



## WRECKWEEK ACADEMY WITH **D** DRIVE<sup>®</sup> INSTRUCTORS

### WEDNESDAY, JUNE 19, 2024 LOCATION

2 PM – 5 PM      **Registration Open for Exhibitors Only**      Lobby Area - Concourse Level

### THURSDAY, JUNE 20, 2024 LOCATION

7 AM – 5 PM      **Registration Open**      Lobby Area - Concourse Level

### FRIDAY, JUNE 21, 2024 LOCATION

7 AM – 5 PM      **Registration Open**      Lobby Area - Concourse Level

#### SEMINARS

8 AM – 8:50 AM      Building Your Business Playbook  
Tony Wisler, DRIVE      Room 101 - Concourse Level

8 AM – 8:50 AM      How to Defuse Employee Upsets  
Erkan Ozbardakci, DRIVE      Room 102 - Concourse Level

8 AM – 8:50 AM      Ten Things Great Business Owners Do Every Day  
Jim Saeli, DRIVE      Room 103A - Concourse Level

9 AM – 9:50 AM      Negotiating with Insurance Companies  
Cassandra Croel, DRIVE      Room 101 - Concourse Level

9 AM - 9:50 AM      Marketing Your Business In Today's World  
Philip Purnell, DRIVE      Room 102 - Concourse Level

9 AM - 9:50 AM      The Recruiting and Hiring Process  
Tony Wisler, DRIVE      Room 103A - Concourse Level

9 AM - 9:50 AM      Is Your Collision Repair Facility Ready for EV's  
Ed Grubs & Jim Figueira, Environmental Chemical Solutions      Room 103B - Concourse Level

10 AM – 10:50 AM      Handling Hazardous Parts Throughout the Shipping Process  
Brian Riker, American Towman      Room 101 - Concourse Level



## WRECKWEEK ACADEMY WITH DRIVE INSTRUCTORS

### FRIDAY, JUNE 21, 2024 - CONTINUED

### LOCATION

#### SEMINARS

10 AM – 10:50 AM	How to Prevent and Deal with Embezzlement Jim Saeli, DRIVE	Room 102 - Concourse Level
10 AM – 10:50 AM	Building Wealth Larry Monroe, DRIVE	Room 103A - Concourse Level
10 AM – 11:30 AM	Building Value in Your Shop Matt DiFrancesco, High Lift Financial	Room 103B - Concourse Level
11 AM – 5 PM	<b>EXHIBIT HALL OPEN</b>	

### SATURDAY, JUNE 22, 2024

### LOCATION

7 AM – 4 PM	<b>Registration Open</b>	Lobby Area - Concourse Level
<b>SEMINARS</b>		
8 AM – 8:50 AM	Ten Key Steps to Succession Tony Wisler, DRIVE	Room 101 - Concourse Level
8 AM – 8:50 AM	Building a Winning Team Erkan Ozbardakci, DRIVE	Room 102 - Concourse Level
8 AM – 8:50 AM	Credit Card Processing Procedures Larry Monroe, DRIVE & Santander Bank	Room 103A - Concourse Level
8 AM – 8:50 AM	Maximizing Profits: Processing State Mechanics and Tow Liens and Selling Abandoned Vehicles for More Profit Michele Lee, Peak Auto Auctions & Felicia Harris Auto Data Direct	Room 103B - Concourse Level
9 AM – 9:50 AM	Outside Sales Best Practices Tony Wisler, DRIVE	Room 101 - Concourse Level
9 AM - 9:50 AM	Making Changes in Your Business Larry Monroe, DRIVE	Room 102 - Concourse Level
9 AM - 9:50 AM	Handling Online Reviews Phil Purnell, DRIVE	Room 103A - Concourse Level



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**SATURDAY, JUNE 22, 2024 - CONTINUED**

**LOCATION**

### SEMINARS

10 AM – 10:50 AM	Blueprinting and Estimating for Collision Shops Cassandra Croel, DRIVE	Room 101 - Concourse Level
10 AM – 10:50 AM	Steps to Transition Yourself From Working in the Business Erkan Ozbardakci, DRIVE	Room 102 - Concourse Level
10 AM – 10:50 AM	Managing Account Receivable and Collecting Overdue Accounts Jim Saeli, DRIVE	Room 103A - Concourse Level
10 AM - 11:30 AM	Selling Your Shop? You Have Given Your All, Don't Leave Any Money on the Table Are you thinking it is time to sell your auto body collision shop? Laura Gay, Consolidation Coach	Room 103B - Concourse Level
11 AM – 5 PM	<b>EXHIBIT HALL OPEN</b>	