

**“NAVIGATING THE  
ROAD TO BUY HERE,  
PAY HERE SUCCESS”**



# NABD 2016 NATIONAL CONFERENCE

## ***OUR SPECIAL THANKS***

**To all of our sponsors, for without them  
This show would not have been possible.**

**Please visit their booths in the exhibit hall during this conference,  
And attend the sponsor presentations and workshops.**

**All exhibitors are welcome to attend the educational sessions.**

**Exhibit Hall is located in  
the Lafite Ballroom!**

**“Navigating The Road To BHPH Success”**

# NABD 2016 NATIONAL CONFERENCE

## Exhibit Hall Hours

### TUESDAY, MAY 24, 2016

6:00 PM- 8:00 PM Welcome Reception with Exhibitors

### WEDNESDAY, MAY 25, 2016

7:30 AM- 9:00 AM Networking Coffee with Exhibitors

Noon- 2:30 PM Luncheon with Exhibitors

6:00 PM- 7:30 PM Cocktails with Exhibitors / Prizes

### THURSDAY, MAY 26, 2016

7:30 AM-9:00 AM Networking Breakfast with Exhibitors

“Navigating The Road To BHPH Success”

# NABD 2016 NATIONAL CONFERENCE

## PRODUCTS SHOWCASE PRESENTATIONS

See Their Products In The Exhibit Hall During Exhibit Hall Hours!

### Sponsor

### Booth Time

#### Tuesday (Reception)

700 Credit	301	6:15PM – 6:20PM
CalAmp	628	6:25PM – 6:30PM
Car Brite	810	6:35PM – 6:40PM
Interactive Financial Marketing Group	313	6:45PM – 6:50PM

#### Wednesday (Luncheon)

Stars RT GPS	411	12:25PM–12:30PM
Manheim & Affiliates	725	12:35PM–12:40PM
Auto Master Systems	715	12:45PM–12:50PM
Spireon	123	12:55PM – 1:00PM

“Navigating The Road To BHPH Success”

# NABD 2016 NATIONAL CONFERENCE

## PRODUCTS SHOWCASE PRESENTATIONS

See Their Products In The Exhibit Hall During Exhibit Hall Hours!

### Sponsor

### Booth Number

### Time

#### Wednesday (Reception)

Bull Bridge Capital	232	6:15 PM – 6:20 PM
Car-Part	133	6:25 PM – 6:30 PM
Flock Finance	205	6:35 PM – 6:40 PM
Peritus Portfolio Services	705	6:45 PM – 6:50 PM
\$500 NABD Cash Giveaway		7:00 PM

“Navigating The Road To BHPH Success”



# NATIONAL CONFERENCE FOR BUY HERE PAY HERE



**MAY 24-26, 2016**



**Las Vegas**

“Navigating The Road To BHPH Success”

# NABD 2016 NATIONAL CONFERENCE

## Platinum Plus Sponsors

	Booth Number
<b>Auto Master Systems</b>	<b>715</b>
<b>AutoTrader.com</b>	<b>725</b>
<b>AutoZone</b>	<b>825</b>
<b>CAR Financial</b>	<b>423</b>
<b>Dealer Owned Warranty Company</b>	<b>523</b>
<b>DealerSocket</b>	<b>405</b>
<b>Innovate Auto Finance</b>	<b>215</b>

**PLEASE THANK ALL OF THEM FOR MAKING THIS CONFERENCE POSSIBLE!**

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# NABD 2016 NATIONAL CONFERENCE

## Platinum Plus Sponsors

	Booth Number
Manheim Auctions	725
NCM Associates	223
NextGear Capital	725
PassTime	323
Spireon, Inc.	123
Stars RT GPS	411
Tax Refund Services / Tax Max	410
vAuto / Stockwave	725

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Lanyard Sponsor



Booth # 123

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# Tote Bag Sponsor

**PASSTIMEGPS**

Booth # 323

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**Pens Sponsor**

The logo for Next Gear Capital features the words "NEXTGEAR" in a bold, blue, sans-serif font. The letter "G" is stylized as a gear with a glowing blue and white center. Below "NEXTGEAR", the word "CAPITAL" is written in a smaller, blue, spaced-out, sans-serif font, followed by a trademark symbol (TM).

**NEXTGEAR**  
CAPITAL™

Booth # 725

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# NABD 2016 NATIONAL CONFERENCE

## Special Thanks to Our Event Sponsors

<b>Sponsor</b>	<b>Booth No.</b>	<b>Date</b>	<b>Event</b>
CAR Financial	423	May 24	Welcome Reception
PassTime GPS Dealer Owned	323	May 24	Welcome Reception
Warranty Company	523	May 24	Welcome Reception
AutoZone	825	May 24	Welcome Reception
Frazer Computing, Inc.	109	May 25	Coffee
DealerSocket	405	May 25	Coffee
PayNearMe	---	May 25	Coffee
Innovate Auto Finance	725	May 25	Luncheon
Manheim	725	May 25	Luncheon

“Navigating The Road To BHPH Success”

# NABD 2016 NATIONAL CONFERENCE

## Special Thanks to Our Event Sponsors

<b>Sponsor</b>	<b>Booth No.</b>	<b>Date</b>	<b>Event</b>
NextGear Capital	725	May 25	Luncheon
Auto Master Systems	715	May 25	Luncheon
Spireon	123	May 25	Cocktail Reception
NCM Associates	223	May 25	Cocktail Reception
Tax Max	410	May 25	Cocktail Reception
AutoTrader.com	725	May 25	Cocktail Reception
vAuto / Stockwave	725	May 26	Networking Breakfast
DealerSocket	405	May 26	Networking Breakfast
Stars RT GPS	411	May 26	Networking Breakfast

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## Sponsors Added Since the Workbook was Printed

<b>Sponsor</b>	<b>Booth No.</b>
Busivid.com	910
CarPay	835
eAutoConnect	934
PayNearMe	---
United Recovery Systems	928
Windsor Acceptance Company LLC	912

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### 20 Groups

Booth No.

**NCM Associates**

**223**

### ADVERTISING / MARKETING

**Busivid.com**

**910**

**Magnum Contact**

**700**

### ALTERNATIVE CREDIT DATA

**LexisNexis**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### AUCTIONS

Booth No.

**Ally SmartAuction**

**310**

**CoPart Auto Auction**

**333**

**Manheim**

**725**

### AUTO PARTS

**AutoZone / AllData**

**825**

**Car-Part.com**

**133**

### AUTOMOTIVE CONSULTANTS

**Ignite Consulting Partners**

**208**

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## Sponsors by Category

<b>CAPITAL-CONTRACTS</b>	<b>Booth No.</b>
<b>Ambassador Dealer Funding</b>	<b>225</b>
<b>Bull Bridge Capital</b>	<b>232</b>
<b>Car Loans Inc.</b>	<b>534</b>
<b>Innovate Auto Finance</b>	<b>215</b>
<b>Mid Atlantic Finance Co.</b>	<b>309</b>
<b>Nationwide Acceptance, LLC</b>	<b>808</b>
<b>SDA, Inc.</b>	<b>106</b>
<b>Strategic Dealer Services</b>	<b>914</b>
<b>United Acceptance, Inc.</b>	<b>811</b>
<b>Windsor Acceptance Company LLC</b>	<b>912</b>

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### **CAPITAL-FLOORPLANS**

**NextGear Capital**

**Booth No.**

**725**

### **CAPITAL-LINES OF CREDIT**

**Ace Motor Acceptance Corporation**

**430**

**Advantage Funding**

**530**

**CapitalSource**

**110**

**Park National Bank**

**507**

**Primalend Capital**

**606**

**Texas Capital Bank**

**508**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

	Booth No.
<b>CAPITAL-LINES OF CREDIT/CONTRACTS</b>	
<b>CAR Financial</b>	<b>423</b>
<b>Spartan/ACA</b>	<b>328</b>
<b>Westlake Financial Services</b>	<b>815</b>
<b>CERTIFIED PUBLIC ACCOUNTANTS</b>	
<b>CliftonLarsenAllen</b>	<b>330</b>
<b>Katz, Sapper &amp; Miller, LLP</b>	<b>431</b>
<b>RSM US LLP</b>	<b>206</b>
<b>SGC Certified Public Accountants</b>	<b>511</b>

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## Sponsors by Category

### COMMUNICATIONS

Booth No.

**Solutions By Text**

**427**

### COMPLIANCE

**Automotive Compliance Consultants**

**829**

**Reynolds & Reynolds**

**223**

**SecureClose**

**833**

### CREDIT & COMPLIANCE

**700 Credit**

**301**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### CREDIT & SKIP TRACING REPORTS

Booth No.

**Microbilt Corporation**

**831**

### CREDIT REPORTING

**CoreLogic Teletrack**

**334**

**Equifax**

**214**

**FactorTrust**

**304**

### CREDIT SCORING

**AutoZoom**

**426**

**Profit Max**

**115**

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## Sponsors by Category

<b>DEALER ASSOCIATION/20 GROUPS</b>	<b>Booth No.</b>
<b>NIADA</b>	<b>526</b>
<b>DEALER MANAGEMENT SOFTWARE</b>	
<b>Advanced Business Computers</b>	<b>228</b>
<b>Auto Master Systems</b>	<b>715</b>
<b>DealerCenter</b>	<b>135</b>
<b>DealerSocket</b>	<b>405</b>
<b>Frazer Computing, Inc.</b>	<b>109</b>
<b>Wayne Reaves Software</b>	<b>804</b>

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### DEALERSHIP MARKETING

Booth No.

**SSW Dealer Supply**

**130**

### DEBT BUYERS

**DBA International**

**210**

**Flock Specialty Finance**

**205**

**Peritus Portfolio Services**

**705**

### DESKING/CRM

**Promax Unlimited**

**104**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### ENTERTAINMENT

Booth No.

**Sirius XM Radio**

**105**

### INSURANCE/SERVICE CONTRACT

**SilverRock, Inc.**

**836**

### INTERNET MARKETING

**AutoTrader.com**

**725**

### INVENTORY MANAGEMENT

**vAuto/Stockwave**

**725**

### LEAD GENERATION

**Interactive Financial Marketing Group313**

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## Sponsors by Category

### LEAD MANAGEMENT

Booth No.

**eAutoConnect**

**934**

### LEASING/RENT TO OWN

**Northland Auto Enterprises**

**236**

### LEGAL/COMPLIANCE

**Counselor Library/Hudson Cook LLP** 229

**Weltman, Weinberg & Reis Co., LPA** 409

### MOTOR VEHICLE DATA

**Auto Data Direct**

**308**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### PAYMENT DEVICE ASSOCIATION

Booth No.

**TSPA**

**533**

### PAYMENT DEVICES/GPS

**CalAmp**

**628**

**CallPass Tech LLC**

**305**

**iMETRIK**

**315**

**Ituran USA Inc.**

**613**

**Lender Systems, Inc.**

**807**

**My True Miles**

**201**

**PassTime**

**323**

**Skypatrol**

**406**

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# NABD 2016 NATIONAL CONFERENCE

## Sponsors by Category

### **PAYMENT DEVICES/GPS (Continued)** Booth No.

<b>Spireon</b>	<b>123</b>
<b>Stars RT GPS</b>	<b>411</b>

### **PAYMENT PROCESSING**

<b>CarPay</b>	<b>835</b>
<b>Intrix Technology Inc.</b>	<b>809</b>
<b>OpenEdge Pay</b>	<b>610</b>
<b>Payment Vision</b>	<b>207</b>
<b>PayNearMe</b>	<b>---</b>

### **PERSONNEL RECRUITMENT**

<b>Automotive Personnel, LLC</b>	<b>433</b>
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## Sponsors by Category

### PORTFOLIO ANALYSIS

**Subprime Analytics**

Booth No.

**115**

### RECOVERIES

**American Recovery Association**

**306**

**Digital Recognition Network**

**137**

**Eagle Group XX**

**709**

**Insurance Auto Auction**

**211**

**RecoveryMaxx**

**713**

**RepoNotice.com**

**805**

**United Recovery Systems**

**928**

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## Sponsors by Category

<b>REINSURANCE/INSURANCE</b>	<b>Booth No.</b>
<b>American Risk Services</b>	<b>227</b>
<b>Berkshire Risk Services</b>	<b>129</b>
<b>Buckeye Dealership Consulting</b>	<b>632</b>
<b>CP Insurance Associates</b>	<b>505</b>
<b>DealerRe</b>	<b>932</b>
<b>FetchAQuote.com</b>	<b>806</b>
<b>Preferred Dealer Solutions</b>	<b>126</b>
<b>Single Interest Insurance</b>	<b>916</b>
<b>Van Wagenen</b>	<b>502</b>
<b>Verifacto</b>	<b>407</b>

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## Sponsors by Category

<b>REPAIR SHOP SOFTWARE</b>	Booth No.
<b>Omniqye Shop Management Software</b>	<b>408</b>
<b>SECURITY CAMERAS</b>	
<b>Pro-Vigil</b>	<b>327</b>
<b>TAX PREPARATION</b>	
<b>Tax Refund Services Tax Max</b>	<b>410</b>
<b>TRADE PUBLICATION</b>	
<b>BHPH Report</b>	<b>608</b>
<b>Credit and Collection News</b>	<b>235</b>
<b>Used Car News</b>	<b>813</b>
<b>"Navigating The Road To BHPH Success"</b>	

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## Sponsors by Category

### VALUATION GUIDE

Booth No.

**Black Book**

**930**

### VEHICLE RESTORATION/REMARKETING

**Car Brite**

**810**

### WARRANTY/SERVICE CONTRACT

**Assured Vehicle Protection**

**519**

**AUL Corp.**

**209**

**Dealer Owned Warranty Company**

**523**

### WEBSITE DESIGN

**Auto Search Technologies**

**529**

“Navigating The Road To BHPH Success”

# NATIONAL CONFERENCE FOR BUY HERE PAY HERE

May 24-26, 2016  Las Vegas

**Please Visit All Our Sponsors  
During The Receptions And Luncheon!**

**Let Our Sponsors Buy You A Drink!  
All Sponsors Have Drink Tickets!**

**NATIONAL ALLIANCE OF BUY HERE PAY HERE DEALERS**

“Navigating The Road To BHPH Success”

# NATIONAL CONFERENCE FOR BUY HERE PAY HERE

**“Navigating The Road To BHPH Success”**



**May 24-26, 2016**



**Las Vegas**

**“NAVIGATING THE  
ROAD TO BUY HERE,  
PAY HERE SUCCESS”**





# NATIONAL CONFERENCE FOR BUY HERE PAY HERE

**“Navigating The Road To BHPH Success”**

**DON'T MISS THIS  
UPCOMING NABD EVENT!**







# East Coast Conference FOR BUY HERE PAY HERE

November 1-3, 2016 ★ Orlando, Florida



18 MONROE STREET  
MARKET



SMOOTH JAVA  
COFFEE BAR



HEADWATERS  
LOUNGE



CAT-TAILS POOL  
BAR & GRILLE



CLUBHOUSE  
GRILLE



MI CASA TEQUILA  
TAQUERIA

## ROSEN SHINGLE CREEK™



TOBIAS' FLATS &  
WATERING HOLE



CASA BELLA  
RESTAURANT



A LAND  
REMEMBERED  
RESTAURANT



BANRAI SUSHI



CAFE OSCEOLA  
RESTAURANT



BELLA'S BAR

All photos courtesy of Rosen Shingle Creek Resort

# NATIONAL CONFERENCE FOR BUY HERE PAY HERE

**“Navigating The Road To BHPH Success”**

**PLEASE COMPLETE THE BHPH CERTIFIED  
MASTER DEALER SURVEY IN THE GENERAL  
SECTION OF YOUR WORKBOOK.**



**Turn Into NABD Registration!**

# NABD 2016 NATIONAL CONFERENCE

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**Exhibit Hall located in the  
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**“Navigating The Road To BHPH Success”**

# NABD 2016 NATIONAL CONFERENCE

## **Wrap Up/ Conference Prizes**

Turn in Your Evaluation Form

*to Win Prizes*

On Thursday Morning!

**“Navigating The Road To BHPH Success”**



# NABD 2016 NATIONAL CONFERENCE

## **\$500 CASH GIVEAWAY!**



*DON'T MISS* winning some

***GREAT PRIZES***

Wednesday, May 25

in the Exhibit Hall at 7:00 PM!

**\$500 Cash Giveaway**

Wynn gift cards – valued at \$150 each

Sponsor / Exhibitor Prizes

Trip to Orlando, Florida

**Much More . . .**

**“Navigating The Road To BHPH Success”**

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Noon- 2:30 PM Luncheon with Exhibitors

6:00 PM- 7:30 PM Cocktails with Exhibitors / Prizes

7:00 PM \$500 Cash Prize Giveaway

**THURSDAY, MAY 26, 2016**

7:30 AM-9:00 AM Networking Breakfast with Exhibitors

**“Navigating The Road To BHPH Success”**



**NABD 2016 NATIONAL CONFERENCE**

**Exhibit Hall**

**Open Thursday Morning**

**7:30 AM – 9:00 AM**

**Lafite Ballroom**

*Join Us for Breakfast  
and Networking!*

**“Navigating The Road To BHPH Success”**

# NABD 2016 NATIONAL CONFERENCE

## Inspirational Session and Prize Giveaway

*“Are You In Compliance  
Spiritually?  
presented by*

**John Linnehan, Jr.**

NABD Hall of Fame

Thursday, May 26, 2015

8:00 AM – 8:45 AM

**Latour Ballroom**

**“Navigating The Road To BHPH Success”**



# NABD 2016 NATIONAL CONFERENCE

**Text NABD2016 to 77513  
and receive up-to-date conference  
alerts.**

**Texting solution provided by  
Solutions by Text.**

**Visit us at booth # 427**