

NABD BHPH Orlando Conference Helps Operators Succeed Now!

HOUSTON, TEXAS – The National Alliance of Buy Here, Pay Here Dealers (NABD) today announced the successful completion of its Best Practices Conference held last week at the fabulous Rosen Shingle Creek Resort in Orlando, Florida. Operators from around the United States and Canada attended the 3 day event with the theme “Best Practices to Succeed Now.” The dual track program featured sessions on both best practices and on compliance. “Approximately 60% of the attendees surveyed had never been to an NABD conference previously,” said Ken Shilson, President of NABD.

The conference opened with 14 different workshop sessions covering: vendor compliance, recoveries, millennial marketing, new technology, deal jacket compliance, reconditioning, F&I best practices, tax refunds, payment devices, capital solutions, LPHH, and the latest accounting/tax developments. All these workshops were interactive so attendees could ask questions and get answers on all these important topics.

On Wednesday afternoon the general education sessions began with a highly inspirational keynote presentation by Harris Rosen, owner of Rosen Properties in Orlando. His keynote presentation was followed by sessions covering: current developments, sourcing and financing inventory using digital channels, and a benchmarks and trends update.

The event concluded on Thursday morning with sessions on customer communications, an operating best practices dealer panel, a collection best practices panel and presentation, and other highlights included a ‘First Timer’ reception with over 150 attendees and a “sold out” exhibit hall with more than 70 exhibitors who offered all the latest products and services to make attendees more profitable. The exhibit hall included two receptions, coffees and a breakfast which enabled attendees to network with experts, sponsors and their peers.

“Attendee evaluations unanimously indicated that the program will help them succeed in 2017 and beyond,” said Shilson. “Our speakers and sponsors did an outstanding job helping attendees achieve their learning objectives!” Attendee and sponsor comments are posted at www.bhphinfo.com.

NABD also announced it will hold its 19th Annual National BHPH Conference at a new venue – Encore in Las Vegas on May 23rd – 25th, 2017. Encore is the premier Las Vegas Hotel and Casino facility and NABD has arranged unprecedented discounted room rates with no resort fees. The conference will focus on the “changing world of BHPH and of NABD” with an entirely new and exciting program agenda. “This is a must attend for both new and experienced operators who want to compete successfully in the subprime auto finance market,” Shilson stated. For information or to register visit www.bhphinfo.com or call 832-767-4759. Space is limited.

Conference presentations from the Orlando event have been posted on the NABD website at www.bhphinfo.com and may be downloaded for free. Conference workbooks containing invaluable reference materials can be ordered by calling 832-767-4759.

NABD is the Nation's only used car group exclusively for BHPH operators. Membership is attained by any of the organizations training events and there are no membership dues.

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