

The 18th



Annual

National Conference for Buy Here, Pay Here Dealers

May 24-26, 2016 *Wynn* LAS VEGAS. Las Vegas

"Navigating The Road to BHPH Success"



CONFERENCE HIGHLIGHTS:

- *FTC identifies their BHPH concerns*
- *New tools and technology*
- *Twelve cost effective compliance steps checklist*
- *Benchmarks / trends update*
- *Compliance / regulatory update*
- *Strategies to gain market share*
- *Best operating practices tips*
- *Capital market connections*
- *Succession planning for your future*
- *Motivational session*

Much, much, more . . .

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Experienced Operators!**



**Industry's Largest
Exhibit Hall!**

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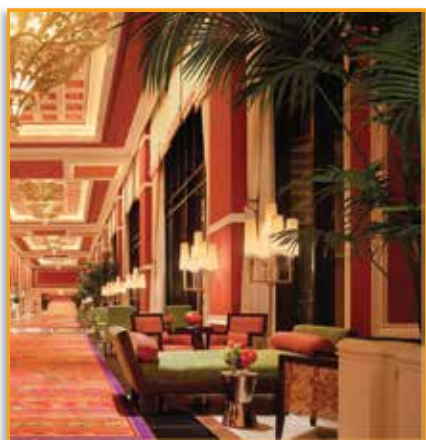
ONLY \$199
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Hotel Reservations:

*Visit www.bhphinfo.com or
Call (888) 320 - 9966. Ask for
Group Code "8NABD0516"
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Suite Upgrades Available!



PRELIMINARY AGENDA

DAY ONE: TUESDAY, MAY 24

9:00 AM - 6:00 PM

Exhibitor Set-Up / Registration

3:00 PM - 6:00 PM

Concurrent Workshops, covering:

- Add-On Products
- Tax Refund Strategies
- Maximizing Recoveries
- Compliance
- Capital

6:00 PM - 8:00 PM

Welcome Reception with Exhibitors

DAY TWO: WEDNESDAY, MAY 25

8:15 AM - Noon

Concurrent Workshops, covering:

- Payment Devices
- New DMS Solutions and Developments
- Internet / Social Media Tools
- Website Tips / Best Practices
- Credit Reporting
- Regaining Lost Market Share Tips
- Lease Here, Pay Here

Noon - 2:30 PM

Luncheon with Exhibitors

2:30 PM - 5:45 PM

General Education Sessions begin:

- Hall of Fame Induction
- FTC Discusses Their BHPH Concerns
- New Technology Tools
- Benchmarks / Trends Update

6:00 PM - 7:30 PM

Cocktails with Exhibitors

DAY THREE: THURSDAY, MAY 26

7:30 AM - 9:00 AM

Networking Coffee with Exhibitors

8:00 AM - 8:45 AM

Motivational Session

8:15 AM - 12:30 PM

General Education Sessions:

- Phone Skills For Success
- Collection Best Practice Panel
- Succession Planning Panel
- What BHPH Will Look Like in the Future

12:30 PM - 1:00 PM

Wrap-up / Take Aways / Prizes

AND MUCH, MUCH MORE

**VISIT WWW.BHPHINFO.COM OR CALL
(832) 767-4759 FOR AGENDA UPDATES!**

HEARD ON THE STREET ABOUT PREVIOUS NATIONAL CONFERENCES

"I just wanted to send a note that the convention was awesome. The conference gave us/me some great ideas and has made us very excited to try some new things." - Scott Woodward, Advantage Auto Sales, Bloomington, Illinois (2015)

"As a first year dealer, I was excited to meet people who have been in the industry for years, and to learn from them. I feel I accomplished that almost immediately. And I look forward to attending many more events of this nature."

- Joel Willuhn, U - Save Car and Truck Rental, Colorado Springs, Colorado (2014)

"Once again you topped yourself as the NABD week in Vegas exceeded all our expectations. Of our company's 18 - year history, we have never seen so much traffic at our booth. The educational sessions were top notch and really on - point with today's topics."

- Bill Neylan, Tax Max, Tampa, Florida (2013)



"The energy was very high with the dealers this year. I spoke with many dealers who have realized that doing business as usual is no longer an option. Constantly evaluating and optimizing what they currently do is considered the key to success."

- Susie Heins, Manheim Auctions, Atlanta, Georgia (2012)

"This has been one of the best NABD's in memory (i.e., the presentations of media / marketing and high - quality dealer panels)!"

- Chris Coddington, Reliable Motors, Oklahoma City, Oklahoma (2011)

"As always you did a great job of providing inspirational - motivational speakers who stressed what we all know is important in business - 'Integrity'."

- Jim Everett, Ray Skillman Ford, Greenwood, Indiana (2010)

"This show was far and away the best event I have ever attended. The participation in this event says a lot for our industry, particularly given the economic environment we are enduring."

- Rick Potter, President, CAR Financial Services, Peachtree City, Georgia (2009)

INDUSTRY'S LARGEST EXHIBIT HALL WITH OVER 120 SPONSORS LIKE:



FEATURING: NEW PRODUCT SHOWCASE FOR 2016



EIGHTEENTH ANNUAL • BUY HERE PAY HERE NATIONAL CONFERENCE

MAY 24-26, 2016 • WYNN HOTEL AND CASINO • LAS VEGAS

PLEASE PRINT CLEARLY

1 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 FOUR (4) ARE ATTENDING, PLEASE CALL NABD REGISTRATION AT (832) 767-4759.

2 NEW! EARLY BIRD DISCOUNTS - ENDING APRIL 24!!

	AFTER APRIL 24	EARLY BIRD DISCOUNT!*	BEFORE APRIL 24
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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 4 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 24, 2016, 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 24, 2016 are liable for the full conference fee. Hotel accommodations are subject to market availability and market room rates after April 24, 2016. 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 "8NABD0516"

★ ★ ★ ★ ★ ★ ★ ★ DISCOUNTS EXPIRE APRIL 24, 2016! ★ ★ ★ ★ ★ ★ ★ ★

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!