

Auto & Truck Recyclers of Illinois

Convention & Trade Show
September 23 & 24, 2016

Nostalgia

nos·tal·gia

noun - a wistful affection for the past,
typically for a period or place with
happy personal associations.

Highlights

- ❖ **Golf Outing**
Thursday, September 22 at 1pm
- ❖ **Past Presidents Reception**
- ❖ **Trade Show both days**
Open to the public Sat 1-3
- ❖ **Rt 66 Mother Road Show**
- ❖ **Mike Kunkel Returns!!!**

Seminars

Friday September 23, 2016

- **Consulting** - Why do we need it?
- **U-Pull-It**
- **Hybrid** Yards
- **Buyers numbers** - Increase sales through purchasing
- **P&L** - The Profit and Loss Report
- **Production** - What to Warehouse and what to leave in the vehicle
- **Bid Buddy** Setup
- **Parts Trader**
- **Cores/Commodities**
- **VET Environmental** (IL Green Car) and **IEPA**
- **Old Timers Round Table** Discussion
- **Social Media**

Saturday September 24, 2016

- **Sales** - Basic
- **Sales** - Extended Warranties
- **Sales** - Brokering Parts
- **HR** - Expectations and Responsibilities
- **Insurance**
- **SOS** - Car Titles - How to buy vehicles with no title

