



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

### WEDNESDAY, JUNE 19, 2024 LOCATION

2 PM – 5 PM	<b>Registration Open for Exhibitors Only</b>	Lobby Area - Concourse Level
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### THURSDAY, JUNE 20, 2024 LOCATION

7 AM – 5 PM	<b>Registration Open</b>	Lobby Area - Concourse Level
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### FRIDAY, JUNE 21, 2024 LOCATION

7 AM – 5 PM	<b>Registration Open</b>	Lobby Area - Concourse Level
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#### 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 **D**DRIVE<sup>®</sup> INSTRUCTORS

### FRIDAY, JUNE 21, 2024 - CONTINUED

### LOCATION

#### SEMINARS

10 AM – 10:50 AM	How to Prevent and Deal with Embezzlement Jim Saeli, DRIVE	Concourse Level – Room 102
10 AM – 10:50 AM	Building Wealth Larry Monroe, DRIVE	Concourse Level – Room 103A
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 and 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	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
9 AM - 9:50 AM	Selling Your Shop? You Have Given Your All, Don't Leave Any Money on the Table Laura Gay, Consolidation Coach	Room 103 B - 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 – 10:50 AM	Building Value in Your Shop Matt DiFrancesco, High Lift Financial	Room 103B - Concourse Level
11 AM – 5 PM	<b>EXHIBIT HALL OPEN</b>	