

2021 Annual Convention Agenda

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

Day	Date	Event	Start	End
Sunday	9/19/2021	Registration Opens / Vendor Set Up	8:00 AM	5:00 PM
Monday	9/20/2021	Optional Defensive Driving Training This course is not mandatory to attend to earn a CE certificate, but it can count towards your CE requirement. Attendees will receive a separate certificate that can be presented to your personal auto carriers who may offer discounts on your personal auto policies. Leon Scroggins	10:00 AM	1:00 PM
Monday	9/20/2021	Lunch On Your Own	1:00 PM	2:00 PM
Monday	9/20/2021	Allied New Member Orientation New Members of AFA Welcome	2:00 PM	3:00 PM
Monday	9/20/2021	Allied PreConvention Board Meeting	3:00 PM	5:00 PM
Monday	9/20/2021	RSIG Board Meeting RSIG Board Members Only	3:00 PM	5:00 PM
Monday	9/20/2021	Gathering of State Associations Gathering for those interested in learning more about how to become involved in the industry on the state level.	5:00 PM	6:00 PM
Monday	9/20/2021	Welcome Reception w/Exhibitors Light Food & Drinks to Wind Down the Day.	7:00 PM	9:00 PM
Tuesday	9/21/2021	Breakfast	7:00 AM	8:15 AM
Tuesday	9/21/2021	Introductions/Welcome Remarks	9:00 AM	9:30 AM
Tuesday	9/21/2021	Running A Successful Recovery Agency Tips and Info on running a successful recovery agency. Code of the West Ron L. Brown	9:30 AM	10:30 AM
Tuesday	9/21/2021	AM Break	10:30 AM	11:00 AM
Tuesday	9/21/2021	*CE Training with Machelles Morris Machelles Morris, attorney for Allied Finance Adjusters Conference Inc.	11:00 AM	12:30 PM
Tuesday	9/21/2021	Lunch	12:30 PM	1:30 PM
Tuesday	9/21/2021	*Training Training for CE	2:00 PM	3:30 PM
Tuesday	9/21/2021	PM Break	3:30 PM	4:00 PM
Tuesday	9/21/2021	Eagle XX / Eagle USA Meeting for current Eagle XX and Eagle Group USA members	4:00 PM	6:00 PM
Tuesday	9/21/2021	RSIG Business Meeting (Members Only)	4:00 PM	6:00 PM
Tuesday	9/21/2021	RABF AUCTION & Fundraiser Come to the RABF Live Auction and Fundraiser Fantastic auction items like custom Zippo Lighters, Sports Memorabilia, Tickets to NASCAR races and more available for your bidding.	7:00 PM	10:00 PM

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Wednesday	9/22/2021	Breakfast	7:00 AM	8:30 AM
Wednesday	9/22/2021	Repossession Case Law Review / What's New in the Courts?	8:30 AM	10:30 AM
<p>Repossession case law will update attendees on important and impactful repossession case law at the state and federal levels. The term Breach of Peace is an evolving idea and defined and redefined through case law. What happens in one state impacts another as courts look to other jurisdictions when making decisions. Case law impact insurability. Don't miss this session to learn more!</p>				
Wednesday	9/22/2021	AM Break	10:30 AM	11:00 AM
Wednesday	9/22/2021	Spy the Lie	11:00 AM	12:30 PM
<p>Whether we want to admit it or not - everyone lies. Some are just bigger and more costly than others. Join Susan Carnicero former security specialist with the Central Intelligence Agency and be introduced to the basics of Spying the Lie. Susan Carnicero</p>				
Wednesday	9/22/2021	Lunch	12:30 PM	2:00 PM
Wednesday	9/22/2021	Allied Business Meeting (Members Only)	2:30 PM	5:00 PM
<p>Allied Voting Members</p>				
Wednesday	9/22/2021	Exhibitor TearDown	4:00 PM	5:30 PM
Wednesday	9/22/2021	Closing Ceremonies - Awards Dinner	7:00 PM	10:00 PM
<p>Celebrate with us as we close out another hugely successful education, training and networking event. Celebrate accomplishments of individuals in the industry who go above and beyond!</p>				

Thursday	9/23/2021	RSIG Board Meeting	8:30 AM	10:30 AM
<p>RSIG Board Members Only</p>				
Thursday	9/23/2021	Allied Post Conference Board Meeting	9:30 AM	12:00 PM

REPO 2021

*** Tentative Agenda - Dates/Meeting Room Locations Subject to Change**
Hosted by: Recovery Specialist Insurance Group & Allied Finance Adjusters

www.repo2021.com

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We Proudly Present Our Guest Speakers



Leon Scroggins
National Safety Council
- Defensive Driving
Course Instructor
License Number 2266635

Leon Scroggins began a career in the Repossession Industry with his first repossession in July 1972 while employed in the Auto Finance Industry as a Lending officer, Collector and Branch Manager in California. Leon gained his repossession experience as an employee of a nationally recognized leader in the repossession industry until he started Leon's Quality Adjusters, Inc. in California in 1988. That same year, Leon purchased his first tow truck and taught himself, with the help of the tow truck supplier, how to operate, repair and utilize all the available industry tools to repossess all types of vehicles quickly and safely with a tow truck. Over the years Leon also obtained his Commercial Driver's License, repossessed, operated, and drove commercial tractor-trailer combos, buses and motor homes. Since that first truck purchase, Leon has driven over 2 Million miles citation, crash and collision free.

Leon joined the insurance purchasing membership organization, Recovery Specialist Insurance Group, in 1996 and remained a member of the group until he sold his repossession business in the fall of 2015. Throughout his time in the industry, Leon served eleven years on the board of the California Association of Licensed Repossessors, including two years as the Association's President. Leon also served on RSIG's Board of Directors from 2002 to 2015. In March of 2019 Leon came back to RSIG as an employee. In August of 2019 Leon obtained instructor status with the National Safety Council and has been licensed to teach the NSC's Professional Truck Driver-Driver Safety Training Class, the NSC's Chronic Offender Class and NSC's Attitudinal Dynamics of Driving Class. With his extensive 49 year background in the Repossession Industry, Leon has structured his NSC Class sessions to fit the driving model of the modern Repossessor.



We Proudly Present Our Guest Speakers



Ron L. Brown
Allied Finance
Adjusters Education
Chair



* **Ron L. Brown** IFCCE, MCE, CCCO, CARS, MPRS, CFA, API

Ron L. Brown is the President and CEO of CSI Group in Oklahoma City, Oklahoma, one of the oldest and largest Asset Recovery Investigation Agencies in the Central Plains Region.

A state licensed Private Investigator and member of the National Association of Fraud Investigators, he has over 45 years of experience in the field of locating and recovering lost and missing people and assets and has assisted many law enforcement agencies including the U.S. Marshall's Service, Federal Bureau of Investigation and the Texas Rangers.

He is internationally recognized as one of the leaders in the Tracing and Recovery Industry and spends much of his time acting as an instructor for various credit and collection entities. Having received the ACA International "Fred Kirschner Instructor Achievement Award" for instructing 250 ACA Seminars, he was also three times selected by ACA International as the "ACA Certified Instructor of the Year". Ron also instructs for the Council on Law Enforcement Education and Training and travels across the United States presenting his critically acclaimed "MANHUNT" and "CYBERTRACKING" Seminars.

Nationally recognized as one of the key instructors of the Fair Debt Collection Practices Act, the Fair Credit Reporting Act, Gramm-Leach-Bliley Act and HIPAA, Ron has written many published articles on these ever-changing federal laws and continues to conduct seminars related to these statutes. Testifying as an "Expert Witness" in numerous wrongful repossession litigations Ron recognized the need for an affordable field agent compliance training program and in collaboration with the members of Eagle Group XX he has developed the asset recovery industry accepted compliance training seminars which include the Field Agent Compliance Training (FACT), the Support Employee Compliance Training (SECT) and most recently the highly praised (SACAT) Situational Awareness and Confrontational Avoidance Techniques.

Ron continues to author numerous industry publication articles on the application of psychology and neuro-linguistics related to tracing, interrogation techniques and consumer motivation in the collection and asset recovery industry as well as co-authoring the best seller, "MANHUNT, The Book".

Currently active in all phases of the Asset Recovery and Collection Industry he continues to personally, handle investigations ranging from Internal Fraud to Homicide and is well known in Debt Collection, Law Enforcement and Asset Recovery circles. He may be contacted at Rbrown@CSI-ARM.com or 800-411-1844.

We Proudly Present Our Guest Speakers



Susan M. Carnicero
Founding Partner

A former security specialist with the Central Intelligence Agency, Susan Carnicero has 20 years of experience in interviewing, interrogation and polygraph examination, focused primarily on national security, employment and criminal issues. Susan is the developer of a behavioral screening program currently used within the federal government and in a variety of private industries, tapping experience gained in government service. She is widely considered a leading authority on interviewing, detection of deception, and elicitation.

Susan has extensive experience in conducting training for federal government agencies and the law enforcement community, as well as for financial services firms and other private-sector companies. Most recently, she has been involved in conducting high-level screening interviews within the U.S. government, and in providing consulting services for Forbes Top 10 families.

Prior to joining the CIA, Susan served in the investor relations and corporate communications field, where she achieved the position of Director of Public Relations for a Fortune 500 company.

Susan is co-author of The New York Times bestsellers *Spy the Lie* and *Get the Truth*. She holds an M.A. in Forensic Psychology and an M.A. in Secondary Education/English from Marymount University in Arlington, Va.

REPO2019!!! Photos



We Proudly Present Our Guest Speakers



O. Mabelle Morris

Attorney at Law

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Machelle Morris is the foremost national legal expert on issues relating to repossession and security interest enforcement. Her focus since the early 1990's has been on repossession laws and regulations, and small business survival.

Her vast knowledge of repossession laws in every State, as well as an understanding of how state and federal regulations affect repossession companies, and other small businesses across the country, has made her the go-to legal advisor for Allied Finance Adjusters Association and its members.

Machelle advises and teaches recovery agents, as well as other attorneys, on real-world compliance and contract issues. Several State laws directly reflect her input to the legislature on behalf of repossession business owners.

Machelle is licensed to practice law in Texas, New Mexico and Washington. She is a qualified mediator/arbitrator; is a member of the Intellectual Property Law and Consumer Law Sections of the State Bar of Texas; is a licensed auctioneer; and is available as an expert witness on issues of collateral recovery and financial vendor compliance.

In addition to owning and operating her boutique law firm, Machelle is an active volunteer. She is an Officer and Director of faith-based Through the Storm Ministries (San Antonio, Texas). She is on the Board of Directors and holds the position of Secretary with the former Texas Rangers Foundation (Fredericksburg, Texas) which seeks to teach Texas students about the history of the State of Texas and its premier law enforcement agency. She is also on the Advisory Board of The Life Center (Midland, Texas), a faith-based organization offering an alternative to abortion as well as teaching parenting skills and offering other assistance to expectant parents free of charge.

Machelle is a proud mother of four daughters and loves to travel. She is a lifetime member of the University of Texas Texas-Exes Alumni Association and an avid Red Raider fan as an Alumni of Texas Tech University School of Law.

