

	Business/Sales	Detailing – Powered By IDA	Detailing – Powered By IDA	Digital/Marketing	Learning Tools	Pads, Polishing, and Profits	PDR/NAPDRT	Technology/Product Talks
8:00 am	Take Your Sales from Prospect to \$\$\$ 8:00 am – 8:45 am Presented by: Dann Williams & Damon Gray, Owners Pride	Reflection Artist Clinic: Getting to Know Your Buffing Pads 8:00 am – 8:45 am Presented by: Mark Elliott and Justin Labato, Buff & Shine Mfg.	How to Train and Keep Staff 8:00 am – 8:45 am Presented by: Yvan Lacroix, CD-SV, RIT	Guide to Successful Growth Marketing 8:00 am – 8:45 am Presented by: Mary Toledo, Dent Time	How to Make \$250k Yearly with Diamond Clear 8:00 am – 8:45 am Presented by: Jonathan Garrett, Paint Pros LLC	Express Exterior Paint Enhancement for Maximum Profitability 8:00 am – 8:45 am Presented by: Jason Rose, RUPES USA	Advanced PDR Techniques and Tools 8:00 am – 8:45 am Presented by: Tomas Stankevicius and the Stanliner Team, Stanliner	Leather Color Mixing 8:00 am – 8:45 am Presented by: Lars Pickhardt, Lederzentrum GmbH-Colourlock
9:00 am	Attracting More Customers and Closing Sales 9:00 am – 9:45 am Presented by: Greg Natonson and Jason Otterness, Chicago Auto Pros Detailing	The Top 10 Must-Have Tools for Starting and Running a Detailing Business 9:00 am – 9:45 am Presented by: Robyn Sweet, AutoGeek	Social Media 101: An Intro to Using Social Media as a Tool to Grow Your Business 9:00 am – 9:45 am Presented by: Kyle Clark, CD-SV and Sydney Brae Gwinn, CD-SV	Your Network is Your Network 9:00 am – 9:45 am Presented by: Kenya Williams, I Shine for You Auto Detailing	Angelwax Coatings Experience 9:00 am – 9:45 am Presented by: Rick van der Lee	Boat Polishing for Auto Detailers 9:00 am – 9:45 am Presented by: Jason Rose, RUPES USA	USB Power, the Next Level of Power in the PDR industry 9:00 am – 9:45 am Presented by: Allen Wilson, Wilson PDR	Microfiber 101 9:00 am – 9:45 am Presented by: Levi Gates, The Rag Company
10:00 am	How To Sell Value and Not Your Service (En Español) 10:00 am – 10:45 am Presented by: Juan Gonzalez, The Rag Company	The Power of Add-On Services 10:00 am – 10:45 am Presented by: Justin Labato, AutoGeek	Learn How to Own a Detailing Business That Doesn't Need You 10:00 am – 10:45 am Presented by: Jim Lafeber, CD-SV, RIT	Sell on Ebay and Boost your Revenue 10:00 am – 11:45 am Presented by: Paul Apollonia	Tired of chasing unqualified leads? Let Pushin PDR help you target the RIGHT customers in your market. (PDR) 10:00 am – 10:45 am Presented by: Zack Kessler	Paint Surface Cleaning for Durable Results 10:00 am – 10:45 am Presented by: Jason Rose, RUPES USA	Large Damage and Glue Pulling Best Practices 10:00 am – 10:45 am Presented by: Gene Fetty, Keco Body Repair Products	Paint Chip Repair – Added Revenue Source for the Entire Industry 10:00 am – 10:45 am Presented by: Tony Pando, Dr. Colorchip
11:00 am	Romancing the Sale: Ignite High Tickets and Soaring Margins 11:00 am – 11:45 am Presented by: Christopher Racana, Dr. Beasley's	Ask a Pro 11:00 am – 11:45 am Presented by: Justin Labato, AutoGeek	Why You Need to be a Millionaire Detailer, and How to Stop Making Excuses 11:00 am – 11:45 am Presented by: Jason Barker, CD-SV		Tired of chasing unqualified leads? Let Pushin PDR help you target the RIGHT customers in your market. (Detailing) 11:00 am – 11:45 am Presented by: Zack Kessler	Roundtable Discussion 11:00 am – 11:45 am Presented by: RUPES USA	The Future of Hail Claims Management 11:00 am – 11:45 am Presented by: Bill Park, PDRMobile.com	Vegan Leather? Now What? 11:00 am – 11:45 am Presented by: Lars Pickhardt, Lederzentrum GmbH-Colourlock
1:00 pm	The Secret to Finding, Hiring & Keeping Great Employees 1:00 pm – 1:45 pm Presented by: Jason Barker, Automotive Profits Academy	Sub-surface Glass Polishing and Ceramic Glass Coatings 1:00 pm – 1:45 pm Presented by: Mike Phillips, 3D Products	Client Compounding 1:00 pm – 1:45 pm Presented by: Renny Doyle, CD-SV, RIT, Detailing Success	Mastermind Marketing Strategy: Without A Website, You Don't Exist! 1:00 pm – 1:45 pm Presented by: Karl Stearns, KMS Marketing Solutions	PDR and Latin American Community 1:00 pm – 1:45 pm Presented by: Danny Espina, D Dents	Wet/Dry Sanding to a Perfect Gloss in Easy Steps 1:00 pm – 1:45 pm Presented by: Kelly Harris, Lake Country Manufacturing	Writing a Proper Hail Estimate 1:00 pm – 1:45 pm Presented by: NAPDRT Board of Directors	Introduction to PCR – Paintless Clearcoat Repair 1:00 pm – 1:45 pm Presented by: Adam Gauer, RestorFX Automotive
2:00 pm	Prioritizing Profits 2:00 pm – 2:45 pm Presented by: Marcy and Alex Tran, Clean Car Custom Detail	Machine Dry Sanding to Remove Orange Peel 2:00 pm – 2:45 pm Presented by: Mike Phillips, 3D Products	How to Increase Your Detailing Revenue, Improve Your Cash Flow and Boost Your Bottom Line 2:00 pm – 2:45 pm Presented by: Davy Tyburski, America's Chief Profit Officer®	Mastermind Marketing Strategy: Utilizing Digital Marketing to Build Business 2:00 pm – 2:45 pm Presented by: Karl Stearns, KMS Marketing Solutions	PDR and Latin American Community, Continued 2:00 pm – 2:45 pm Presented by: Danny Espinal, D Dents	Become a Production Detail One-Step Master – One Machine and One Pad 2:00 pm – 2:45 pm Presented by: Kelly Harris, Lake Country Manufacturing	Operating a PDR Business in Today's World 2:00 pm – 2:45 pm Presented by NAPDRT Board of Directors	Introduction to Paint Protection 2:00 pm – 2:45 pm Presented by: Ricky Parker, Maxpro Film
3:00 pm	Adquiriendo Más Negocios en la Industria Automotriz en Concesionarios y Negocios de Segunda Mano (sesión bilingüe) – Acquiring More Business in the Retail Automotive Industry at Dealerships and Pre-Owned Businesses	Extreme Boat Detailing: Machining Sanding & Gelcoat Ceramic Coatings 3:00 pm – 3:45 pm Presented by: Mike Phillips, 3D Products	An Advanced Stain Removal Process 3:00 pm – 3:45 pm Presented by: Tyler F. Cucchi, CD-SV, RIT	Edit TikTok Like a Pro 3:00 pm – 3:45 pm Presented by: Myke Toledo, Dent Time	Thinking Outside the Box 3:00 pm – 3:45 pm Presented by: Joel LaPalme, IGL Coatings	Aluminum Polishing 101 – Renegade Products USA, A Division of Maverick Abrasives 3:00 pm – 3:45 pm Presented by: Kevin Clapp, Texas Premier Polishing	Today's Technology – Understanding the What and the Why of Scanning Vehicles 3:00 pm – 3:45 pm Presented by the NAPDRT Board of Directors	Introduction to Window Tint 3:00 pm – 3:45 pm Presented by: Ricky Parker, Maxpro Film