NABD events are a can't-miss for industry participants and vendors."

- Bill Caan, Cal Amp



"This was the best conference that I have attended in my 21 years in business. We had a record number of dealers come to our booth to learn about our products and we even had pro-active dealers sign up for our service right in our booth. Dealers at the NABD Conference were dealers who were serious about their businesses and were ready to act on products that can better their dealerships. Congrats on such a great show NABD!"

- Bill Neylan, Tax Max



"NABD organized another impressive event in Las Vegas with a tremendous turnout! It's always exciting to see a diverse group of dealers come together with a focus on improving their business and the industry, as a whole. I'm already looking forward to the next NABD event!"

- Lori Kahre, NextGear Capital

**FOR SPEAKING AND EXHIBITOR INFORMATION,
CALL (832) 767-4759 OR VISIT WWW.BHPHINFO.COM**

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NABD 2017 ORLANDO CONFERENCE SPONSORSHIP OPTIONS*

Feature	Platinum Plus \$10,000	Platinum \$7,500	Gold \$5,000	Silver \$2,500
1. Event Sponsorship	Yes	No	No	No
2. Booth Size One Company Per Booth	20' x 20'	10' x 20'	10' x 10'	10' x 10'
3. Preferred Attendee Discounts at \$325 Ea.	Up to 10	Up to 10	Up to 5	Up to 5
4. Post-Conference Attendee List	Yes	Yes	Yes	Yes
5. Website Listing	Yes	Yes	Yes	Yes
6. Social Media Announcement	Yes	Yes	No	No
7. Sponsor Workbook Designation	Yes	Yes	No	No
8. Speaker	Featured	Yes	Panel	No
9. Pre Conference Advertising Inclusion	Yes	Yes	Yes	Yes
10. Included Registrations	Up to 12	up to 10	Up to 5	Up to 2
11. Sponsor Designation on www.bhphinfo.com	Yes	No	No	No
12. Preferred Booth Location	Yes	Yes	No	No

***\$325 ATTENDEE DISCOUNT AVAILABLE FOR YOUR CLIENTS or PROSPECTS STAYING at the ROSEN CENTRE.**

For Your Employees Only. Call for Details: (832) 767-4759.

Please call Keith for special promotional opportunities at (832) 767-4759.

THE NATIONAL ALLIANCE OF BUY HERE, PAY HERE DEALERS
2180 North Loop W, Suite 270 · Houston, Texas · Phone: 832-767-4759 · Fax: 713-680-BHPH
Website: www.bhphinfo.com · E-Mail: keith@kenshilson.com

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June 5, 2017

Dear Sponsor,

NABD is pleased to announce that it will host its 14th Annual East Coast BHPH Conference at the Rosen Centre in Orlando, Florida on October 23-25, 2017. We return to Orlando as the event was very successful there last fall. The Rosen Centre is located near the Orlando Conference Center, Universal Studios, less than 15 minutes from the Orlando airport, and is one of the finest Orlando properties. Shuttle services to the Disney properties and to Universal Studios are available. The conference facilities at the Rosen Centre are ideally suited for this program and for your families to enjoy Orlando. Rosen Centre was recently voted one of the 75 best meeting hotels in America.

1. The Orlando venue will be designed for both new and experienced operators. The workshops will feature compliance, collections and best operating practices, and the theme is "Opportunity Knocks for BHPH". Our May 2017 show featured the most successful exhibit hall in NABD history and sponsors were very pleased with the event. This exhibit hall will be similar in design.
2. We have already begun assembling the educational agenda for Orlando and have received commitments from several speakers and sponsors. The program will feature dual workshop tracks on Tuesday afternoon and Wednesday morning. We will open the show on Monday afternoon and Tuesday morning with general speaking sessions.

You can reserve your booth by calling 832-767-4759, via fax at 713-680-2474, or by email to keith@kenshilson.com. Booth reservations are final upon receipt of your sponsor payment or deposit. Exhibit hall space is limited so participation is on a first come, first serve basis. The floor plan is attached for your reference and updates will be posted on our website at www.bhphinfo.com.

1. Discounted rooms are available at unprecedented \$179 rates with no resort fees. **Our discounted rooms are available both three days before and three days after the show dates (subject to availability)**, for those who wish to extend their Orlando visit. The beautiful facilities and discounted room rates make this conference a must-attend.
2. NABD will offer meeting facilities and special amenities to sponsors who would like to have business meetings around the dates of the conference. Meeting space is limited so contact either Keith Shilson or myself as soon as possible. These special arrangements must be made as soon as possible because meeting space availability is limited. Sponsors who arrange advance meetings will be given preferred booth locations at the conference.
3. Our exhibit hall has been expanded from last year to accommodate all of our sponsor's needs. A preliminary floor plan has been posted on our website at www.bhphinfo.com and a copy is enclosed. The exhibit hall this year will be fully carpeted and perfectly sized to your needs. The exhibit hall and educational sessions will be located next to each other, and we have exclusive use of their loading dock. Platinum plus and Platinum sponsors can move-in on Sunday October 22nd, if requested in advance.
4. The conference begins on Monday afternoon, October 23rd, with general education sessions and a gala welcome reception including food and drinks in the exhibit hall at 6pm. Receptions, lunch, and breakfast during the conference will be held inside the exhibit hall to facilitate interaction with attendees. No educational sessions during the conference will be held during exhibitor hours but exhibitors may meet with prospects in the exhibit hall during the educational sessions.
5. The conference will conclude at noon on Wednesday afternoon, October 25th, so you can enjoy Orlando, or return home.

6. The Monday – Wednesday facilitates travel and enables attendees to enjoy Orlando over the weekend, both before and after the conference, at substantial discounts.
7. NABD will again offer featured speaking opportunities to Platinum Plus and Platinum Sponsors to increase each attendee's knowledge of your products or services. Such speaking spots are by mutual agreement and are subject to availability. These spots will be assigned on a first-come, first-serve basis.
8. Pre-conference advertising will include listings of our committed sponsors which will enhance your business opportunities both before and after the conference. Booths will not be assigned until your sponsorship payment is received by us. Only one company per a booth will be allowed, no sharing.
9. Official Exhibit Hall Hours will be:

Exhibitor Installation:

Sunday	October 22 nd	11:00am – 5:00pm Large Exhibitor only, 10' x 30' & above
Monday	October 23 rd	10:00am – 5:00pm All Exhibitors

**All inbound carriers must check in by 3:00pm to be guaranteed same day unloading.*

Show Hours:

Monday	October 23 rd	6:00pm – 8:00pm, Welcome Reception
Tuesday	October 24 th	7:30am – 9:00am, Breakfast
Tuesday	October 24 th	Noon – 2:00pm, Luncheon & Prize Giveaways
Tuesday	October 24 th	2:00pm – 6:00pm, By appointment only
Tuesday	October 24 th	6:00pm – 7:00pm, Cocktail Reception

Exhibitor Dismantle:

Tuesday	October 24 th	7:00pm – 11:00pm All exhibitors dismantled & packed/crated with completed BOL no later than 11:00pm
Wednesday	October 25 th	8:00am – 10:00am Direct shipment carrier pick up only. All exhibit material to be clear of hall no later than 10:00am otherwise freight will be rerouted at exhibitor's expense.)

**All outbound carriers must check in by 9:00pm on Tuesday and 8:00am on Wednesday to be guaranteed same day loading.*

Sponsors who need five or more rooms for the conference will need a subgroup agreement before making reservations at the Rosen Centre. Contact Joe Kears at 832-767-4759 to arrange your subgroup.

Event Sponsorships:

Platinum Plus Sponsors will be designated as a conference event sponsor for a reception, luncheon or coffee or other activity. Your company will receive individual recognition for sponsoring these events and other special amenities during the conference. Anyone interested in an event sponsorship should call us for details.

This letter summarizes our request for your sponsorship of the 2017 Orlando BHPH Conference to be held October 23-25 in Orlando, Florida. Participate by selecting the sponsorship package which best meets your needs. A matrix of your sponsorship options which compares the features of each is attached.

Speakers / Panelists are now being selected on a first come – first serve basis so your prompt response is desired. You should complete the attachment and fax it back to us at 713-680-BHPH (2474) or email it to keith@kenshilson.com as soon as possible. Mail your payment to NABD at 2180 North Loop West, Suite 270, Houston, Texas 77018.

We look forward to seeing you in Orlando in October and thank you for your continued support.

A handwritten signature in cursive script that reads "Kenneth Shilson".

Sincerely,
Kenneth B. Shilson, CPA
Conference Chairman

A handwritten signature in cursive script that reads "Keith Shilson".

Keith Shilson
Marketing Director

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SPONSOR APPLICATION

Sponsorship for the 2017 Orlando Conference – Please make sponsor payments PROMPTLY! Thank you!
We understand and acknowledge that exhibit space is limited to one company per exhibit booth (no booth sharing).

_____ **Platinum Plus Sponsor (\$10,000):**

\$3,500 deposit due immediately to reserve booth. Balance due by September 15, 2017.

_____ **Platinum Sponsor (\$7,500):**

\$2,500 deposit due immediately to reserve booth. Balance due by September 15, 2017.

_____ **Gold Sponsor (\$5,000):**

Full payment due immediately to reserve booth.

_____ **Silver Sponsor (\$2,500):**

Full payment due immediately to reserve booth.

1. Exhibitor Information: Note: This information is published in Conference Workbook and Marketing.

COMPANY NAME

TELEPHONE

ADDRESS (If PO box, please provide shipping address also.)

FAX

CITY, STATE, ZIP CODE

WEBSITE

2. Exhibitor Contact: The contact will receive all sponsor related materials and post conference attendee listings.

OFFICIAL CONTACT NAME

TELEPHONE (IF DIFFERENT FROM ABOVE.)

ADDRESS IF DIFFERENT FROM ABOVE

EMAIL

3. Product or Service: Please select a category for the type of product(s) or service(s) to be exhibited.

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Advertising / Marketing | <input type="checkbox"/> Auction | <input type="checkbox"/> Auto Parts | <input type="checkbox"/> Capital – Lines of Credit |
| <input type="checkbox"/> Capital – Contracts | <input type="checkbox"/> Certified Public Accountants | <input type="checkbox"/> Compliance | <input type="checkbox"/> Credit Reporting / Scoring |
| <input type="checkbox"/> Dealer Management Software | <input type="checkbox"/> Debt Buyers | <input type="checkbox"/> Lead Management / Generation | <input type="checkbox"/> Legal / Compliance |
| <input type="checkbox"/> Payment Devices / GPS | <input type="checkbox"/> Payment Processing | <input type="checkbox"/> Recoveries | <input type="checkbox"/> Reinsurance / Insurance |
| <input type="checkbox"/> Tax Preparation | <input type="checkbox"/> Trade Publication | <input type="checkbox"/> Training | <input type="checkbox"/> Twenty Groups |
| <input type="checkbox"/> Vehicle Remarketing | <input type="checkbox"/> Warranty / Service Contract | <input type="checkbox"/> Other (please specify) _____ | |

4. Contact Information: This information will be printed in the conference workbook given to all attendees.

Company Name

Telephone

Address

Fax

City, State, Zip

Website

5. Signature

Signature

Print Name & Title

NATIONAL ALLIANCE OF BUY HERE, PAY HERE DEALERS

2180 North Loop W., Suite 270, Houston, Texas 77018

Phone: (832) 767-4759 | Fax: (713)680-BHPH (2474) | Website: www.bhphinfo.com | E-Mail: keith@kenshilson.com

The National Alliance of Buy Here Pay Here Dealers

2180 NORTH LOOP WEST SUITE 270 ♦ HOUSTON, TEXAS 77018

Phone: 832-767-4759 ♦ Fax: 713-680-2474

Website: www.bhphinfo.com ♦ Email: nabd@bhphinfo.com

*NABD prefers that sponsor payments be made by check to the name and address above.
However, if you opt to pay by credit card, complete the application below.*

CREDIT CARD INFORMATION

CONTACT INFO:

Name

Company

Phone

Fax

PLEASE CHARGE MY:

☐ Discover

☐ MasterCard

☐ Visa

Amount

Apply To

Card No.

Expiration

Name (as it appears on the card)

Billing Address

City, State, Zip

CHARGE AGREEMENT: This cardholder agrees to pay the amount entered above to the NABD Conference. No refunds are allowed. The cardholder agrees not to dispute this charge with the credit card company. This document may be used as proof of goods or services purchased.

I, the Cardholder, understand the above statement and agree to abide by the "No Refunds" policy.

Signature

Date



Generate Leads and Stay in Contact with a Mobile Business Card

Powered by Solutions by Text™

An exciting new feature of the Solutions by Text™ Conference Solutions suite of services is providing each exhibitor a tool to assist with lead capture and remain in contact with potential clients.

Text CAPTURE to 77513 to get a MCard™
for your booth and staff started at no cost

Booth MCard™

When a potential client texts SBT to 77513, they automatically receive a text message with your company information and URL to your website, PDF brochure, or company overview video.

SBT: We appreciate you stopping by our booth & hope you are enjoying the conference.

For more info on our products and services please visit [Company URL]

Danny Cantrell
Solutions by Text
CEO / Founder
dcantrell@solutionsbytext.com
Watch: <http://wi.st/27VvXfz>

Staff MCard™

When someone texts DANNY to 77513, they automatically receive a text message with Danny's information. In addition, Danny receives a text message with the phone number of the person who is inquiring about Danny's services.

Text CAPTURE to 77513 to get a MCard™