



# SCHEDULE

**Thursday, September 28, 2017**

12:00pm	<b>Golf Outing at Normanside Country Club</b> 12:00pm-6:00pm	
1:00pm		
2:00pm		
3:00pm		<b>Preliminary Registration Open Vendor Setup Tours/Activities</b> 3:00pm-6:00pm
4:00pm		
5:00pm		
6:00pm		
7:00pm	<b>Welcome/Kickoff Party</b> 7:00pm-10:00pm	
8:00pm		
9:00pm		
10:00pm		

**Friday, September 29, 2017**

**Registration opens/Vendor Setup 7:00am**

7:00am	<b>Breakfast</b> 7:00am-8:30am
7:30am	
8:00am	<b>4th Annual Summit of Northeast Auto Recycling Leaders</b> 8:30am-12:30pm
8:30am	
9:00am	
9:30am	
10:00am	
10:30am	
11:00am	
11:30am	
12:00pm	
12:30pm	



# SCHEDULE

Friday, September 29, 2017 (continued)

12:30pm	<b>Lunch followed by Association Partnership Gatherings</b> 12:30pm-2:00pm	
1:00pm		
1:30pm		
2:00pm	<b>Concurrent Sessions (3 sessions)</b> 2:00pm-3:00pm	
2:30pm		
3:00pm		
3:30pm	<b>Concurrent Sessions (3 sessions)</b> 3:00pm-4:00pm	<b>Trade Show Floor Open</b> 3:00pm-7:00pm
4:00pm		
4:30pm		
5:00pm	<b>General Session</b> 4:00pm-5:00pm	
5:30pm		
6:00pm		
6:30pm	<b>Cocktail Hour on Trade Show Floor</b> 6:00pm-7:00pm	
7:00pm		
7:30pm		
8:00pm	<b>Celebration Dinner &amp; Auction</b> 7:00pm-9:30pm	
8:30pm		
9:00pm		
9:30pm		
10:00pm	<b>"Capital Crawl" - Pub Tour of Downtown Albany</b> 10:00pm-?	
10:30pm		
11:00pm		
11:30pm		
12:00am		

# Saturday, September 30, 2017

Registration opens 7:00am



7:00am	<b>Breakfast</b> 7:00am-9:00am		
7:30am			
8:00am		<b>Concurrent Sessions (3 sessions)</b> 8:00am-9:00am	<b>Setup</b> 8:00am-9:00am
8:30am			
9:00am		<b>Concurrent Sessions (3 sessions)</b> 9:00am-10:00am	<b>Checkmate Sales Pro Basics</b> 9:00am-10:30am
9:30am			
10:00am	<b>Trade Show Floor Open</b> 10:00am-12:00pm	<b>Concurrent Sessions (3 sessions)</b> 10:00am-11:00am	
10:30am			
11:00am		<b>Yard Management Systems Sessions and General Session</b> 11:00am-12:00pm	<b>Checkmate Sales Pro - Advanced (Part 1)</b> 10:45am-12:00pm
11:30am			
12:00pm	<b>Lunch with Keynote</b> 12:00pm-2:00pm		
12:30pm			
1:00pm			
1:30pm			
2:00pm	<b>Trade Show Floor Open</b> 2:00pm-4:00pm	<b>Raffles Drawn 2:00pm-2:30pm</b>	<b>Checkmate Sales Pro - Advanced (Part 2)</b> 2:00pm-3:30pm
2:30pm			
3:00pm			
3:30pm			
4:00pm	<b>Vendor Breakdown</b> 4:00pm-5:00pm		<b>Checkmate Listing Manager for eBay</b> 3:45pm-4:15pm
4:30pm			<b>Car-Part Mobile Apps</b> 4:15pm-5:00pm
5:00pm			

Trade Show Officially Ends 5:00pm



## Car-Part World Tour Class Descriptions

### 8:00am-9:00am: **Setup**

We strongly encourage you to bring your Windows laptop with you to class. You do not need to have any of our software installed on your laptop to participate - during this time, we will connect participants' computers to our simulation environment, giving you access to the software products we will discuss today.

### 9:00am-10:30am: **Checkmate Sales Pro Basics**

Checkmate Sales Pro is Checkmate, with a completely redesigned interface and workflow for the Find and Sell functions. It's sleek, modern, and intuitive to use, making selling parts faster and easier than ever. This is an interactive session that gives you the opportunity to get your hands on Sales Pro and try it out for yourself.

### 10:45am-12:00pm: **Checkmate Sales Pro - Advanced (Part 1)**

We have just released a major new update to Checkmate Sales Pro, and we're excited to show you what's new! In this session, we will take a deep dive into the latest enhancements.

### 2:00pm-3:30pm: **Checkmate Sales Pro - Advanced (Part 2)**

#### **Including: Advanced Bidmate, Partmate Enhancements, Checkmate Sales Pro Inventory**

In this session, we will finish reviewing the latest powerful Checkmate enhancements. We'll also talk about Advanced Bidmate (and how it unlocks extra information and features within Checkmate), the latest enhancements to Partmate (mobile inventory tool), and tricks to maintaining your inventory in Checkmate Sales Pro.

### 3:45pm-4:15pm: **Checkmate Listing Manager for eBay**

#### **Including: Car-Part Interchange Plus, CrashLink**

Checkmate Listing Manager for eBay makes it fast and easy to list many of your parts at once on eBay. Discover how you can begin making additional profit by selling parts on eBay that you rarely sell over the counter or to professional buyers. We'll also discuss Car-Part Interchange Plus (our exclusive interchange enhancement option) and CrashLink (OEM-based interchange and pricing information directly from your management system).

### 4:15pm-5:00pm: **Car-Part Mobile Apps**

#### **Including: Photomate 2.0, Core Pricing, Car-Part.com, Car Part Pro, MyPartsApp**

With Photomate, you can take photos of parts from your mobile device and send them right back to Checkmate (where they'll then be included in your next inventory upload to Car-Part.com marketplaces). We can't wait to show you how our tools work together to make your workday more efficient and productive.

We'll also discuss the Core Pricing app, MyPartsApp (a custom mobile app for your business), and the Car-Part.com and Car-Part Pro mobile apps (including how to make sure your parts show up on these mobile searches).