

2020 TRAINING SCHEDULE

check online for most recent updates

2020 Schedule of Events

Wednesday, March 4

5:00 PM – 7:00 PM Registration Open

Thursday, March 5

6:00 AM – 7:00 PM Registration Open

8:00 AM – 5:00 PM Management & Technical Training

4:00 PM – 7:00 PM Hi-Tech Tool Expo

Friday, March 6

6:45 AM – 7:45 AM Educator Breakfast

7:00 AM – 9:00 PM Registration Open

8:00 AM – 5:00 PM Technical Training

8:00 AM – 5:15 PM Management Training

11:30 AM – 1:30 PM Power Summit Management Lunch & Keynote

5:00 PM – 9:00 PM VISION Expo

Saturday, March 7

6:00 AM – 6:00 PM Registration Open

6:30 AM – 7:00 AM Conference Breakfast*

7:00 AM – 8:30 AM Opening General Session

8:45 AM – 11:45 AM Management, Technical & Educator Training

9:00 AM – 3:30 PM VISION Expo

11:30 AM – 1:00 PM Conference Lunch*

2:45 PM – 5:45 PM Management, Technical & Educator Training

6:00 PM – 7:00 PM Industry Professional's Reception

7:00 PM – 10:00 PM Awards Dinner & Comedy Night Party**

Sunday, March 8

7:00 AM – 7:30 AM Nondenominational Prayer Service

7:00 AM – 10:00 AM Registration Open

7:30 AM – 8:30 AM Networking Breakfast*

8:30 AM – 11:30 AM Management, Technical & Educator Training

* Meal functions are open to those purchasing training packages.

** Awards Dinner & Comedy Night Party tickets may be purchased individually.

Attendees registered for a weekend training package or VISION Power Pass may purchase a ticket at a discounted rate.

Schedule is subject to change. Please consult the on-site Schedule of Events for the latest information.

THURSDAY, MARCH 5, 2020

Technical Training

Code	Course Title	Begins	Ends	Instructor
T1-AB	6.7L Powerstroke Engine Performance & Emissions SOLD OUT!	8:00am	5:00pm	Wally Mouradian
T2-AB	Crash Course on Advanced Drivers Assist Systems and Calibrations <i>Sponsored by NAPA Echlin & NAPA Tools and Equipment</i>	8:00am	5:00pm	Mike Reynolds
T3-AB	Diagnosing Timing Issues: Ignition and Valve & Intro to Module Programming (LIVE CAR) GOING FAST!	8:30am	5:00pm	Scott Shotton & Eric Ziegler
T4-AB	Hybrid Electric Vehicles - Diagnosis & Repair <i>Sponsored by AutoZone</i>	8:00am	5:00pm	Dave Hobbs
T5-AB	Pressure Waveform Acquisition Analysis From the Inside Out <i>Sponsored by CTI / WTI*</i>	8:00am	5:00pm	Brandon Steckler
T6-AB	Vibration Correction Diagnosis (LIVE CAR) SOLD OUT!	8:30am	5:00pm	Gary Machiros
T7-A	Effective Electrical Troubleshooting Practical Application of Domestic OE Schematics <i>Sponsored by CTI / WTI* GOING FAST!</i>	8:00am	12:00pm	Peter Orlando
T8-A	GDI Driveability and Diagnosis <i>Sponsored by Dorman GOING FAST!</i>	8:00am	12:00pm	G Jerry Truglia
T9-A	The Pressure is On <i>Sponsored by CTI / WTI* GOING FAST!</i>	8:00am	12:00pm	Bernie Thompson
T10-B	Critical Thinking- Diagnostic Strategies <i>Sponsored by Dorman</i>	1:00pm	5:00pm	G Jerry Truglia
T11-B	Decoding Control Area Network (CAN) <i>Sponsored by CTI / WTI* GOING FAST!</i>	1:00pm	5:00pm	Bernie Thompson
T12-B	Simplifying Electricity Sensor and Control Applications (Hands-On) <i>Sponsored by Opus/CTI/WTI</i> SOLD OUT!	1:00pm	5:00pm	Brian Chaffe
T13-B	Turbo Operation & Diagnosis <i>Sponsored by CTI / WTI*</i>	1:00pm	5:00pm	Tanner Brandt

Management Training

Code	Course Title	Begins	Ends	Instructor
M1-AB	Bolt On University: Fast Track Your Success <i>Sponsored by Bolt On Technology</i>	8:00am	5:00pm	Frank Dragoni
M2-A	Diagnosing and Repairing Your Business <i>Sponsored by CTI / WTI*</i>	8:00am	12:00pm	Cecil Bullard
M3-A	Supercharge Your Front Counter Skills <i>Sponsored by ATI</i>	8:00am	12:00pm	Jim Silverman & Matt Winslow
M4-B	Improving Tech / Service Advisor Communications <i>Sponsored by CTI / WTI*</i>	1:00pm	5:00pm	Cecil Bullard
M5-B	Managing Your Shop Workflow <i>Sponsored by CTI / WTI* GOING FAST!</i>	1:00pm	5:00pm	Greg Marchand

BACK BY POPULAR DEMAND!! Get the most out of your investment.

Attend the exclusive Hi-Tech Tool Expo to provide you additional time with diagnostic and scan tool vendors.

*CTI / WTI = CARQUEST Technical Institute & WORLDPAK Technical Institute

HI-TECH TOOL EXPO Thursday, March 5, 2020 • 4-7pm
 featuring today's top scan tools & diag equip

Convention Center Upper Level

FRIDAY, MARCH 6, 2020

Technical Training

Code	Course Title	Begins	Ends	Instructor
T14-CD	A/C Operation, Performance & Diagnostics <i>Sponsored by Denso</i> SOLD OUT!	8:00am	5:00pm	Rick Kelley
T15-CD	Advanced Driveability Diagnostic Strategies SOLD OUT!	8:00am	5:00pm	Wally Mouradian
T16-CD	Effective Electrical Troubleshooting Modern Electronics Foundations <i>Sponsored by CTI / WTI</i> SOLD OUT!	8:00am	5:00pm	Rich Falco
T17-CD	Fundamentals of PicoScope (Hands-On) SOLD OUT!	8:30am	5:00pm	Matt Fanslow & Scott Shotton
T18-CD	Gasoline Fuel Systems Diagnostics from A-Z (Hands-On) <i>Sponsored by NAPA Autotech Training</i> SOLD OUT!	8:30am	5:00pm	Jeff Bly & Scott Townsend
T19-CD	GM Driveability <i>Sponsored by CTI / WTI</i>	8:00am	5:00pm	John Thornton & Scot Manna
T20-CD	Hybrid Systems Diagnostics <i>Sponsored by Denso</i> SOLD OUT!	8:00am	5:00pm	Eric Walker
T21-CD	Module Programming and Coding (LIVE CAR) GOING FAST!	8:30am	5:00pm	Gary Machiros
T22-CD	Toyota Platforms Operation & Diagnosis <i>Sponsored by CTI / WTI*</i>	8:00am	5:00pm	Jim Cokonis
T23-CD	VW / Audi Body Electronics & Bus Systems <i>Sponsored by Opus/CTI / WTI</i>	8:00am	5:00pm	Chris Martino
T27-CD	Hybrid Testing (Hands-On) <i>Sponsored by Lucas-Nuelle</i>	8:00am	5:00pm	G Jerry Truglia
T24-C	ADAS: A Comprehensive Look at Operation, Set-Up and Calibration with Tools you May Already Own	8:00am	12:00pm	Eric Ziegler
T25-C	Common Rail Diesel <i>Sponsored by Bosch</i> SOLD OUT!	8:00am	12:00pm	Robert Esterbrook
T26-C	Hybrid Transmission Technology in BMW and Audi <i>Sponsored by ZF</i>	8:00am	12:00pm	Neil Speetjens
T27-C	Labscope Usage for the New Owner SOLD OUT!	8:00am	12:00pm	James E. Wilson
T28-C	Simplifying Electricity Sensor and Control Applications (Hands-On) <i>Sponsored by Opus/CTI/WTI</i> SOLD OUT!	8:00am	12:00pm	Brian Chaffe
T29-D	Analyzing What the Ignition Waveform is Telling Us	1:00pm	5:00pm	Jim Morton
T30-D	Hybrid Battery Preventative Maintenance, Repair, and Reconditioning <i>Sponsored by Hybrid Automotive</i>	1:00pm	5:00pm	Jeff Sloan
T31-D	Immobilizer and Anti-Theft System Diagnosis <i>Sponsored by Motor Age Training</i>	1:00pm	5:00pm	Eric Ziegler
T32-D	Quick Check Diagnostics <i>Sponsored by The Group Training Academy</i>	1:00pm	5:00pm	James E. Wilson
T33-D	ZF 8 Speed Automatic Transmission Diagnostic and Overhaul <i>Sponsored by ZF</i>	1:00pm	5:00pm	Francisco Moreno

Heavy Duty Training

Code	Course Title	Begins	Ends	Instructor
H1-CD	Air Brake Driving Simulator: Take your shop on a road test! <i>Sponsored by Consulab</i>	8:00am	5:00pm	Jeff Curtis
H2-CD	Diesel Emission Controls (Aftertreatment)	8:00am	5:00pm	Kevin Looney
H3-C	CAN / J1939 / J1708 Troubleshooting on HD <i>Sponsored by Diesel Laptops</i>	8:00am	12:00pm	Dustin Carnes and Ken Degrant
H4-C	Heavy Duty Scope Diagnostics	8:00am	12:00pm	Michael Eilbracht
H5-D	Cummins 3582 Code Diagnostics	1:00pm	5:00pm	Michael Eilbracht
H6-D	Hydraulics System Safety & Diagnostics <i>Sponsored by Gates</i>	1:00pm	5:00pm	K.C. Heiliger

Educator Think Tank (Train the Trainer)

Code	Course Title	Begins	Ends	Instructor
	Educators Breakfast	6:45am	7:45am	
E1-D	Discover the Benefits of Hands-on Electrical Training in Tomorrows Classroom <i>Sponsored by ATech Training</i>	1:00pm	5:00pm	Lyle Taylor SOLD OUT!

Management Training

Code	Course Title	Begins	Ends	Instructor
M6-CD	Introduction to Going Multi-Location <i>Sponsored by CTI / WTI*</i>	8:00am	5:15pm	Greg Bunch
M7-C	Idea Factory: Using Integration to Supercharge Your Existing Marketing <i>Sponsored by Shop Marketing Pros</i>	8:00am	11:30am	Brian & Kim Walker
M8-C	Profitability Analysis: A Better Understanding of Your Numbers <i>Sponsored by Paar Melis</i>	8:00am	11:30am	Hunt Demarest
M9-C	Shop Setup for Optimal Workflow <i>Sponsored by Shop Fix Academy</i>	8:00am	11:30am	Aaron Stokes
M10-C	Skyrocket Your Profits	8:00am	11:30am	Rick White
	Power Summit Management Lunch <i>(all management attendees will be automatically reg'd for this session)</i>	11:30am	1:30pm	
M11-D	7 Proven Marketing Methods to Put Your Shop on TOP <i>Sponsored by KUKUI</i>	1:45pm	5:15pm	Jimmy Lea
M12-D	Sales, Production, Profits: Transform Your Shop Into a Profit-Generating Machine <i>Sponsored by CTI / WTI*</i>	1:45pm	5:15pm	Jeremy O'Neal
M13-D	Exceptional Customer Handling Skills <i>Sponsored by CTI / WTI*</i>	1:45pm	4:45pm	Greg Marchand

VISION EXPO

featuring today's top scan tools & diag equip
 60,000 square feet of exhibits!

Friday 5-9pm

Saturday 9am-3:30pm

*CTI / WTI = CARQUEST Technical Institute & WORLDpac Technical Institute

2020 TRAINING SCHEDULE



Presented By:



SATURDAY, MARCH 7, 2020

Technical Training

Code	Course Title	Begins	Ends	Instructor
T34-EF	BMW & MINI Bus Systems <i>Sponsored by CTI / WTI*</i> SOLD OUT!	8:30am	5:45pm	Eric Scharping
T35-E	6.7 Powerstroke Diesel Problems and Solutions <i>Sponsored by Standard Motor Products</i> SOLD OUT!	8:45am	11:45am	Jim Wilson
T36-E	Activating Your ADAS Knowledge: Diagnosing Driver Assist Systems <i>Sponsored by AutoZone</i> SOLD OUT!	8:45am	11:45am	Dave Hobbs
T37-E	Active Vehicle Safety <i>Sponsored by Garage Gurus</i>	8:45am	11:45am	Mark Ingram
T38-E	Beyond the Four Strokes <i>Sponsored by ACDelco</i>	8:45am	11:45am	Dan Nagy
T39-E	Decoding the German Brands <i>Sponsored by NAPA Autotech Training</i> GOING FAST!	8:45am	11:45am	Scott Townsend
T40-E	Effective Electrical Troubleshooting DSO Setup and Operation <i>Sponsored by CTI / WTI*</i> GOING FAST!	8:45am	11:45am	Adam Robertson
T41-E	Electrical Principles for the Advanced Diagnostician <i>Sponsored by CTI / WTI*</i> GOING FAST!	8:45am	11:45am	Gary Smith
T42-E	Oxygen Sensor Diagnostics <i>Sponsored by Bosch</i> GOING FAST!	8:45am	11:45am	Robert Esterbrook
T43-E	Reprogramming and Flashing <i>Sponsored by AVI</i> GOING FAST!	8:45am	11:45am	John Forro
T44-E	Scan Tools: Are All Scan Tools Created Equal? <i>Sponsored by ACDelco</i> GOING FAST!	8:45am	11:45am	Jerry Tempel
T45-E	Systematic Approach to On-Board Diagnostics II (OBDII)	8:45am	11:45am	Rick Escalambre
T46-E	TECHM Programming <i>Sponsored by ACDelco</i>	8:45am	11:45am	Jerry Mungle
T71-E	Modern Ignition System Testing <i>Sponsored by Garage Gurus</i>	8:45am	11:45am	John Dixon
T47-F	Advanced Driver Assist Systems <i>Sponsored by Standard Motor Products</i> GOING FAST!	2:45pm	5:45pm	Wayne Bishop
T48-F	Art and Science of Advanced Drivetrain Installation <i>Sponsored by Randy's Worldwide</i> GOING FAST!	2:45pm	5:45pm	Andrew McLaughlin & Ian Johnson
T49-F	Diagnosing Difficult Fuel & Oil Deposit Related Driveability Concerns <i>Sponsored by CTI / WTI*</i> SOLD OUT!	2:45pm	5:45pm	Gary Smith
T50-F	Diesel Emissions and Exhaust Aftertreatment <i>Sponsored by ACDelco</i> GOING FAST!	2:45pm	5:45pm	Lee Hammel
T51-F	Domestic Anti-Theft Systems <i>Sponsored by Standard Motor Products</i>	2:45pm	5:45pm	Robby Schrimsher
T52-F	Effective Electrical Troubleshooting DSO Application Testing <i>Sponsored by CTI / WTI*</i>	2:45pm	5:45pm	Adam Robertson
T53-F	Euro Evaporative Emission Diagnostics <i>Sponsored by Bosch</i>	2:45pm	5:45pm	Robert Esterbrook
T54-F	Intermittent Electrical Diagnostics Strategies SOLD OUT!	2:45pm	5:45pm	Rick Kelley
T55-F	J2534 Domestic Programming Update <i>Sponsored by CTI / WTI*</i>	2:45pm	5:45pm	Keith Perkins
T56-F	Light Duty Diesel <i>Sponsored by NAPA Autotech Training</i> SOLD OUT!	2:45pm	5:45pm	Jeff Bly
T57-F	VISION Tech Talks <i>Sponsored by MWACA</i>	2:45pm	5:45pm	Multiple Presenters

Heavy Duty Training

Code	Course Title	Begins	Ends	Instructor
H7-E	Advanced HD Diagnostic Data <i>Sponsored by CTI / WTI*</i> GOING FAST!	8:45am	11:45am	Brent Delfel
H8-E	HD Electrical Troubleshooting <i>Sponsored by NAPA Autotech Training</i> GOING FAST!	8:45am	11:45am	Andy Tirado
H9-E	Multiplexing: International and Freightliner Trucks	8:45am	11:45am	Kevin Looney
H10-F	Advanced HD Diagnostics Waveforms <i>Sponsored by CTI / WTI*</i>	2:45pm	5:45pm	Brent Delfel
H11-F	HD Air Disc Brakes <i>Sponsored by Garage Gurus</i>	2:45pm	5:45pm	Jim Baird
H12-F	HD Fuel System Testing <i>Sponsored by NAPA Autotech Training</i>	2:45pm	5:45pm	Andy Tirado

Educator Think Tank (Train the Trainer)

Code	Course Title	Begins	Ends	Instructor
E2-E	Let's Look Behind the Curtain of a Skills Contest! <i>Sponsored by Consulab</i>	8:45am	11:45am	Tim Dwyer
E3-F	How to Teach Engine Management for a Positive Impact <i>Sponsored by The Group Training Academy</i>	2:45pm	5:45pm	James E. Wilson GOING FAST!

Management Training

Code	Course Title	Begins	Ends	Instructor
M14-E	39% Growth: Embracing The Digital Service Method <i>Sponsored by Bolt On</i>	8:45am	11:45am	JB Burkhauser
M15-E	Back to the Basics: 13 Foundational Strategies for Effective Marketing <i>Sponsored by Shop Marketing Pros</i>	8:45am	11:45am	Brian & Kim Walker
M16-E	Confident Selling	8:45am	11:45am	Maylan Newton
M17-F	How to Attract Top Talent	2:45pm	5:45pm	Rick White
M18-F	Maintenance Profit Master <i>Sponsored by CTI / WTI*</i>	2:45pm	5:45pm	Jeremy O'Neal
M19-F	Top Marketing Trends for 2020: How to Successfully Navigate Digital Marketing <i>Sponsored by Autoshop Solutions</i>	2:45pm	5:45pm	Margaret Palango GOING FAST!

*CTI / WTI = CARQUEST Technical Institute & WORLDPAC Technical Institute

Celebration of Independents Awards Dinner & Comedy Night

Saturday, March 7, 2020 • 7-10pm

Join us for a night of celebration, recognizing individuals achieving excellence, while enjoying a night of laughter!

\$30 with Weekend or Power Pass

Schedule subject to change. Check website for latest schedule and availability. as of 2/27/2020

Spouse Program

Saturday, March 7, 2020

Culinary Center Cooking Class
Style Social at Evereve

Register Today!

www.visionkc.com

2020 TRAINING SCHEDULE

SUNDAY, MARCH 8, 2020

Technical Training

Code	Course Title	Begins	Ends	Instructor
T58-G	ADAS Diagnosing & Servicing <i>Sponsored by Bosch</i>	8:30am	11:30am	Robert Esterbrook
T59-G	Application of Electrical Test Tools <i>Sponsored by CTI / WTI*</i>	8:30am	11:30am	Rick Falco
T60-G	BMW Diesel <i>Sponsored by CTI / WTI*</i>	8:30am	11:30am	Eric Scharping
T61-G	Braking System Diagnosis & Repair <i>Sponsored by ACDelco</i>	8:30am	11:30am	Jerry Mungle
T62-G	Chasis Dynamics <i>Sponsored by ACDelco</i>	8:30am	11:30am	Keith Glasgow
T63-G	Controller Area Network (CAN) <i>Sponsored by AVI GOING FAST!</i>	8:30am	11:30am	John Forro
T64-G	Decoding Pulse Waveforms <i>Sponsored by NAPA Autotech Training</i>	8:30am	11:30am	Jeff Bly
T65-G	Duramax 6600 Diesel Engine <i>Sponsored by ACDelco GOING FAST!</i>	8:30am	11:30am	Lee Hamler
T66-G	Electronic Transmission Diagnosis <i>Sponsored by Standard Motor Products</i>	8:30am	11:30am	Robby Schrimsher
T67-G	Electronic Vibration Diagnosis	8:30am	11:30am	Gary Machiros
T68-G	Engine Mechanical Diagnosis with Electronic Equipment <i>Sponsored by Motor Age Training GOING FAST!</i>	8:30am	11:30am	Scott Shotton
T69-G	Import Hybrid Operation <i>Sponsored by CTI / WTI*</i>	8:30am	11:30am	Isaac Rodell
T70-G	VTT Variables <i>Sponsored by NAPA Autotech Training</i>	8:30am	11:30am	Scott Townsend

Heavy Duty Training

Code	Course Title	Begins	Ends	Instructor
H13-G	HD Aftertreatment Class <i>Sponsored by CTI / WTI*</i>	8:30am	11:30am	Brent Delfel
H14-G	Heavy Duty Foundation Brakes <i>Sponsored by Garage Gurus</i>	8:30am	11:30am	Jim Baird

Educator Think Tank (Train the Trainer)

Code	Course Title	Begins	Ends	Instructor
E4-G	Teaching the 8 Step Diagnostic Procedure	8:30am	11:30am	Jim Morton

Management Training

Course Title	Begins	Ends	Instructor
M20-G 7 Habits of Highly Successful Service Advisors <i>Sponsored by The Group Training GOING FAST!</i>	8:30am	11:30am	Bill Haas
M21-G Hiring & Interviewing to Build a Great Team <i>Sponsored by Shop Fix Academy</i>	8:30am	11:30am	Aaron Stokes
M22-G Processes & Procedures: The Keys to Success	8:30am	11:30am	Maylan Newton

*CTI / WTI = CARQUEST Technical Institute & WORLDPAC Technical Institute

Schedule subject to change. Check website for latest schedule and availability. as of 2/27/2020

2020 Registration Package Pricing

Thursday All-Day Package	
Thursday Registration, Refreshment Breaks, Lunch, and Expo Registration	
Early Bird	Regular
\$200	\$215

Friday All-Day Package	
Friday Registration, Refreshment Breaks, Lunch, and Expo Registration	
Early Bird	Regular
\$200	\$215

Weekend Training Package	
All Management and/or Technical Courses offered Sat. & Sun., Refreshment Breaks, Saturday General Session, Breakfast & Lunch Sunday General Session & Breakfast Expo Registration	
BONUS... Add Awards Dinner/Comedy Night for only \$30	
Early Bird	Regular
\$385	\$405

4-Day Power Pass	
4 days of Management and/or Technical Courses (Thursday, Friday, Saturday and Sunday), Refreshment Breaks, Saturday General Session, Breakfast & Lunch, Sunday General Session & Breakfast & Breakfast, and Expo Registration	
BONUS... Add Awards Dinner/Comedy Night for only \$30	
Early Bird	Regular
\$650	\$695

TRAINING COURSE SELECTION: Selections must be made in advance and are available on a first-come, first-served basis. Registration for individual courses is not available until February 17, 2020.

MEALS: Breakfast is served in conjunction with a general session and keynote address. See package details for meal information.

INDIVIDUAL MEALS & COURSES: Individual course registration opens Monday, February 17. The Cost for each 3 or 4 hour session is \$130. Tickets for Saturday breakfast, Saturday lunch, and Sunday breakfast may be purchased for \$30 each.

MWACA Member & Educator Discounts: MWACA Members registering by Friday, January 10 receive a \$25 discount on Weekend and Power Pass Packages.

AWARDS DINNER & COMEDY NIGHT: Weekend Package and Power Pass attendees have the option to add this event to their package for only \$30. Non-package attendees may purchase tickets for \$60 each. Tickets are limited so early registration is encouraged.

REGISTRATION & PAYMENT: To register, please complete the online registration form at www.visionkc.com. Registrations must be received no later than Feb. 22, 2020. Registrations accepted ON-SITE ONLY after Feb. 25, 2020. We cannot guarantee availability for late or on-site registrants. A confirmation letter and detailed conference information will be e-mailed in late-February.

CANCELLATION AND REFUND POLICY: Full refunds will be granted, less a \$30 processing fee, if cancellation is received in writing by January 31, 2020. No refunds will be granted after January 31, 2020. Name substitutions will be accepted.