

## Wednesday, February 7, 2024

3:00 p.m. to 6:00 p.m.	<b>REGISTRATION</b> Arrive any time after 3:00 p.m. to register and check into the hotel.
3:00 p.m. to 6:00 p.m.	<b>ASK THE EXPERTS LAB IS OPEN</b>
6:00 p.m. to 7:00 p.m.	<b>FREE TIME</b>
7:00 p.m. to 10:00 p.m.	<b>KICK OFF RECEPTION</b> Join us for dinner and cocktails and take the opportunity to get to know your fellow dealers and the IDS Team.

## Thursday, February 8, 2024

8:00 a.m. to 9:00 a.m.	<b>BUFFET BREAKFAST &amp; NETWORKING</b>
9:00 a.m. to 9:30 a.m.	<b>WELCOME GREETING</b> Presenter: Frank Tamburrini, General Manager
9:30 a.m. to 10:15 a.m.	<b>IDS Astra Roadmap</b> Discover what our team has been up to recently and hear about what's coming. Presenter: Frank Tamburrini, General Manager, IDS
10:15 a.m. to 10:30 a.m.	<b>NETWORKING BREAK</b>
10:30 a.m. to 12:00 p.m.	<b>All Departments: How to Get the Most Out of Your DMS Across Every Department</b> <ul style="list-style-type: none"> <li>• Practical Tips</li> <li>• Leveraging Integrations with lenders</li> <li>• Managing Leads using notifications</li> <li>• Utilizing Appointments Service Scheduling - Status Updates</li> <li>• Leverage Cycle Counting and Manage Obsolete and Aging Inventory</li> <li>• Reporting and Dashboard Views</li> </ul> <p>Presenter: Allison Miller, Sales Engineer, IDS</p>
12:00 p.m. to 1:00 p.m.	<b>BUFFET LUNCH &amp; NETWORKING</b>
1:00 p.m. to 1:45p.m.	<b>Getting the Most Out of SalesCRM</b> Presenter: Cliff Andrew, Initiative Manager, IDS
1:45 p.m to 2:30 pm	<b>Getting the Most Out of ServiceCRM</b> Presenter: Kurt Vajgrt, Professional Services Consultant, IDS
2:30 p.m. to 2:45 p.m.	<b>NETWORKING BREAK</b>
2:45 p.m to 3:45 p.m	<b>All Departments: System Setup &amp; Impacts on DMS / Accounting</b> How setup and configurations in all modules can impact Accounting and your DMS.  Presenter: Marilyn Melkus
3:45 p.m. to 4:00 p.m.	<b>BREAK</b>
4:00 p.m. to 5:00 p.m.	<b>All departments: Round Table Session</b> Moderated by IDS
5:00 p.m. to 7:00 p.m.	<b>FREE TIME</b>
7:00 p.m. to 10:00 p.m.	<b>DINNER &amp; NETWORKING</b>

## Friday, February 9, 2024

8:00 a.m. to 9:00 a.m.	<b>BUFFET BREAKFAST &amp; NETWORKING</b>
9:00 a.m. to 9:15 a.m.	<b>WELCOME NOTE</b>
9:15 a.m. to 10:15 a.m.	<b>Importance of Ongoing Regularly Scheduled Training</b> <ul style="list-style-type: none"> <li>• Improves Employee Satisfaction</li> <li>• Creates Standardization / Uniformity</li> <li>• Reduction in Wasted Time</li> <li>• Reduction in Supervision</li> </ul> <p>Presenter: Kimberly Schultz</p>
10:15 a.m. 10:30 a.m.	<b>NETWORKING BREAK</b>

10:30 a.m. to 12:00 p.m.	<b>Accounting - Departmental Analysis - Managing your Dealership by Department</b> <ul style="list-style-type: none"> <li>• Monitor management reports for each of your departments.</li> <li>• Analyze the correct information that's specific to your dealerships needs.</li> <li>• Learn departmental budgeting and its benefit to your dealership.</li> </ul> Presenter: Marilyn Melkus	<b>Parts - Everything You Need to Know About Parts Management</b> <ul style="list-style-type: none"> <li>• Properly track and handle suggested orders.</li> <li>• Discover what to do with obsolete parts.</li> <li>• Create orders based on parts movement.</li> </ul> Presenter: Shaunna Tripanier
12:00 p.m. to 1:00 p.m.	<b>BUFFET LUNCH &amp; NETWORKING</b>	
1:00 p.m. to 2:00 p.m.	<b>IDS Engage Email Marketing</b> Presenter: Mark Berggren & Anthony Pancochar	<b>Importance of RECT Reporting &amp; the Top 5 things Dealers are Doing to Reduce Their RECT</b> Presenter: Kurt Vajgrt
2:00 p.m. to 2:15 p.m.	<b>NETWORKING BREAK</b>	
2:15 p.m. to 3:00 p.m.	<b>Inventory Management</b> Presenter: Marc Hertert	
3:00 p.m. to 3:45 p.m.	<b>REPORTS: Mastering Vision Reporting</b> Bringing everything together: <ul style="list-style-type: none"> <li>• Customize Your Own Reports using Existing System Reports</li> <li>• Learn to Sort, Filter, Export, Add and Remove Columns</li> <li>• "WOW" Reports - how to use them to manage your dealership</li> </ul> Presenter: Sara Gauthier	
3:45 p.m. to 4:15 p.m.	<b>THANK YOU &amp; CLOSING REMARKS</b>	