



2014 APRAA Conference & Trade Show

2014 Schedule and Program

Welcome Function and Conference Day 1 | Thursday 7th and Friday 8th August 2014

	THURSDAY, 7th AUGUST 2014	FRIDAY, 8th AUGUST 2014	
8:30am		Registrations Open	
9:00am	APRAA Executive Committee Meeting	Chris Nobbs, Dirigo Business Vision "How to make 1 million in profit from your Auto Parts Business!"	Mike Kunkel, Profit Team Consulting "Take less, make more money! How to supercharge your business"
9:30am			
10:00 am		MORNING TEA / TRADE SHOW	
10:30 am		Jencey Wilson, Jencey Consulting "Finding and Retaining New Hires – Why can't I find good help?"	Simon Harris, ActionCOACH "6 simple steps to a brilliant business (Part 1)"
11:00 am			
11:30 am		Chris Nobbs, Dirigo Business Vision "How working with your competitors can increase everyone's profit"	Simon Harris, ActionCOACH "6 simple steps to a brilliant business (Part 2)"
12:00pm			
12:30pm		YARD TOUR COACH DEPARTS Stamford Plaza Sydney Airport	LUNCH / TRADE SHOW
1:00pm	2014 APRAA YARD TOURS	Ben Andrich, MTAA Superannuation "Don't get caught out! An update on your latest superannuation obligations"	Steve Tapner, Hollander International "Using Pinnacle to process more cars and sell more parts"
1:30pm			
2:00pm		INDUSTRY FORUM ACM Parts Information and Update Session	
2:30pm			
3:00pm		AFTERNOON TEA / TRADE SHOW	
3:30pm			
4:00pm		Conference Day 1 END	
4:30pm			
5:00pm	YARD TOUR COACH ARRIVES Stamford Plaza Sydney Airport	DELEGATES FREE TIME FOR NETWORKING	
5:30pm	AV8 Bar & Café, The Grove Restaurant and The Lobby Bar are all located within Stamford Plaza Sydney Airport for dinner and beverages (bookings at The Grove Restaurant recommended).		
6:00pm	Taxis can be arranged for delegates who wish to travel to the Sydney CBD (15 minute drive).		
6:30pm			
7:00pm	Registrations Open		
7:30pm – 10:00pm	2014 APRAA Conference & Trade Show Welcome Function & Awards <i>Sponsored by Parts Plus</i>		



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Conference Day 2 | Saturday 9th August 2014

SATURDAY, 9th AUGUST 2014			
8:30	Registrations Open		
9:00	<table border="1"> <tr> <td>Mike Kunkel, Profit Team Consulting "Eight steps to closing the sale!"</td> <td>Don Porter, URG "Setting standards for Auto Recyclers - Why bother? And will I make any money doing it?"</td> </tr> </table>	Mike Kunkel, Profit Team Consulting "Eight steps to closing the sale!"	Don Porter, URG "Setting standards for Auto Recyclers - Why bother? And will I make any money doing it?"
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9:30			
10:00	MORNING TEA / TRADE SHOW		
10:30	<table border="1"> <tr> <td>Jencey Wilson, Jencey Consulting "Sink or Swim! How to improve your sales performance"</td> <td>Michelle Mannex, ReachLocal "How to get the edge on your marketing (and add more to your bottom line)!"</td> </tr> </table>	Jencey Wilson, Jencey Consulting "Sink or Swim! How to improve your sales performance"	Michelle Mannex, ReachLocal "How to get the edge on your marketing (and add more to your bottom line)!"
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11:00			
11:30	<table border="1"> <tr> <td>Surian Kumar, Hollander International "Getting Started with eBay"</td> <td>Steve Krieter, Hollander International "The future of Automotive Technology and how it will affect Recyclers"</td> </tr> </table>	Surian Kumar, Hollander International "Getting Started with eBay"	Steve Krieter, Hollander International "The future of Automotive Technology and how it will affect Recyclers"
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12:00			
12:30	LUNCH / TRADE SHOW		
1:00			
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2:00			
2:30	<table border="1"> <tr> <td>Surian Kumar, Hollander International "The Age of Visual Culture: Using images to increase sales"</td> <td>Mike Kunkel, Profit Team Consulting "How all the pieces of the puzzle fit together to maximize results"</td> </tr> </table>	Surian Kumar, Hollander International "The Age of Visual Culture: Using images to increase sales"	Mike Kunkel, Profit Team Consulting "How all the pieces of the puzzle fit together to maximize results"
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3:00			
3:30	AFTERNOON TEA / TRADE SHOW		
4:30	Conference Day 2 END		

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