

NBSRA 2016 AGENDA

# TEAMWORK

Makes the Dream Work!

A team is not a group  
of people who work  
together. A team is a  
group of people who  
trust each other. -  
Simon Sinek



COMING TOGETHER IS A BEGINNING. KEEPING TOGETHER IS PROGRESS.  
**WORKING TOGETHER IS SUCCESS.**

HENRY FORD

## TeamWork

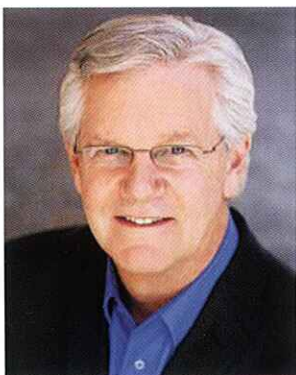
**Location: Hilton Fort Worth, 815 Main Street, Fort Worth, Texas 76102**

**Tuesday, September 6, 2016**

**2:00 - 6:00 PM** Registration Opens - 2nd floor East Promenade

**3:00 - 5:00 PM** Board of Directors & Advisory Board Meeting - 3rd floor Metropolitan Room

**6:00 PM** Reception Dinner & Keynote Delivery – 2nd floor Crystal D Ballroom



### **Teaching the Brain the Correct Process to Build Your Team**

- Dr. Bill Crawford

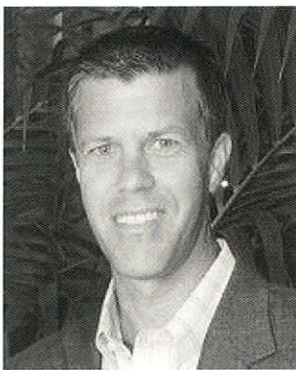
*Dr. Crawford brings a scientific perspective to the issues we all face on a daily basis. With Bill's combination of unique content and engaging presentation style we are very pleased that he has consented to be keynote speaker at our 2016 NBSRA event.*

**Wednesday, September 7, 2016**

**8:00 - 8:50 AM** Registration - 2nd floor East Promenade

**8:50 - 9:00 AM** Welcome and Agenda Details - 2nd floor Crystal D Ballroom

**9:00 - 9:20 AM** General Session – Kingdom Speech

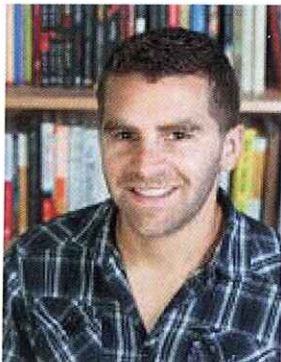


### **Experience Generous Living as a Team**

-Chad Shankle

*Chad's call to generous living came at the very young age of 5 when he was given a single \$1 bill. This journey has grown out of personal accountability to now include the teams of people he works with. Your time will be well spent as you hear about the life that can become yours as you and your team take home these positive, generous-living principles.*

**9:20 - 10:15 AM General Session**



**Why Rent-To-Own is a Great Deal for the Customer**  
(And Five Keys That Make All the Difference) -Kent Lapp

*In a world where RTO is constantly misinterpreted as a high-interest scheme, this is an invaluable opportunity to refresh your entire team on how to dispel the mythology around RTO, and the mistaken perception that it takes advantage of the customer. Kent will present 5 key principles that you should incorporate into your RTO company.*

**10:15 - 10:35 AM Break & Network Time - 2nd floor East Promenade**

**10:35 - 11:45 AM General Session**

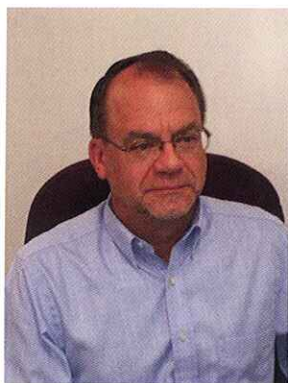


**Raising Awareness on Legal Issues**  
-Matthew Weaver

*What is my company doing to avert risk? Risk can come from various sources including legal liabilities. Matthew will present many examples of risk management you and your team can implement in your company and save thousands in attorney fees. This session will include a special Q & A time with the NBSRA's legal counselor Ed Winn.*

**11:45 - 12:00 AM Informational Updates**

**12:00 - 1:30 PM Lunch - 2nd floor Crystal C Ballroom**



**1:30 - 2:45 PM General Session - Q&A**  
Moderated by Philip Rudolph

*Philip Rudolph will moderate a Q&A / Discussion time with a group of experienced RTO leaders. Submit your questions by email to Philip at [philip@nbsra.com](mailto:philip@nbsra.com) and he will guide the panel into a discussion to provide you with ideas and answers for real-life RTO issues. His goal is to stimulate discussion that makes you think beyond the limits of your own experience.*

**2:45 - 3:10 PM Break** - 2nd floor in the East Promenade

**3:10 - 4:15 PM Breakout Sessions** - Larger group on 2nd floor in Crystal D Ballroom; smaller group on 3rd floor Texas C/D meeting room



**Breakout Session A - Crafting an Intelligent Chart of Accounts for my RTO Company**

-Galen Martin

*Setting up a Chart of Accounts that meets the financial and operational needs of a RTO Company is challenging to say the least. Galen will show us how a well crafted Chart of Accounts makes everyone's job much easier and provides easy access to in-depth reporting. Learn about the different sections of your Chart of Accounts and what you need to know on a daily basis.*



**Breakout Session B - KPI (Key Performance Indicators) Insights**

-Corey Yoder

*Corey will present a set of quantifiable measures (KPI's) that a company or industry uses to gauge or compare performance in terms of meeting strategic and operational goals. Creating a standard set of KPI's and a range of normal results is of great value to all in the industry.*

**4:15 - 5:30 PM General Session**



**Building Your Team**

-Randy Goruk

*"Leaders are as good as you make them or as bad as you let them be." Randy Goruk*

**5:30 PM Final Remarks**

Thursday, September 8, 2016

**8:30 - 8:45 AM** Announcements

**8:45 - 9:30 AM** General Session - 2nd Floor Crystal D Ballroom



**What Is My Company Worth?**

-Dan Whitsell

*A natural tendency for all entrepreneurs is to have this constant, nagging quest to know what our company is worth. When our company is running at its best, it is also the most "Saleable." Dan Whitsell has years of experience in company valuations and will lead your team through an easy to understand presentation on the basics of company valuation. This session is a must, whether you wish to sell or keep running a healthy company.*

**9:30 - 10:20 AM** Breakout Sessions - Larger group on 2nd floor in Crystal D Ballroom; smaller group on 3rd floor Texas C/D meeting room



**Breakout Session A - Impact of Salary Overtime**

-Brandi J. McKay

*On May 18, 2016, the Department of Labor published the Final Rule updating the overtime regulations which will extend overtime protections to more than 4 million workers on December 1, 2016. Specifically, the Final Rule increases the set salary standard for exempt employees from \$23,660 annually to \$47,476 annually. The impact of this salary threshold increase is dramatic to business owners. Ms. McKay is an experienced trial attorney representing national and regional clients in federal and state courts. Her presentation will outline who qualifies as exempt (Executive, Administrative and Professionals) and how the new salary threshold is to be applied. She will also offer tips to prepare for the upcoming change.*



**Breakout Session B - Cyber Security**

-Shawn Tuma

*Brace up and listen to Shawn's matter-of-fact reality check when he says, "There are two kinds of companies: those who have been hacked and those who will be!"*

**10:20 - 10:30 AM** Break

**10:30 - 11:30 AM** General Session



**Legal Updates**

-Ed Winn

*As always, Ed's unique perspective and witty delivery make even the most mundane topics quite fascinating. Thirty years later, his seminars are still the most popular and most praised at every convention - or anywhere rental dealers gather. Our goal for this session is to give everyone the opportunity to ask Ed your legal questions. Take valuable information home with you!*

NOTES: