



2020 AFA Annual Convention Meeting Tentative Agenda

Please note the agenda is tentative and subject to change as speakers and content are added.

Thursday, Nov. 19th

9:00 am – 12:00 am	Eagle XX Members Only Meeting
12:00 pm – 1:00 pm	Lunch
1:00 pm – 4:00 pm	AFA Pre-Convention Board Meeting
3:15 pm – 3:30 pm	Break
3:30 pm – 4:30 pm	State Association
6:00 pm – 8:00 pm	Welcome Reception

Friday, Nov. 20th

10:00 am – 11:00 am	*Mark Lacek - Certified Commercial Recovery Agent Certification (CCRA)
11:00 am – 11:15 am	Break
11:15 am – 12:45 pm	Ron Brown-Situation Awareness
12:45 pm – 1:45 pm	Lunch
1:45 pm – 2:15 pm	Mike Peplinski – Harding Brooks Insurance
2:15 pm – 2:30 pm	Break
2:30 pm – 6:30 pm	AFA Board Meeting – Members Only Meeting

Saturday, Nov. 21st

10:00 am – 12:pm Allied Post Convention Meeting

* Mark Lacek will be speaking about how to increase your bottom line through commercial repossessions. Mark is the author of the Certified Commercial Recovery Agent national certification program (CCRA). The CCRA program is offered through the Recovery Industry Services Company (RISC) www.riscus.com. A CCRA trained reposessor can increase his bottom line by hundreds of thousands of dollars every year. Lacek will talk about commercial skip tracing strategy, how to invoice correctly and how to successfully repossess commercial trucks and equipment. Lacek will also show how to locate local commercial lenders in your area as well as how to make contact with national commercial lenders and how to gain and maintain them as a valuable client. Lacek has been repossessing commercial trucks and equipment for over 30 years successfully. Lacek founded and published the Professional Repossessor Magazine. Lacek is also the past president of the Florida Association of Licensed Repossessors. Lacek has been a columnist for the monthly American Towman Magazine for eight years writing the RepoRun column. Lacek is currently considered one of the nation's leading expert witnesses on professional standards and the repossession industry having been hired by lawyers over 20 times to offer court testimony. Now, Lacek is ready to show you how to increase your bottom line in the commercial repossession business. This is a segment of this year's meeting you will not want to miss.