



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

In Partnership with:



ARNE 2019 Education & Expo Agenda

SEPTEMBER 26, 2019

12:00 – 5:00 pm
 6:00 – 10:00 pm

REGISTRATION
KICK-OFF STREET PARTY

SEPTEMBER 27, 2019

7:30 am
 8:00 – 10:00 am

REGISTRATION OPENS
BREAKFAST FOR ALL ATTENDEES

9:00 am – 12:00 pm

6TH ANNUAL SUMMIT OF AUTOMOTIVE RECYCLERS

- ARA PROGRESSIVE AGENDA
- COMMUNICATIONS – HOW IT HAS CHANGED
- TRADING GROUPS – DO YOU NEED THEM?
- ECOMMERCE – WHAT IS WORKING?
- TIRED OF FISHING FOR HELP? HOW TO HUNT THEM DOWN
- NEXT GENERATION – SUCCESSION PLANNING
- FIRE PREVENTION – HOW TO PREPARE

12:00 – 1:00 pm

LUNCH FOR ALL ATTENDEES

1:00 – 2:00 pm

SESSION ONE

- Car Part Interchange Plus for All YMS and Collision Repair Opportunities
- Recruiting and Retention of Employees
- Motivating Your Sales Team for Success
- Retaining & Growing Your U-Pull-It Customer Base

2:00 – 3:00 pm

SESSION TWO

- Safety & Compliance in the Work Place
- Are You Hiring Turkeys or Eagles?
- Utilizing URG to Benefit Your Bottom Line
- EZ QC (Management Based)

3:00 – 4:00 pm

SESSION THREE

- Mini Profit Team Workshop
- The Power of Great Leadership
- DOT Compliance
- U-Pull It Software Solutions for Yards

4:00 – 5:00 pm	SESSION FOUR <ul style="list-style-type: none"> Bounty Hunter Understanding the Converter Market U-Pull It Focused How to Make Money Selling Transmissions
5:30 pm	EXPO FLOOR RIBBON CUTTING & CHAMPAGNE TOAST
6:00 – 11:00 pm	EXPO FLOOR OPEN FOR ALL ATTENDEES <i>DINNER STATIONS, OPEN BAR, LIVE AUCTION & MORE!</i>

SATURDAY, SEPTEMBER 28, 2019

7:30 – 9:00 am	BREAKFAST FOR ALL ATTENDEES
9:00 am – 1:00 pm	EXPO FLOOR OPEN FOR ALL ATTENDEES
9:00 – 10:00 am	SESSION FIVE <ul style="list-style-type: none"> Mediocrity is No Longer an Option Bid Buddy – What's New? Giving Good Customer Service Recent Enhancements in Checkmate
10:00 – 11:00 am	SESSION SIX <ul style="list-style-type: none"> Expanding Your Ticket Sales Using Your Powerlink System More Effectively CCC Data Platforms – Can You See Your Parts? EZ ROUTE Tips & Tricks
11:00 am – 12:00 pm	SESSION SEVEN <ul style="list-style-type: none"> EZ QC Changing How Business is Done (User-based) Growing Your Ebay Business Supplying a Quality Part Consistently Maximizing Core & End of Life Revenue
12:00 – 1:00 pm	SESSION EIGHT <ul style="list-style-type: none"> The Future of Powerlink – Hollander Are You A Picasso? Inventory Best Practices Making Your Sales Goals a Reality
1:15 – 2:15 pm	LUNCH – KEYNOTE PRESENTATION – ATV RAFFLE DRAWING
2:30 pm	2019 ARNE EXPO & EDUCATION WRAPS – SEE YOU SOON!

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****Schedule Subject to Change****

For more information & to register, please visit www.arne.pro