

Schedule of EVENTS

Note: NIADA has moved to a Monday-Thursday program at the request of our attendees.

MONDAY, JUNE 14

- 8:00am – 9:00pm Registration/Information Desk Open
- 10:00am – 12:00pm Executive Committee Meeting
- 11:00am – 12:00pm Past Presidents Meeting
- 3:00pm – 5:00pm Board of Director's Meeting
- 7:00pm – 9:00pm Convention Welcome Reception

TUESDAY, JUNE 15

- 7:00am – 7:00pm Registration/Information Desk Open
- 8:00am – 5:00pm General Education Track
- 11:30am – 1:00pm First Time Attendee Luncheon
- 5:00pm – 9:00pm Grand Opening of Expo

WEDNESDAY, JUNE 16

- 8:00am – 6:00pm Registration/Information Desk Open
- 8:00am – 5:00pm Association Executives Council Meeting
- 8:00am – 11:00am State Presidents Council Meeting
- 8:00am – 2:00pm NQD/Scholarship Recipient Interviews
- 8:00am – 9:30am General Education Track
- 9:45am – 11:00am Retail Education Track
- 9:45am – 11:00am BHPH Education Track
- 11:00am – 3:00pm Expo Open
- 3:15pm – 4:30pm Retail Education Track
- 3:15pm – 4:30pm BHPH Education Track
- 7:00pm – 9:00pm National Leadership Awards Banquet

THURSDAY, JUNE 17

- 8:00am – 3:00pm Registration/Information Desk Open
- 8:00am – 9:30am General Education Track
- 9:45am – 11:00am Retail Education Track
- 9:45am – 11:00am BHPH Education Track
- 11:00am – 2:00pm Expo Open
- 2:15pm – 3:30pm Retail Education Track
- 2:15pm – 3:30pm BHPH Education Track
- 3:45pm – 5:00pm General Education Track
- 7:00pm – 9:30pm National Quality Dealer Awards Banquet
- 9:30pm – 11:00pm NQD Afterglow Party

CONVENTION

TUESDAY, JUNE 15

8:00am – 5:00pm

General Education Track

Buckets of Chips: Enough to Last All Year!

Don't miss the opening of education for this year's Convention & Expo! We have planned an all day session that will enlighten and inform! Not only will you hear the latest regarding finance issues, legislative initiatives and internet ideas, you will get a preview of what to expect during the next two days of education sessions and exhibit hall opportunities.

While we will break for lunch, both the morning and afternoon will be fast moving. We will set a fast pace tempo with the stage being shared by many. Be ready to start bright and early at 8:00am!

WEDNESDAY, JUNE 16

8:00am – 9:30am

General Education Track

"Social Media and Networking"

Wondering what all the tweet is about with this thing called social media? Should you consider a presence on the internet other than your dealership's website? This session will get you connected with the latest trends and have you linked in and friending for profit in no time!

9:45am – 11:00am

Retail Education Track

"Gearing Up for Efficient Inventory Management"

Is your inventory currently a crap shoot? Maybe your system is more like a poker hand and you don't know whether to hold 'em or fold 'em. A perfect inventory is not about luck. It's about knowing how to use YOUR numbers to stock your lot. This session is definitely a "how to" session.

EDUCATION SCHEDULE

9:45am – 11:00am

BHPH Education Track

"Obtaining Funding in Today's Capital Market"

Hoping to hit the jackpot while you are here? Your best bet is not at the slot machines, but at this session where we will explore all of your options. Some say there's a new game in town. Come learn to play and reap the benefits.

3:15pm – 4:30pm

Retail Education Track

"Letting the Web Work for You"

Did you know a well designed website is better than a lucky number because it means more hits, more visibility and less work for you? Do you have all of the winning elements in your website? What's missing? What could make it better? This session will help you analyze your current approach to the web and show you how you can get more and spend less.

3:15pm – 4:30pm

BHPH Education Track

"Structuring Deals for Success!"

What are you Selling - Cars or Credit?

Good question! This session will enlighten the less experienced BHPH dealer and will inspire the seasoned one. Your approach to the sale may mean deal or no deal. Come hear how to make it the SWEETEST deal!

THURSDAY, JUNE 17

8:00am – 9:30am

General Education Track

"The Internet: Your Virtual Showroom"

Never had enough space? Couldn't afford that beautiful building without winning the lottery? Now with just a click of the mouse, you can have it all! This session will give you the keys to online advertising success. You will learn how to stimulate dealership "walk-in" traffic, engage prospects and expand your dealership to the mega "store" you always wanted.

9:45am – 11:00am

Retail Education Track

"New Game in Town"

Are you one of those who always checks out the latest model or update? Do you enjoy hearing the latest and the greatest? Then you don't want to miss this two part session that discusses up to the minute business tactics. Hear how "renting to own" approach is saving some dealerships and how digital recordkeeping can save you space, time and money.

9:45am – 11:00am

BHPH Education Track

"Collecting Every Dollar Possible - And Then Some!"
Collections, Skip Tracing, Deficiency Recovery

Play to win more than you risk! This session is more than food for thought. It will show you how to realize the most from your investment!

2:15pm – 3:30pm

Retail Education Track

"Innovative Marketing"

Is your marketing plan like playing roulette? If your ideas do not result in more traffic, sales or profits, it is time to change your game! This session will inform and inspire you to look at your dealership, review your market and chart your strategies.

2:15pm – 3:30pm

BHPH Education Track

"Making Success Your Theme Song"

Everybody likes success stories and during this session you will hear how the best got better! Benefit from this panel of BHPH experts and you too will be singing all the way to the bank!

3:45pm – 5:00pm

General Education Track

"The Power of Planning: Turning Business Breakers into Business Makers"

Why do some dealers fail while others succeed? What makes the difference? Strategy. This interactive, dynamic session will present demonstrations and tools that will help change the way you think about running your dealership. Be proactive. Go home and make things happen!