

NEW ENGLAND ARA 2011 SPEAKER SCHEDULE

Saturday June 11, 2011

-8:30 a.m. - 9:30 a.m. Presentation Larry Wood

Larry Wood
CEO

Sales Dominator LLC

Larry for several years worked with a Global Steel Company to develop and implement sales training manuals and procedure protocol programs for the automotive parts divisions. Their sales in the U.S. are 600M a year with a team of 225 sales personnel, 100 plus truck drivers, a full service and self-service division. He hosted several weekly motivational sales training conference calls. Larry earned the Presidents Club Award for sales and training along with "Coach" and Mentor of the year with CCC Information Services, an industry leading Software Company.

-1:00 p.m. – 2:00 p.m. Presentation by Jim Counts

Jim Counts

After owning three successful automotive recycling businesses we have become the preferred consultant for hundreds of auto and truck recyclers from San Juan to Anchorage and Newfoundland to Australia. Jim has been a featured speaker at ARA, APRAA, IT conference, Parts Plus in Australia, Parts World in New Zealand, SGI Salvage, Ontario Auto Recyclers of Canada and most US state conventions. As author of the automated pricing and management assistant algorithms used in the Powerlink 2, Pinnacle, Pinnacle Pro and Bid Buddy XL systems, Jim has a integral understanding of how the industry works. Jim is best known for simple solutions to what often appears to be complex problems and was voted Motivator Of The Year by The Locator magazine.