



W E L C O M E

TO THE *19th Annual*
BUY HERE, PAY HERE
NATIONAL CONFERENCE

May 23-25, 2017
Las Vegas

"The Changing World of BHPH & NABD!"



**Training
for New &
Experienced
Operators!**

**Network
with the
Best
Operators!**

**Learn from
BHPH
Industry
Experts**



www.BHPHinfo.com | (832) 767-4759



"Our Goal Is Your Success!"

"The Changing World of BHPH & NABD"

Encore voted Best Hotel in
Las Vegas by Condé Nast
Traveler Magazine

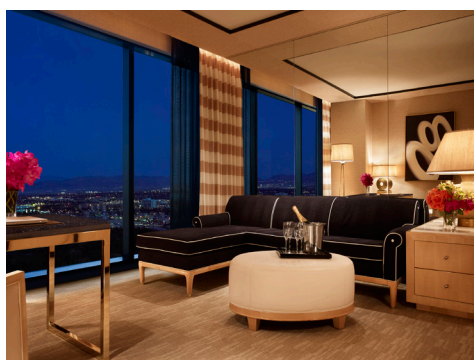
Exciting New Venue!!

Wynn | *Encore*
LAS VEGAS



ONLY \$209

**PER NIGHT -
NO RESORT FEES!!**



**For reservations visit
www.BHPHinfo.com**

**or
Call (832) 767-4759**

For Special Offers!

CONFERENCE AGENDA

**subject to change*

TUESDAY, MAY 23, 2017

- 10:00 AM - 6:00 PM Registration / Exhibitor Move-In
1:00 PM - 1:45 PM First Timer Reception (Invitation Only)
2:00 PM - 5:45 PM GENERAL EDUCATION SESSIONS
- Critical Decisions for New/Experienced Operators
 - Digital Marketing Strategies
 - Benchmarks / Trends Update
 - Legal / Regulatory Update
- 6:00 PM - 8:00 PM Welcome Reception with Exhibitors

WEDNESDAY, MAY 24, 2017

- 7:30 AM - 8:45 AM Breakfast with Exhibitors
9:00 AM - 11:45 AM GENERAL EDUCATION SESSIONS
- Embracing Change Keynote
 - Dealer Panel - Be Here Today & 10 Years From Now
 - Product Solutions Showcase
- Noon - 2:00 PM Luncheon with Exhibitors / Prize Give Aways
2:15 PM - 5:15 PM CONCURRENT AFTERNOON WORKSHOPS - TRACK ONE & TRACK TWO
- Accounting / Tax Update
 - Capital
 - Technology
 - Recoveries
 - Best Practices
 - Payment Devices
 - Marketing
 - Add-on's
 - Building Stronger Customer Relationships
 - And much more...
- 5:30 PM - 7:00 PM Cocktail Reception with Exhibitors
7:00 PM - ?? Night in Vegas!

THURSDAY, MAY 25, 2017

- 8:00 AM - Noon CONCURRENT MORNING WORKSHOPS - TRACK ONE & TRACK TWO
- Inspirational Session
 - Workshops continued
- 12:00 PM Wrap-Up / Conference Ends

**For Agenda Updates Visit www.BHPHinfo.com or
Call (832) 767-4759**

“The Changing World of BHPH & NABD”

KEYNOTE: RICHARD FLINT

“Embracing Change”



Richard Flint, CSP is Chairman and CEO of Flint, Incorporated, a company specializing in the training and development of individuals, companies and associations. He has had the opportunity to address people in talks and seminars throughout the United States, Canada, Australia, New Zealand, Great Britain and Spain. As a Keynote speaker and seminar leader, he addresses more than 200,000 people each year.

Richard has studied, researched, written and spoken for 30 years in his field of expertise – human behavior and development – through his programs in Leadership, Management, Customer Care, Sales, Ethics, Motivation, Organization, Personal Relationships and Human Behavior. He has made appearances on over 100 radio and TV shows, as well as host of his highly acclaimed internet radio show, Achieving A Positive Life. He has also written 13 books and produced more than 100+ audio and video learning programs, including being a finalist for The Top Self-Help book of 2005.

Richard speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of many of America’s largest corporations. His humorous and poignant talks and seminars on Leadership, Sales, Self-Esteem, Goals, Strategy, Creativity and Success bring about immediate changes and long-term results.

www.RichardFlint.com

EXHIBIT HALL

Industry’s largest exhibit hall with over 100+ Exhibitors!



HEARD ON THE STREET

“WIN-WIN! Not only did I learn practices that will make me a better, more efficient operator, I will be much more profitable because I learned what not to do!”

- Lloyd Robertson, Lloyd’s Auto Sales

“2016 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

“The NABD gives me a front row seat to all of our industries hot button topics. Now that I know what I don’t know, I can direct my efforts to help improve my customers experience while protecting my bottom line.”

- David Bearly, Dave’s Greenlight Auto Sales, Inc.



NINETEENTH ANNUAL ♦ BUY HERE PAY HERE NATIONAL CONFERENCE

MAY 23-25, 2017 ♦ WYNN ENCORE HOTEL AND CASINO ♦ LAS VEGAS

1 PLEASE PRINT CLEARLY

FULL NAME _____ TITLE _____
 COMPANY _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE _____ FAX _____
 E-MAIL _____ WEBSITE _____
 2nd PERSON _____ TITLE _____
 3rd PERSON _____ TITLE _____
 4th PERSON _____ TITLE _____

IF MORE THAN FIVE (5) ARE ATTENDING, PLEASE CALL NABD REGISTRATION AT (832) 767-4759.

2 NEW! EARLY BIRD DISCOUNTS - ENDING APRIL 21!!

| | AFTER APRIL 21 | EARLY BIRD DISCOUNT!* | BEFORE APRIL 21 |
|---|--------------------------------|--------------------------|--------------------|
| 1 Person from Dealership / Company | \$795.00 per person | <-\$300.00> | \$495.00 |
| 2 People from Dealership / Company | \$1,390.00 per group | <-\$500.00> | \$890.00 |
| 3 to 5 People from Dealership / Company | \$1,895.00 per group | | \$1,485.00 |
| ENTER YOUR TOTAL HERE: \$ _____ . 00 TOTAL | | | |

3 SELECT YOUR PAYMENT METHOD AND FAX THIS FORM TO 713-680-BHPH (2474)

CHECK Driver License # _____
 State _____ D.O.B. _____

Make Checks Payable To: NABD, 2180 North Loop W, Suite 270, Houston, TX 77018

CREDIT CARD Please charge my: Visa Mastercard Discover

CARD NO. _____ EXPIRES _____
 NAME ON CARD _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____



* CREDIT CARD CHARGES are refundable in accordance with the Cancellation Conditions below.
 CHARGE AGREEMENT - This cardholder agrees to pay the amount entered above to the NABD Conference. No refunds are allowed except as indicated below. 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.
 CANCELLATION CONDITIONS: If a registrant is unable to attend, substitutions are welcome. NABD should be notified promptly of any substitutions. If a registrant cancels in writing on or before April 21, 2017, they are entitled to a refund less \$200 cancellation fee per dealership/company. Registrants who do not attend or do not cancel in writing on or before April 21, 2017 are liable for the full conference fee. Hotel accommodations are subject to market availability and market room rates after April 21, 2017. Hotel cancellations less than seven (7) days prior to arrival will incur a penalty of one (1) night's room stay and taxes.

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

➔ Signature of Cardholder _____ Date _____

4 HOTEL RESERVATIONS: CALL 888-320-9966 - GROUP CODE "6BUY0517"

★ ★ ★ ★ ★ ★ ★ ★ **DISCOUNTS EXPIRE APRIL 21, 2017!** ★ ★ ★ ★ ★ ★ ★ ★

5 MAKE YOUR AIRLINE RESERVATIONS EARLY FOR THE NABD BHPH CONFERENCE!

FAX APPLICATION TO 713-680-BHPH (2474) OR CALL 832-767-4759 FOR MORE INFORMATION!