



2020 CONVENTION

SCHEDULE OF EVENTS

DAY ONE | JANUARY 24TH

We will kick off the Convention with a *Networking Cocktail Reception* at the Graduate Lincoln. The reception will include *Top Golf*, heavy appetizers, and of course cocktails.

6:00 - 9:00 PM **Networking Cocktail Reception**
The Graduate Lincoln - *Topgolf Swing Suite Room*

DAY TWO | JANUARY 25TH

Our second day is dedicated to *Education and Networking* at Memorial Stadium. We will finish the night with dinner and drinks at the Graduate Lincoln
please note, all events from 7:30 AM - 5:00 PM will take place at Memorial Stadium - One Memorial Stadium Drive, Lincoln, NE 68588

7:30 AM - 9:00 AM **Breakfast**

8:30 AM - 9:00 AM **Opening Comments**



Conrad Neverve | President

Nebraska Independent Auto Dealers Association

Welcome to Lincoln and the 2020 NEIADA Convention

9:00 AM - 9:50 AM **DMV Updates**



Betty Johnson | Vehicle Services Administrator

Nebraska Department of Motor Vehicles

Review of recent and upcoming title and registration related changes.

Overview of the Motor Vehicle Industry Licensing Board



Josh Eickmeier | Executive Director

Nebraska Motor Vehicle Licensing Board

Presentation and discussion of the Motor Vehicle Industry Licensing Board's role in licensing and regulating the motor vehicle industry including common issues currently facing the industry.

Buy Here Pay Here – Rules & Regulations, Are You In Compliance?"



Tag Herbek | Consumer Finance Counsel

Nebraska Department of Banking

Help dealers understand the Buy Here Pay Here (BHPY) rules and regulations. How to repossess a vehicle properly. How to handle a bankruptcy situation? What interest rate is allowed in Nebraska and do you need a finance license to charge the max?

10:00 AM - 11:30 AM

How would you like to increase your dealership's sales by 20-30%?



Jasen Rice | Owner

Lotpop

Most dealerships struggle with two things:

- Staffing – Not having the right people in place OR the right people are too busy to handle everything themselves
- Process – Missing the right processes to get the expected results and no one to ensure the processes are executed the right way

Creating Car Buying Experiences that Drive Success.



Michael Cavanaugh | Head of Strategic Partners

MAX Digital

Improve Productivity, Improve Your Automotive Sales Process.

11:30 - 12:00 PM

Maximize Sales



Karl Jensvold | Owner

PricedRite Auto

12:00 PM - 1:00 PM

Lunch

1:00 PM - 2:00 PM

Tour of Memorial Stadium

2:15 PM - 3:00 PM

Bricks to Clicks - Changing Wholesale one vehicle at a time.



Stu Zalud | Director of Strategic Business Development

AVC Auctions

Digital wholesale comprises over 50% of a 20 million+ vehicle wholesale market. Improve your cash flow with a better, more efficient, process and learn about ACV's latest technology—"Engine Amplification" and "Virtual Lift". Return to managing individual deals. "Buy with less cost and more efficiency."

3:00 PM - 4:00 PM Lender Panel*



Raymond Stroud | Retail Lending Account Manager
Golden Plains Credit Union

Golden Plains Credit Union Auto Lending Plans and Products

***the names of the other panel members invited to participate are TBA**

4:00 PM - 5:00 PM



Social Media Marketing

Frank Penate | Co-Owner

Infinity Products

Gain traffic through Digital Advertising and Facebook Management.

6:00 - 9:00 PM

Dinner

The Graduate Lincoln - *The Perkins Room*

DAY THREE | JANUARY 26TH

The Convention will conclude with the annual Board Committee Meeting. Breakfast will be served.

8:30 AM - 10:00 AM

Breakfast & Board Meeting

The Graduate Lincoln - *The Perkins Room*



2020 SPONSORSHIP OPPORTUNITIES

Sponsorship Levels	Diamond	Platinum	Gold	Silver	Bronze
Included with Sponsorship	\$ 2,500	\$ 2,000	\$ 1,500	\$ 1,000	\$ 500
2020 Membership					
Number of Attendees at Convention (additional participants \$200 each)					
Logo Displayed at the convention					
Table Top Display Cocktail Reception (limited number available)					
Friday Reception Co- Sponsor					
Saturday Lunch Co-Sponsor					
Saturday Dinner Co-Sponsor					
Break Sponsor					
Website Logo Banner AD With Link - One year					
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Total Value of Sponsorship	\$ 4,250.00	\$ 4,050.00	\$ 1,600.00	\$ 1,700.00	\$ 800.00

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