



# BUY HERE, PAY HERE SUBPRIME CONFERENCE

OCTOBER 8 - 10, 2018

MGM GRAND LAS VEGAS

## SCHEDULE AT A GLANCE\*

DAY ONE		MONDAY, Oct 8, 2018	Location
12:00 PM - 6:00 PM	Registration / Information Desk		Premier Pre-function
3:00 PM - 4:00 PM	BHPH Certified Master Dealer Discovery		304-305
4:30 AM - 6:00 PM	BHPH Commission Town Hall Meeting		304-305
6:00 PM - 8:30 PM	Welcome & Kickoff Reception		Live Lucky Pool

DAY TWO		TUESDAY, Oct 9, 2018	Location
8:00 AM - 6:00 PM	Registration / Information Desk		Premier Pre-Function
9:00 AM - Noon	GENERAL EDUCATION SESSIONS		
9:00 AM - 9:30 AM	Conference Welcome & Opening Remarks		319
9:30 AM - 10:15 AM	Inside the Numbers: A Guide to Subprime Success		319
10:15 AM - 10:30 AM	Break		Premier Pre-Function
10:30 AM - 11:15 AM	Unlocking the Secrets of Facebook Marketplace		319
11:15 AM - 12:00 PM	Best Ideas from Dealer Twenty Groups - Panel		319
12:00 PM - 3:00 PM	EXPO GRAND OPENING AND LUNCH WITH EXHIBITORS		309 - 317
3:15 PM - 5:00 PM	CONCURRENT BREAKOUT SESSIONS		
3:15 PM - 4:00 PM	BHPH 101: Basic Building Blocks for Success		318
3:15 PM - 4:00 PM	Growing Your Business with the Right Lines of Credit - Panel		319
3:15 PM - 4:00 PM	F&I Products for Subprime Success - Panel		320
4:00 PM - 4:15 PM	Break		Premier Pre-Function
4:15 PM - 5:00 PM	Internal Controls to Fraud Proof Your Business		318
4:15 PM - 5:00 PM	Contract Buying and Cash Flow: A Business Case for Selling Contracts		319
4:15 PM - 5:00 PM	Building Your Team in the Digital Age - Panel		320
4:15 PM - 5:00 PM	Identifying Vehicle Damage and Reducing Risk - A Live Walk Around		Premier Pre-Function
5:00 PM - 7:30 PM	COCKTAIL RECEPTION WITH EXHIBITORS		309 - 317
7:30 PM - ??	Night in Las Vegas!		Enjoy!

DAY THREE		WEDNESDAY, Oct 10, 2018	Location
8:00 AM - 6:00 PM	Registration / Information Desk		Premier Pre-Function
8:30 AM - 9:30 AM	GENERAL EDUCATION SESSION		
8:30 AM - 9:30 AM	NIADA's BHPH Commission: Looking Out For You		319
9:00 AM - 11:00 AM	FINANCING FAIR		
9:30 AM - 9:45 AM	Break		Premier Pre-Function
9:45 AM - 11:45 AM	CONCURRENT BREAKOUT SESSIONS		
9:45 AM - 10:45 AM	A Compliance Guide to Calling and Texting Your Customers		318
9:45 AM - 10:45 AM	Accounting and Tax Planning in the Post Tax Reform World		319
9:45 AM - 10:45 AM	Best Underwriting Practices - Panel		320
10:45 AM - 11:00 AM	Break		Premier Pre-Function
11:00 AM - 11:45 AM	Is LHPH A Better Alternative?		318
11:00 AM - 11:45 AM	Latest Trends in Finding, Acquiring, and Reconditioning Inventory - Panel		319
11:00 AM - 11:45 AM	Biggest Legal Challenges Facing the Subprime Industry: A View From The In-House Counsel's Office		320
11:00 AM - 11:45 AM	Identifying Vehicle Damage and Reducing Risk - A Live Walk Around (Encore Presentation)		Premier Pre-Function
12:00 PM - 2:00 PM	EXPO OPEN AND LUNCH WITH EXHIBITORS		309 - 317
2:15 PM - 3:15 PM	CONCURRENT BREAKOUT SESSIONS		
2:15 PM - 3:15 PM	How To Reach Your Customer Through Digital Media		318
2:15 PM - 3:15 PM	Collections Best Practices		319
2:15 PM - 3:15 PM	Expanding Your BHPH Operation Through Retail Subprime - Panel		320
3:30 PM - 5:00 PM	GENERAL EDUCATION SESSIONS		
3:30 PM - 4:30 PM	BHPH Long Term Strategies: Grow, Shrink or Exit		319
4:30 PM - 5:00 PM	Conference Wrap-up and Takeaways		319
5:00 PM - 7:30 PM	CLOSING RECEPTION AND PRIZE GIVEAWAY WITH EXHIBITORS		309 - 317

\*SUBJECT TO CHANGE & INFO AT TIME OF PRINTING