

**SEMINAR SCHEDULE**

# Friday- September 24, 2021

10:00 am - 11:00 am **“New Ohio Towing Laws”**

An overview of the newest laws

 recently passes along with upcoming initiatives with Q&A

 *Joseph M. Hollabaugh, JR – Shumaker*

 *Vice President*

 Location: Northwest Territories B

10:00 am - 12:00 pm **“Don’t Kill Your Golden Goose”**

 **Protect & Perpetuate Your Business**

Course Summary:

1) Structure assets for lawsuit protection and prevention.

2) Minimize taxes.

3) Create successful estate and business succession plan.

*Larry Oxenham – Author, Senior Advisor*

*American Society for Asset Protection*

Location: Northwest Territories C

11:00 am – 1:30 pm *“***ODOT OTIM TRAINING CLASS”**

 **Ohio Traffic Incident Management Training**

 *Ryan McClure – Transportation Mgr. - Defiance County ODOT*

*Sgt. Bill Deucher – Lakewood Police Department*

Location: Northwest Territories D

11:15 am - 12:15 pm **“Get Paid! Strategies for Maximizing**

 **Collections on Heavy-Duty Recoveries”**

The trucking company has no money and insurance says there is no coverage.  What do you do?  This seminar will address

(1) strategies to ensure that you get paid for your work,

(2) ways to best position yourself for negotiations, and

(3) how to efficiently fight claims related to billing and holding property in storage.

*Daniel J. Bennett, Esq. – Bennett Law Group*

Location: Northwest Territories B

12:15 pm – 1:15 pm **“Get Found Online/Get More Cash Calls”**

Learn Strategies to improve your rank on Google

which can help your bottom line.

*Jared Fischgrund – Managing Director of OMG Tow Marketing*

Location: Northwest Territories C

12:30 pm – 1:30 pm **“The Importance Of Challenging DOT Inspections”**

FMCSA/DOT regulatory specialist Brian J. Riker of Fleet Compliance Solutions will dig into the reasons why it is important to always understand the impact of violations noted during roadside motor carrier compliance inspections, even those without fines or citations. He will explain the basics of filing a successful challenge and some reasons why DataQ challenges fail. This is a must attend for any fleet owner or manager with a US DOT number, especially if you have a few bad inspections on your SMS Score and are facing insurance renewal problems.

*Brian Riker/Fleet Compliance Solutions/Expert Witness*

Location: Northwest Territories B

1:45 pm – 2:45 pm **“Upcoming Federal Regulatory and Legislative Issues”**

Brian J. Riker of Fleet Compliance Solutions will provide updates on several Federal regulation changes that will have an impact on the towing industry plus updates on any pitfalls contained within the current Infrastructure Package being considered by Congress this fall. This must attend seminar is for anyone in the industry, not just owners or managers. Everyone can make a difference in the legislative and regulatory process. Some issues on the agenda include updates on increased insurance minimums, under 21 year old drivers, mandatory safety technology and changes to key US DOT regulations.

*Brian Riker/Fleet Compliance Solutions/Expert Witness*

Location: Northwest Territories B

1:30 pm – 2:30 pm **“Hybrid And Electric Vehicles: Are We Ready?”**

**Challenges and Solutions for Tow & Recovery Operations**

This one hour presentation will unveil the real world hazards associated with hybrid and electric vehicles, and the challenges facing the tow and recovery industry. Discussion will include Federal standards that apply to handling, towing, energy management, and storage and pathways to compliance and safety. Presenters are global leaders in destructive battery testing and hybrid and electric vehicle response. Ample time will be provided for Q & A.

*Dalan Zartman-COO Energy Security Agency*

*Certified Rescue Specialist*

*Jason Defosse- Director of Education and Outreach ESA*

*Certified Vehicle Rescue Specialist*

*Billy Kahler, Technical Coordinator ESA*

*Certified Rescue Specialist and HazMat Specialist.*

Location: Northwest Territories C

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**SEMINAR SCHEDULE**

# Saturday- September 25, 2021

10:00 am - 11:00 am **“Your Dispatch Can Make You Money”**

Train your dispatch to make you

 more money!

*Mike Porter/International Speaker & Trainer*

 Location: Northwest Territories B

10:00 am - 12:00 pm **“Don’t Kill Your Golden Goose”**

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