



2023 DEALER
 C O N F E R E N C E
 WEDNESDAY SEPTEMBER 13

1:00 ▶ **WELCOME SESSION**
 1:30 ▶ IMPERIAL 468 

	ACCOUNTING	SALES	PARTS	SERVICE
	STEPHEN AB	IMPERIAL 12	HERALD/DOLL	BANNERMAN/WALKER
1:30 ▶ 2:20 ▶	Foundations for Success +30 min Q&A	Ignite Engagement +30 min Q&A	Innovate Your Operations +30 min Q&A	Cracking the Code +30 min Q&A
2:20 ▶ 2:30 ▶	B R E A K			
2:30 ▶ 3:20 ▶	Sophisticated Securities +30 min QA	The Digital Deal Evolution +30 min QA	The Power to Pivot +30 min QA	Providing Peace of Mind +30 min QA
3:20 ▶ 3:30 ▶	B R E A K			
3:30 ▶ 4:20 ▶	Set it & Forget it +30 min QA	Give Em' What They Want +30 min QA	Next Level Upselling +30 min QA	Next Level Upselling +30 min QA
4:20 ▶ 4:30 ▶	B R E A K			
4:30 ▶ 5:20 ▶	Accounting Questions Answered	Sales Questions Answered	Parts Questions Answered	Service Questions Answered

6:00 ▶ **WELCOME RECEPTION**
 8:00 ▶ Thomson's Social Hub (Hyatt Hotel) 



THURSDAY SEPTEMBER 14



9:20 ▶ **GENERAL SESSION**
9:50 ————— IMPERIAL 468 📍

10:00 ▶ **Jon Cornish - Guest Speaker**
11:00 ————— IMPERIAL 468 📍

11:00 ▶ **B R E A K**
11:10 —————

	ACCOUNTING	SALES	PARTS	SERVICE
📍 ▶	STEPHEN AB	IMPERIAL 12	HERALD/DOLL	BANNERMAN/WALKER

11:10 ▶ 12:00	Controlling the Cash +30 min QA	Controlling the Cash +30 min QA	Ten Thousand Foot View +30 min QA	Beyond the Oil Change +30 min QA
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12:00 ▶ **L U N C H**
12:50 —————

12:50 ▶ **Futures Session**
1:20 ————— IMPERIAL 468 📍

1:20 ▶ **B R E A K**
1:30 —————

1:30 ▶ 2:20	Accounting Sneak Peek	Moving Mobile +30 min QA	Driving Business +30 min QA	Drive in, Drive Out +30 min QA
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2:20 ▶ **B R E A K**
2:30 —————

2:30 ▶ 3:20	Decode the Details +30 min QA	Enhancing the Customer Experience +30 min QA	Parts Sneak Peek	Digesting the Data +30 min QA
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3:20 ▶ **B R E A K**
3:30 —————

3:30 ▶ 4:20	Divisional Design +30 min QA	Sales Sneak Peek	Mastering the Money +30 min QA	Mastering the Money +30 min QA
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4:20 ▶ **B R E A K**
4:30 —————

4:30 ▶ 5:20	Accounting Insights +30 min QA	Coaching Growth +30 min QA	Stock Optimization +30 min QA	Service Sneak Peek
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6:00 ▶ **NETWORKING RECEPTION**
8:00 ————— The Guild 📍




2023 Conference Schedule

*Schedule, contents and presenters could change without notice.

www.pbsdealerconference.com

FRIDAY SEPTEMBER 15



	ACCOUNTING	SALES	PARTS	SERVICE
	STEPHEN AB	IMPERIAL 12	HERALD/DOLL	BANNERMAN/WALKER
9:00 ▶ 9:30 ▶	Industry Discussions	Industry Discussions	Industry Discussions	Industry Discussions
9:30 ▶ 9:40 ▶	B R E A K			
9:40 ▶ 10:10 ▶	APS Presentation	Educating Your Staff	Consulting For Success	Enterprise CRM
10:10 ▶ 10:20 ▶	B R E A K			
10:20 ▶ 10:50 ▶	Voting for the Future	Voting for the Future	Voting for the Future	Voting for the Future
10:50 ▶ 11:00 ▶	B R E A K			
11:00 ▶ 11:30 ▶	CLOSING SESSION			
	IMPERIAL 468 