



**ALBANY, NEW YORK  
THE CAPITAL CENTER & RENAISSANCE HOTEL  
SEPTEMBER 26-28, 2019**

In Partnership with:



**ARNE 2019 Education & Expo Final Agenda**

**THURSDAY, SEPTEMBER 26, 2019**

3:00 – 6:00 pm	<b>REGISTRATION</b>
6:00 – 10:00 pm	<b>KICK-OFF STREET PARTY</b>

**FRIDAY, SEPTEMBER 27, 2019**

7:30 am	<b>REGISTRATION OPENS</b>
8:00 – 10:00 am	<b>BREAKFAST FOR ALL ATTENDEES (available on 1<sup>st</sup> &amp; 2<sup>nd</sup> floor of Capital Center)</b>
9:00 am – 12:00 pm	<p><b>6<sup>TH</sup> ANNUAL SUMMIT OF AUTOMOTIVE RECYCLERS</b></p> <ul style="list-style-type: none"> <li>• ARA PROGRESSIVE AGENDA</li> <li>• COMMUNICATIONS – HOW IT HAS CHANGED</li> <li>• TRADING GROUPS – DO YOU NEED THEM?</li> <li>• ECOMMERCE – WHAT IS WORKING?</li> <li>• TIRED OF FISHING FOR HELP? HOW TO HUNT THEM DOWN</li> <li>• NEXT GENERATION – SUCCESSION PLANNING</li> <li>• FIRE PREVENTION – HOW TO PREPARE</li> </ul>
12:00 – 1:00 pm	<b>LUNCH FOR ALL ATTENDEES</b>
1:00 – 2:00 pm	<p><b>SESSION ONE</b></p> <ul style="list-style-type: none"> <li>• Car Part Interchange Plus for All YMS and Collision Repair Opportunities</li> <li>• Recruitment and Retention of Employees</li> <li>• Motivating Your Sales Team for Success</li> <li>• Retaining &amp; Growing Your U-Pull-It Customer Base</li> </ul>
2:00 – 3:00 pm	<p><b>SESSION TWO</b></p> <ul style="list-style-type: none"> <li>• Are You Ready for OSHA?</li> <li>• Are You Hiring Turkeys or Eagles?</li> <li>• Utilizing URG to Benefit Your Bottom Line</li> <li>• Bounty Hunter</li> </ul>
3:00 – 4:00 pm	<p><b>SESSION THREE</b></p> <ul style="list-style-type: none"> <li>• Mini Profit Team Workshop</li> <li>• The Power of Great Leadership</li> <li>• DOT Compliance</li> <li>• Reducing Friction for Profit in a U-Pull It Yard</li> </ul>

4:00 – 5:00 pm	<b>SESSION FOUR</b> <ul style="list-style-type: none"> <li>EZ QC (Management-Based)</li> <li>Data Trumps Intuition</li> <li>U-Pull It Focused Session</li> <li>How to Make Money Selling Reman Transmissions</li> </ul>
5:30 pm	<b>EXPO FLOOR RIBBON CUTTING &amp; CHAMPAGNE TOAST</b>
6:00 – 11:00 pm	<b>EXPO FLOOR OPEN FOR ALL ATTENDEES</b> <i>DINNER STATIONS, OPEN BAR, LIVE AUCTION &amp; MORE!</i>

**SATURDAY, SEPTEMBER 28, 2019**

7:30 – 9:00 am	<b>BREAKFAST FOR ALL ATTENDEES</b>
9:00 am – 1:00 pm	<b>EXPO FLOOR OPEN FOR ALL ATTENDEES</b>
9:00 – 10:00 am	<b>SESSION FIVE</b> <ul style="list-style-type: none"> <li>Mediocrity is No Longer an Option</li> <li>Bid Buddy – What's New?</li> <li>Supplying a Quality Part Consistently</li> <li>U-Pull It Panel /Safety &amp; Compliance</li> </ul>
10:00 – 11:00 am	<b>SESSION SIX</b> <ul style="list-style-type: none"> <li>Expanding Your Ticket Sales</li> <li>Using Your Powerlink System More Effectively</li> <li>GOING MOBILE: Getting the Most Out of Pinnacle's New Mobile Applications</li> <li>EZ ROUTE Tips &amp; Tricks</li> </ul>
11:00 am – 12:00 pm	<b>SESSION SEVEN</b> <ul style="list-style-type: none"> <li>EZ QC Changing How Business is Done (User-based)</li> <li>Growing Your E-Bay Business</li> <li>EX QC Changing How Business is Done (User-Based)</li> <li>Recent Enhancements in Checkmate</li> <li>PRP-NE Accounting Session</li> </ul>
12:00 – 1:00 pm	<b>SESSION EIGHT</b> <ul style="list-style-type: none"> <li>The Future of Powerlink – Hollander</li> <li>Are You A Picasso?</li> <li>Inventory Best Practices</li> <li>Making Your Sales Goals a Reality</li> <li>PRP-NE Accounting Session</li> </ul>
1:15 – 2:15 pm	<b>LUNCH – KEYNOTE PRESENTATION – ATV RAFFLE DRAWING</b>
2:30 pm	<b>2019 ARNE EXPO &amp; EDUCATION WRAPS – SEE YOU SOON!</b>

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