

REGISTRATION INFORMATION FOR THE LEGISLATIVE & LEADERSHIP CONFERENCE



CONFERENCE RECEPTION: Thursday, March 15, 2012
Time: 6:00 - 7:30 PM

CONFERENCE: Friday & Saturday, March 16, 17, 2012
To make hotel reservations, call the Crystal City Marriott
at 1-800-228-9290

Room block name is **“TOWTOWA”**

Room Rate is \$109 (Wednesday - Saturday Nights).
Hotel reservations for other than Wednesday-Saturday
nights may not be made online, but you can call them
in at the above 800 number.

***Please note: Reservation cut off is February 22, 2012*.**

CONFERENCE REGISTRATION SHOULD BE SENT TO:
TRAA, 2121 Eisenhower Avenue, Suite 200
Alexandria VA 22314

Fax to 703-684-6720 Email: Towserver@aol.com

**“GETTING DOWN
TO BUSINESS”**

HOT TOPICS:

**Finding New
Business
Opportunities**

**Interoperability
From A Tower’s
Point of View**

Business 101

**Smartphone
Revolution**

**Roundtable
Discussions**

NAME(S): _____

COMPANY: _____

ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____ FAX: _____

EMAIL: _____

REGISTRATION FEES:

_____ Early Bird: \$200 if received by Friday, February 24th 2012

_____ \$250 after Friday, February 24th, 2012

_____ Number of Attendees

Mail to: TRAA, 2121 Eisenhower Avenue, Suite 200 Alexandria VA 22314
(check one)

_____ Check made payable to TRAA

_____ (___Amex___ Visa___ Mastercard ___Discover)

CARD# _____ EXP. DATE:: _____

Towing & Recovery Association of America



15th ANNUAL LEGISLATIVE & LEADERSHIP CONFERENCE

Marriott Crystal City Hotel
March 15 - 17th, 2012

AGENDA

THURSDAY EVENING, MARCH 15TH, 2012

6:00-7:30 PM WELCOME RECEPTION MILLER INDUSTRIES, RANDY OLSON
UNITED STATES AUTO CLUB, JIM HURST

FRIDAY, MARCH 16TH, 2012

| | | |
|----------------|---|--|
| 8:30 AM | WELCOME AND INTRODUCTIONS | ALAN GREGG, PRESIDENT |
| 9:00-10:15 AM | FINDING NEW BUSINESS OPPORTUNITIES | JOHN BOROWSKI |
| 10:15 AM | COFFEE BREAK | TNT INSURANCE |
| | | BRENDA SHIRLEY |
| 10:30-11:00 AM | NEW OPPORTUNITIES Q&A | JOHN BOROWSKI |
| 11:00-NOON | SMART PHONE REVOLUTION | TODD ALTHOUSE |
| NOON-1:30 PM | LUNCH | ALLSTATE, JEREMY KLEIN |
| 1:30-2:30 PM | INTEROPERABILITY: RADIO COMMUNICATIONS | JOHN PRENDERGAST, ESQ MIKE SCOTT, CHIEF SLOAN PETER FUERST |
| 2:30-3:30 PM | BUSINESS 101 | DR. YOLANDA SMITH, NOVA |
| 3:30-3:45 PM | BREAK | BEACON SOFTWARE- TODD ALTHOUSE |
| 3:45-5:15 PM | APPLICATION OF BUSINESS 101 | DR. SMITH, CHUCK SCHMIDT, TOM TEDFORD, MICHELE GODWIN |

SATURDAY, MARCH 17TH, 2012

| | | |
|----------------|---------------------------|---|
| 8:30 AM | EARLY BIRD COFFEE BREAK | FLEETNET AMERICA, JAMES WILLIAMS |
| 9:00 -10:00AM | REGULATIONS REVIEW | MIKE MCGOVERN, JOE PEDIGO, JOHN GLASS, JEFF ROSKOPF |
| 10:00-11:00 AM | 3 BUSINESS PANELS | AUTO CLUBS IN YOUR BUSINESS PLAN MARKETING YOUR BUSINESS IN YOUR COMMUNITY CONFLICT RESOLUTION JERR-DAN, TRACY O'DOWD |
| 11:00-11:15 AM | MIDMORNING BREAK | |
| 11:15-11:45 AM | REPORTS FROM THE 3 PANELS | |
| 11:45-NOON | UPDATE ON THE CHEVY VOLT | PABLO VALENCIA, GM |

WRAP UP AND ADJOURN