

TOGETHER TOWARDS TOMORROW

URG TRAINING
CONFERENCE

MARCH 23-25, 2017
San Antonio, TX

\$325 (\$350 after Feb 28)

\$150 Saturday only

REGISTER NOW:
u-r-g.com/conference

FUEL UP FOR SUCCESS WITH TOP SPEAKERS / TOP TRAINING

BECOME A STELLAR SALES MANAGER Rachael Whetstone / Allied Auto Salvage and Matt Lacy / Lacy Auto Parts

21st CENTURY NETWORKING Bob Wilbert / Wilbert's

INVENTORY BEST PRACTICES Jeremy Barnett / Snyder's Salvage

SIGNS OF EMBEZZLING Tom Bessler / Bessler's and John Catalano Sr / Bionic Auto

THE HIDDEN VALUE OF SECURITY CAMERAS & VOICE OVER IP Josh Kuhn and Arron Wilbert / Wilbert's

MAKING OR BREAKING UP WITH THE RIGHT EXCHANGE PARTNERS JC Cahill / NEATR

HOW TO BECOME A BETTER MANAGER Mark Gamble / PRP

DON'T FEED THE MONKEY Paul D'Adamo / Recycling Growth

INVENTORY Paul D'Adamo / Recycling Growth

MAKING MONEY 101 Bill Stevens / Profit Team

QUALITY CONTROL Paul Wadley / Snyder's Salvage

REMOTE EMPLOYEES: MOVING TO THE 21st CENTURY Panel (John Catalano Jr w/ Bionic)

PAY FOR PERFORMANCE Panel (Rian Garner / American Auto Salvage, John Catalano Jr / Bionic, Jim Counts / Profit Team)

USING URG TECHNOLOGY TO DRIVE BOTTOM LINE CORE REVENUE Ryan Falco / Midway Auto Parts

ARE YOU HIRING EAGLES OR TURKEYS DJ Harrington

PROPERLY PRICING PROMOTES PROMPT PROFIT Jim Counts / Profit Team

ARE YOU BUYING ENOUGH OF THE RIGHT VEHICLES? Jim Counts / Profit Team

INSURANCE / WORK COMP TBD

INVOICES PER HOUR AS A MANAGEMENT TOOL Mike Kunkel / Profit Team

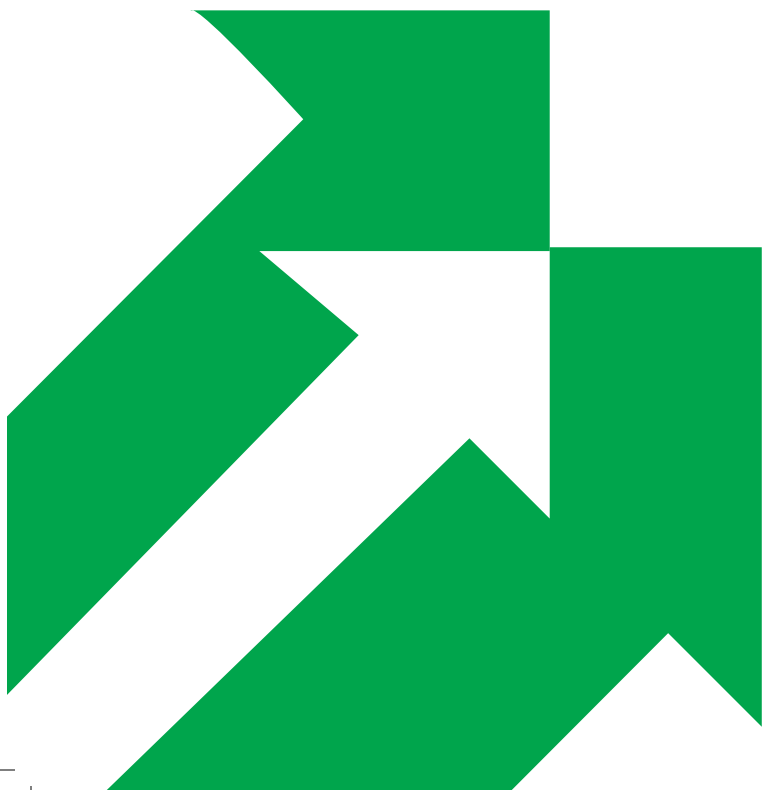
MARKETING TIPS AND, HOW TO RECOGNIZE AND FIX THE BIGGEST ADVERTISING MISTAKES MADE BY MOST AUTO RECYCLERS Mike French / Mike French and Co

NEW FEATURES IN BID BUDDY Mike Lambert / Buddy AI

INVENTORY BUDDY 6.0 Mike Lambert / Buddy AI

COMPLIANCE ASSURANCE: HOW DO YOU WORK IT ALL INTO YOUR MANAGEMENT? Mike James / E-comply

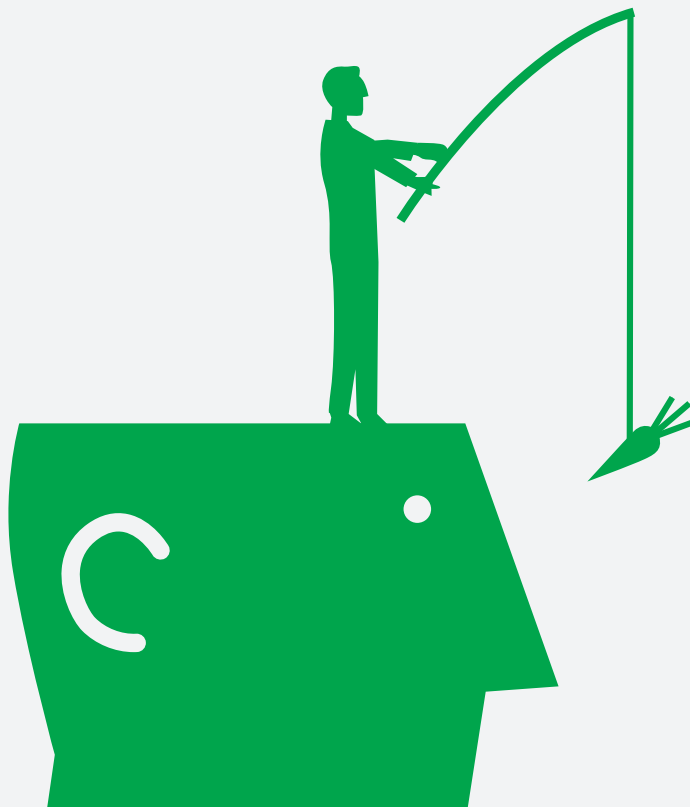
COMPLIANCE ASSURANCE WITH E-COMPLY Mike James / E-Comply



BRING ALL YOUR SALES PEOPLE! DEDICATED SALES SESSION SATURDAY

- **FROM GREAT TO EXCEPTIONAL IN CUSTOMER SERVICE** Richard Flint
- **COMMUNICATION (SHUT UP AND LISTEN)** Rob Rainwater / Bishop Auto Parts
- **MEDIOCRITY IS NO LONGER AN OPTION: HOW TO TAKE THE STEPS TO BECOMING A GREAT SALESPERSON** Ryan Falco / Midway Auto Parts
- **SALES IN TODAY'S ELECTRONIC MARKET** Rob Rainwater / Bishop Auto Parts
- **HOW TO PISS OFF YOUR CUSTOMERS AND SELL MORE PARTS** Mike Kunkel / Profit Team
- **PHONE SKILLS TO SELL MORE PARTS** DJ Harrington
- **EXPANDING THE INVOICE WITH WARRANTY, FREIGHT AND CORE** Tom Bessler / Bessler Auto Parts
- **THE MOST IMPORTANT SECOND** Chad Counts and Johnny Logel / Counts Business Consulting
- **SALES TRAINING: CLOSE MORE SALES MAKE MORE MONEY** Bill Stevens / Profit Team
- **WHY IT'S IMPORTANT TO OFFER A LABOR WARRANTY** Rian Garner / American Auto Salvage
- **UNDERSTANDING YOUR ECOMMERCE CUSTOMER** JC Cahill / NEATR
- **A COMPETITIVE & COLLABORATIVE SALES ENVIRONMENT** Chad Counts and Johnny Logel / Counts Business Consulting

... AND MANY MORE TO COME.
OVER 60 SESSIONS TOTAL.



303.367.4391 u-r-g.com