

Thursday, March 10th	
For: Owners & GM's	
5:00 - 8:00	Welcome Reception for Owners & GMs. Open Bar & Appetizers Provided.

Friday, March 11th	
For: Owners & GM's	
9:00 - 12:00	G-Cor Tour (Must RSVP as transportation from hotel will be provided) OR Yard Tours at Buckeye Auto Parts and Fenix - Columbus (Previously All Foreign - OH) *Fenix - Columbus will provide shuttle at 8am & 10am from hotel & have food truck on site *Must provide own transportation to Buckeye Auto Parts
12:00 - 12:30	BREAK
12:30 - 1:30	Lunch Provided at hotel
1:30 - 1:45	BREAK
1:45 - 1:50	Karl Milliron Midwest Runner: Welcome & Opening Remarks
1:50 - 2:50	Ryan Mandell Mitchell International: Recycled Parts/Collision Repair Industry Trends
2:50 - 3:00	BREAK
3:00 - 3:20	Karl Milliron Midwest Runner: Network Overview
3:20 - 3:50	Jim McKinney EZ-Suite: Network Efficiencies & Inefficiencies
3:50 - 4:00	BREAK
4:00 - 4:45	Matt Lacy Smart Cycle: Changes In Industry Numbers
4:45 - 5:00	BREAK
5:00 - 9:00	Welcoming Reception Registration, Open Bar, Appetizers, & Entertainment For All Attendees

****Yellow indicates joint sessions and breaks for all attendees****

Saturday, March 12th	
For: Owners, GM's, Sales, & Production	
ALL DAY	EZ-Suite Training for all products
8:00 - 9:00	Breakfast: Full breakfast buffet provided
9:00 - 12:00	AM Sessions
Owners & GM's AM Sessions	
9:15 - 10:00	Jeff DeVito with Milliron Industries, Joe Mesana & Austin Greenblott with G-COR, & Tony Traver with Techemet: Virtual Shredder Tour, Scrap & Core Markets, & Cat Converter Recycling Process
10:00 - 10:10	BREAK
10:10 - 11:00	Jayson Doren with Morris Rose & Colby Johnson with Wayne Auto: What Makes A Great GM? (Ryan Falco to moderate)
11:00 - 11:10	BREAK
11:10 - 11:45	Charlie Salter with Panel Armor: Quality Control, Packaging, & Introducing MidwestRunner.Shop
Sales AM Sessions	
9:15 - 9:30	Karl Milliron with Midwest Trucking: Midwest Runner Network Overview
9:30 - 10:20	Rob Rainwater with Profit Team Consulting: "We're not in the Parts Business Anymore"
10:20 - 10:30	BREAK
10:30 - 11:55	Chad Counts with Counts Consulting: Sales by the Numbers: Part 1
Production AM Sessions	
9:15 - 4:00	Offsite Forklift certification class conducted at Fenix - Columbus (Limited to 1 person per attending facility, max class size 20 people. Must be pre-registered to attend)
OR	
9:15 - 10:00	Charlie Salter with Panel Armor: Quality Control, Packaging, & Introducing MidwestRunner.Shop
10:00 - 10:10	BREAK
10:10 - 11:10	Chris Atencio with EZ-Suite: Managing The Production Process with EZ-Suite
11:10 - 11:20	BREAK
11:20 - 11:55	Derek Odson with Milliron Auto Parts & Josh Robertson with Midwest: Midwest Runner Claims Process
12:00 - 1:00	Lunch: Full Lunch Buffet Provided. Vince Edivan with ARA: Lunchtime speaker

1:15 - 4:00		PM Sessions
Owners & GM's PM Sessions		
1:15 - 1:50	Alex Bechstein with EZ-Suite & Betsy Finnell with Hotlines: Using EZ-Suite & Hotlines to increase sales & manage production	
1:50 - 2:00	BREAK	
2:00 - 2:50	Ryan Falco with Midway Auto Parts: Effective Leadership	
2:50 - 3:00	BREAK	
3:00 - 3:30	Angus Harris with EZ-Suite/Milliron Auto Parts: True cost of brokering, runner & delivery costs, can we pass them on?	
3:30 - 4:00	Jim McKinney with EZ-Suite & Karl Milliron with Midwest Runner: Round Table	
Sales PM Sessions		
1:05 - 2:30	Chad Counts with Counts Consulting: Sales by the Numbers: Part 2	
2:30 - 2:40	BREAK	
2:40 - 3:20	Alex Bechstein with EZ-Suite & Betsy Finnell with Hotlines: Using EZ-Suite & Hotlines to increase sales & manage production	
3:20 - 3:30	BREAK	
3:30 - 4:00	Derek Odson with Milliron Auto Parts & Josh Robertson with Midwest: Midwest Runner Claims Process	
Production PM Sessions		
1:05 - 1:20	Karl Milliron with Midwest Trucking: Midwest Runner Network Overview	
1:20 - 1:50	Jared Hund with G-COR: CORE Identification & Values	
1:50 - 2:00	BREAK	
2:00 - 2:50	Lee Worman with Profit Team Consulting: Enhancing Your Value	
2:50 - 3:00	BREAK	
3:00 - 3:50	TBD	
4:00 - 5:00	Keynote Speaker: Wes Gipe addresses owners & all employees on Generational Businesses	
5:00 - 7:00	Departing Celebration Open Bar & Appetizers	
6:00 - 7:00	Comedy Event with former "ExCop on Bob & Tom", Mike Armstrong	
7:00 - ?	Free to explore downtown Columbus on your own	