

2017 Used Car Forum PLUS - Registration Form/AGENDA

Dealership: _____

1st Attendee (\$199): _____

Additional Attendees (\$149 each additional): _____

Phone: _____ E-mail: _____

Thursday, September 21, 2017

8:30 am – 9:30 am Registration

9:30 am – 10:00 am Welcome

10:15 am – 11:30 am Breakout Sessions (choose one)

- Room 1 – HR – ***The Best Team Wins***; Hireology
- Room 2 – ***Laws of Vehicle Sales***; Sue Miller, VP WATDA & DMV Staff
- Room 3 – Maximizing Inventory Management – ***Get Better Results When Buying In-Lane or Online***; John Olejniczak, GM – Manheim Milwaukee
- Room 4 – ***Get Your Insurance Questions Answered*** – The ACA, The ACHA and Beyond; M3 Attorney Karen Breitnauer

11:45 am - 12:30 PM Lunch

12:45 pm – 2:15 pm Breakout Sessions (choose one)

- Room 1 – HR – ***The Best Team Wins***; Hireology
- Room 2 – ***Title & Registration***; Sue Miller, VP WATDA & DMV Staff
- Room 3 – Marketing – ***The Right Message to the Right Customer at the Right Time***; Dealer 1-2-1
- Room 4 – ***Get Your Insurance Questions Answered*** – The ACA, The ACHA and Beyond; M3 Attorney Karen Breitnauer

4:00 pm – 5:30 pm Keynote Speaker: David Lewis, President – David Lewis & Associates

6:00 pm – 8:00 pm Open Bar & Hors d'oeuvres

Friday, September 22, 2017

8:00 am – 9:00 am Breakfast

9:15 am – 10:45 am Breakout Sessions (choose one)

- Room 1 – HR – ***The Best Team Wins***; Hireology
- Room 2 – ***Title & Registration***; Sue Miller, VP WATDA & DMV Staff
- Room 3 – Maximizing Inventory Management – ***Get Better Results When Buying In-Lane or Online***; John Olejniczak, GM – Manheim Milwaukee
- Room 4 – ***FRAUD! Don't let it Happen to You!***; Baker Tilly's Michael Mader

11:00 am - 12:30 am Breakout Sessions (choose one)

- Room 1 – CVR – ***New Product Demo***;
- Room 2 – ***Laws of Vehicle Sales***; Sue Miller, VP WATDA & DMV Staff
- Room 3 – Marketing – ***The Right Message to the Right Customer at the Right Time***; Dealer 1-2-1
- Room 4 – ***FRAUD! Don't let it Happen to You!***; Baker Tilly's Michael Mader

12:30 pm – 2:00 pm Working lunch and General Session: WI DMV Panel Discussion; DMV Section Chief, Michael Domke & Staff Hot Topics & Q&A

Please fax form to (608) 251-4379 or scan to watda-info@watda.org