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This MP3 CD-Rom will include F&I Education, Dealership Sales and Technology Education and P&A Leadership Summit sessions only. All recorded LIVE at the 2015 Industry Summit, September 8-10, 2015. We will also include most session handouts in PDF files. This CD-Rom is for playback on a PC, Mac, Laptop or any MP3 compatible device.

AVAILABLE SESSIONS

Final list of sessions subject to change and availability.

Special Session: Actions Speak Louder Than Words
Tech Talks
Industry Summit Opening Keynote Address: Preserving Our Industry
Industry Summit Keynote Address: Solving the CFPB Problem
From the Boardroom
Right-Clicking in a Left-Click World
A New Lease on Profits
A Trainer's Take
Making Compliance Work for You
Passing the Compliance Test
Is the F&I Party Over?
New Strategies for Online Retail That Keep You in Control
Digitizing the F&I Experience
Discovering the Need the Buyer Hasn't Realized
Compliance: Current Trends & Managing Risk
Growing F&I From the Inside Out
Using Online Video to Increase F&I Product Sales
The Biweekly Scare

P&A Leadership Summit Sessions:
Welcome Luncheon and Opening Keynote Address: The CFPB's Impact on the F&I Industry
Panel Session: Govern or Be Governed
Panel Session: Leveraging Technology for Improved Data Analytics
Solving the Industry's Conundrums, One Question at a Time
The Power of Digital F&I: What it means for F&I Administrators
The Evolution of National Auto Care: An Inside Look at M&A in F&I
Implications to Producer and Dealership Retained Risk Programs from Recent Tax Court Decisions and IRS Rulings and Regulations
Panel Session: Measuring Your Claim/Call Center Metrics, Attributes and Efficiencies

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