

2009 RV DEALERS INTERNATIONAL

CONVENTION / EXPO

October 6-9

Las Vegas, NV

New! Order Sessions on CD-ROM grouped by Track w/PowerPoint Links OR on Audio CDs

Order multiple session audio recordings - grouped by Track on ONE (1) CD-ROM - with available PowerPoint links and/or handouts. CD-ROMs play in computers only. Individual session recordings available on single audio CDs - some sessions may require multiple CDs. Questions? Contact API.

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API Code	Track - Session Title / Presenter(s)	API Code	Track - Session Title / Presenter(s)
80-03-09	NEW! D/GM Track on 1 CD-ROM - All D/GM audio recordings below plus links to available PowerPoint and/or handouts - \$225	43-03-09	D/GM - Role of the General Manager ..John Spader
		44-03-09	D/GM - Strategic Management: Plan for Recovery .. John Spader
04-03-09	D/GM - Rental: Does it Make Sense for Your Dealership? ..Joe Altman & Panel of Rental Experts	81-03-09	NEW! F&I Track on 1 CD-ROM - All F&I audio recordings below plus links to available PowerPoint and/or handouts - \$150
05-03-09	D/GM - Crisis Management in a Down Market .. Joe Verde		
11-03-09	D/GM - 4 Main Challenges to Success ..Michael Rees	10-03-09	F&I - The Changing Face of RV Retail Financing.. John Fulmer, Mark Beecher, John Haymond, Ernie Schumacher, Chris Renn
18-03-09	D/GM - RV Market: Rebound in Sight ..Tom Walworth, Mark Beecher, Jim Jacobs, Jim Rogers	16-03-09	F&I - Retail Lending for the Credit Challenged .. John Haymond
23-03-09	D/GM - Courting Commercial Lenders ..Stephan King, Bill Thompson	22-03-09	F&I - Did We Forget the "Finance" in F&I?..Jan Kelly
24-03-09	D/GM - Grow Relationships and Opportunities with Credit Unions ..Joe Greenwald	23-03-09	F&I - Courting Commercial Lenders ..Stephan King, Bill Thompson
33-03-09	D/GM - Leading the Way Through Difficult Times .. Bob Ash	31-03-09	F&I - WOW! A Global Strategy to Increase Profits .. Will Slattery
42-03-09	D/GM - Understanding and Managing Cash Flow .. John Spader	36-03-09	F&I - New Ways to Make Money in F&I ..Jan Kelly

****POST-***
CONVENTION PRICING**

Audio CD-ROMs w/available PPT links & handouts - by TRACK




Dealer/GM Track CD-ROM	\$ 225	Incl. 1 Free Session
F&I Track CD-ROM	\$ 150	
P&SM-FO Track CD-ROM	\$ 200	Incl. 1 Free Session
Rental Track CD-ROM	\$ 175	
Sales Track CD-ROM	\$ 350	Incl. 1 Free Session
Super Session CD-ROM	\$ 75	
Special Sessions CD-ROM	\$ 50	
Save \$416! ALL* CD-ROMs above w/PPT Links \$ 799		

Audio CDs - by SESSION

Per Audio CD	\$ 25
Audio CD 9 for 8 Pack	\$ 200 Includes 1 Free CD
Audio CD 16 for 14 Pack	\$ 350 Includes 2 Free CDs
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API Code	Track - Session Title / Presenter(s)	API Code	Track - Session Title / Presenter(s)
82-03-09	NEW! P&SM-FO Track on 1 CD-ROM - All P&SM-FO audio recordings below plus links to available PowerPoint and/or handouts - \$200	85-03-09	NEW! Super Session Track on 1 CD-ROM - All Super Session audio recordings below plus links to available PowerPoint and/or handouts - \$75
03-03-09	P&SM-FO - Parts & Service Management - Fixed Operations: Intensive Training Introduction and Welcome ..Chuck Marzahn	40-03-09	Super Session - Safety & Compliance Super Session Part 1: Compliance Update ..Brett Richardson, Harold Oehler, Chuck Lopez – NOTE: 2 Audio CDs
09-03-09	P&SM-FO - Parts Process: Start to Finish .. Ellen Kietzmann, Tony Yerman, Delbert Miller	41-03-09	Super Session - Safety & Compliance Super Session Part 2:RV Safety and Road Use Laws .. Walter Cannon
15-03-09	P&SM-FO - Components of Fixed Operations Profitability ..Mark Erickson		
21-03-09	P&SM-FO - One More Line: Profits Through Teamwork ..Gary Motley, Lee Berryman	86-03-09	NEW! Sales Track on 1 CD-ROM - All Sales audio recordings below plus links to available PowerPoint and/or handouts - \$350
26-03-09	P&SM-FO - People & Choices - Who has Control?.. Chuck Marzahn, Paul Sinclair	06-03-09	Sales - 30 Proven Ways to Bring in Clients .. Randy Sobel
28-03-09	P&SM-FO - Customer Service in Stressful Times .. Bob Ash	07-03-09	Sales - Implementing a Sales Process for Success.. Tom King
32-03-09	P&SM-FO - Get Energized to Get Synergized .. Tom Wiegand	08-03-09	Sales - An Advertising Survival Guide ..Ron Wheeler
35-03-09	P&SM-FO - Recruiting! Tricks to Hiring the Best .. Michael Rees	11-03-09	Sales - 4 Main Challenges to Success ..Michael Rees
39-03-09	P&SM-FO - Working with a Scaled Back Staff .. Jan Kelly	12-03-09	Sales - Free Online Social Networking Tactics to Improve Sales ..Bob McCann
		13-03-09	Sales - 15 New Word Tracks ..Randy Sobel
83-03-09	NEW! Rental Track on 1 CD-ROM - All Rental audio recordings below plus links to available PowerPoint and/or handouts - \$175	14-03-09	Sales - The Highest ROI You Can Get ..Joe Verde
04-03-09	Rental - Rental: Does it Make Sense for Your Dealership? ..Joe Altman & Panel of Rental Experts	19-03-09	Sales - Five Million Sales Opportunities for Service Agreements ..Bill Koster
12-03-09	Rental - Free Online Social Networking Tactics to Improve Sales ..Bob McCann	20-03-09	Sales - The Internet Doesn't Sell RVs... Good Salespeople Do ..Bob McCann
27-03-09	Rental - Simple Secrets to RV Rental Marketing .. Martin Onken	28-03-09	Sales - Customer Service in Stressful Times ..Bob Ash
28-03-09	P&SM-FO - Customer Service in Stressful Times .. Bob Ash	29-03-09	Sales - Managing a Sales Process for Success .. Tom King
30-03-09	Rental - Advertising to Today's RV Prospect .. Roger Vergara	30-03-09	Sales - Advertising to Today's RV Prospect .. Roger Vergara
37-03-09	Rental - Rental Roundtable: Advanced Topics .. Scott Krenk & Panel of Rental Experts	32-03-09	Sales - Get Energized to Get Synergized .. Tom Wiegand
42-03-09	D/GM - Understanding and Managing Cash Flow .. John Spader	34-03-09	Sales - Succeed on Your Own Terms .. Patrick Sweeney
		38-03-09	Sales - Four New Ways to Get Buyers Qualified .. Randy Sobel
84-03-09	NEW! Special Sessions Track on 1 CD-ROM - All Special Session audio recordings below plus links to available PowerPoint and/or handouts - \$50		
02-03-09	Special Session - Women Leaders in the RV Industry Breakfast: The Five Communication Mistakes Women Make ..Host: Fran Van Pelt, Speaker: Betty Mills		
17-03-09	Special Session FRVTA DLN Program Overview and Mentor Training ..Jim Carr		
01-03-09	Opening General Session - Keys to Emerging from the Recession Stronger than Ever ..Jeff Thredgold (Available on audio CD only)		

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