



WRECKWEEK ACADEMY WITH DRIVE INSTRUCTORS

WEDNESDAY, JUNE 19, 2024 LOCATION

9 AM – 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



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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	EXHIBIT HALL OPEN	

SATURDAY, JUNE 22, 2024

LOCATION

7 AM – 4 PM	Registration Open	Lobby Area - Concourse Level
SEMINARS		
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



WRECKWEEK ACADEMY WITH **D**DRIVE[®] INSTRUCTORS

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 Laura Gay, Consolidation Coach	Room 103B - Concourse Level
11 AM – 5 PM	EXHIBIT HALL OPEN	