KANSAS CITY

VISION
Hi-Tech Training & Expo

FUEL THE FUTURE

MARCH 5-8, 2015
CONFERENCE: MARCH 5-8 EXPO: MARCH 6-7

PRESENTED BY **ASA** Midwest

DON'T DELAY...REGISTER TODAY!

Industry's top trainers and 60,000 sq ft exhibit hall - all under one roof!

MANAGEMENT TRAINING
Shop owners and service advisors can learn from top management experts, with real-world experience, about topics designed to streamline your processes and boost profits.

TECHNICAL TRAINING
Increase your productivity and earnings with valuable insights and in-depth knowledge on a wide array of vehicle systems. Hands-on, live car, entry-level, advanced driveability and much more!

EDUCATOR THINK TANK
Network and learn with fellow educators from across the country. Become a more effective and inspiring instructor by employing teaching techniques that will help you connect with your students.

NEW THURSDAY FEATURES

SERVICE ADVISOR SUMMIT
Service advisors have a day dedicated to customer service and selling to help increase sales.

HI-TECH TOOL SUMMIT
Get the most out of your investment. Thursday features sessions dedicated to specific scan tools, as well as an exclusive Hi-Tech Tool Expo to provide you additional time with vendors from 4-7pm.

www.visionkc.com

overland park convention center
6000 College Blvd · Overland Park, KS

2015 SCHEDULE OF EVENTS

Thursday, March 5, 2015

7:00am - 7:00pm	Registration Open
8:00am - 5:00pm	Technical Training
8:00am - 5:00pm	Service Advisor Summit
4:00pm - 7:00pm	HiTech Tool EXPO (NEW!!)

Friday, March 6, 2015

7:00am - 10:00pm	Registration Open
8:00am - 5:00pm	VISION Power Summit
8:00am - 5:00pm	VISION Educator Think Tank
8:00am - 5:00pm	Technical Training
5:00pm -10:00pm	Expo Hall Open

Saturday, March 7, 2015

6:00am - 6:00pm	Registration Open
6:30am - 7:00am	Conference Breakfast
7:00am - 8:15am	Opening General Session
8:30am - 11:45am	Management/Technical Training
9:00am - 4:00pm	Expo Hall Open
11:30am -1:00pm	Conference Lunch
3:00pm - 6:00pm	Management/Technical Training
6:00pm - 7:00pm	Industry Professional's Reception
7:00pm - 10:00pm	Awards Dinner & Comedy Night Party

Sunday, March 8, 2015

6:30am -10:00am	Registration Open
6:30am - 7:00am	Conference Breakfast
7:00am - 8:15am	Closing General Session
8:30am - 11:45am	Management/Technical Training

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THURSDAY SERVICE ADVISOR SUMMIT

Thursday, March 5

8:00am	– 5:00pm	**Selling Diagnostic Services for Maximum Profit by Jeremy O'Neal**
8:00am	– 5:00pm	**What's Your Kryptonite? Creating Superhero Service Advisors, Managers & Owners** **The Power of the Phone! The Hidden Costs of a Bad Call**

Choose from one of the following sessions:

all day session (8am - 5pm)
(M1-A)

Selling Diagnostic Services for Maximum Profit
by Jeremy O'Neal

Take a journey into the world of your customer and find out exactly how to sell Diagnostic Services for Maximum Profit. During the course Jeremy will assist each participant in understanding how to create Diagnostic Service Packages that auto repair consumers will pay for. Each participant will learn a step by step system for identifying the right type of jobs to apply diagnostic charges to and how to properly present these sales to customers. Participants will learn how to deal with the 5 most common sales objections presented when selling diagnostic services. The goal is to help each participant create a more profitable repair shop.

all day / 2-part session (8am-5pm)
(M2-A)

What's your Kryptonite? Creating Superhero Service Advisors, Managers and Owners
by Jonnie Wright

Owners / The Power of the Phone! The Hidden Costs of a Bad Call
by Maylan Newton

What's Your Kryptonite? (by Jonnie Wright): It's time to put the cape on your shoulders and the "S" on your chest! This session provides a unique, fun and detailed blueprint for how service advisors, managers and owners can achieve Superhero status - with customers and with each other! In this course Jonnie will lay out a step-by-step process, with tips, tricks and tools for improving your conversion rate, ARO and overall sales while increasing customer referrals and reviews and building greater customer loyalty, brand awareness and employee morale.

The Power of the Phone! The Hidden Costs of a Bad Call (by Maylan Newton): One of the powerful tools we have in ANY facility is the phone. Used properly it'll make you money, taken for granted it'll cost you money! Join us as we talk about why you should listen to phone calls, what you should listen for and how you should train based on those conversations. Then listen in and critique actual phone calls in class. If you are not using your actual phone calls as a training method, you're missing out on a powerful tool.

THURSDAY TECHNICAL TRAINING

Ford Engine Performance (T1-A)
by Jay Kuykendall

More than any other manufacturer, Ford has reinvented itself in the last decade. While many of the traditional services are now obsolete, the new Ford emissions and engine management systems create some great diagnosis and repair opportunities. But what hasn't gotten any better is the Ford flowchart. You need to know what these systems are trying to accomplish and how they monitor themselves. With this information you can 'think' your way through a diagnosis in a fraction of the flowchart time. This new Ford Engine Performance class covers all engine management systems, and focuses on the following troublesome topics: False & misleading trouble codes; Misfire diagnostic tips & tricks; New direct injection testing information; See Rear Fuel Trim in action; New natural vacuum EVAP; Variable Camshaft Timing (VCT) systems; and much more. *Sponsored by Automotive Training Group*

GM Duramax 6.6L Engine Diagnosis & Repair (T2-A)
by Wally Mouradian

General Motors trucks and vans with diesel engines are coming into repair shops with engine performance or check engine light problems every day. Attend this session to get the latest repair information and help you need to diagnose these diesel engines. Our trainers are presenting a brand new program on the General Motors 6.6 liter Duramax engine. Did you know there are 5 different generations of the Duramax engine and there are major differences in systems and components between each generation? Learn how to use this information to quickly and accurately diagnose any Duramax engine! Discover the tips and tricks that can allow you to make quick and profitable repairs to Duramax Diesel engines. Whether you are stumped by an injection problem or other drivability issues, this class will provide you with the skills you need to make Duramax engine service and repair profitable! *Sponsored by Denso*

Hybrid Vehicle Transmissions - Hands-On Diagnostics (T3-A)
by Jeff Minter

This course will cover the operation and diagnosis of hybrid vehicle transmission with integrated electric machines. Hands-on activities will utilize transmissions from vehicles ranging from the Toyota Prius to the Chevrolet Volt. Participants will have a chance to use test methods and equipment recommended by the OEMs as well as some of those being used in the aftermarket. This combination lecture and hands on course will also include information about how electric machines age over time and the failure modes of those electric machines. *Sponsored by Automotive Research & Design*

In-Depth Misfire Analysis (T4-A)
by Scott Shotton & Eric Ziegler

There are many techniques used to diagnose a misfire and there are just as many paths a technician can take to find a misfire. Having an effective plan of attack can greatly expedite the misfire diagnostic process and knowing when to use what test is just as valuable. Emphasis is placed on a logical approach and effective use of appropriate testing techniques. This course is composed of 4 parts. The first part covers a detailed procedure, or plan of attack, to narrow down the area that could be causing a misfire in a quick and effective manner. The three main areas are: mechanical, ignition and fuel. From here we will choose the appropriate diagnostic path to continue down. The remaining three parts of the class cover the tests and techniques used for diagnosing the actual cause of the misfire. These three paths are covered individually. During this course, emphasis will be placed on a logical approach and effective use of appropriate testing techniques. Scan tools and scopes will be the main focus of this class. However, other tools will be used as well.

THURSDAY Hi-Tech Tool Summit Training

Morning Session
8:30-11:30am (choose one below)

Chrysler wiTECH by John Thornton (T5-A-A1)

wiTech is a PC based Chrysler scan tool supported by one of three interfaces: Star Mobile, VCI pod, and the Micro Pod II. This class will discuss most of the comminly used functions of the wiTech tool. Topics to be discussed include: installation and PC requirements; Vehicle View screen navigation; module CAN bus communication diagnosis; selecting and graphing data pids; Chrysler website (techauthority) usage with the tool; actuators (bidirectional capabilities); module system tests and special functions; module programming; theft (SKIM) functions; and Occupant Classification Module passenger seat weight calibration. A detailed harndout supporting the class discussion will be provided. *Sponsored by WORLDPAC*

GM PC-Based Scan Tool Operation by Scot Manna (T5-A-A2)

This class will provide attendees with information on obtaining and installing the PC-based version of Tech 2 Win and GDS2 scan tool programs along with vehicle interface options. The installation and set-up of both the Drew Tech Mongoose and GM Multiple Diagnostic Interface (MDI) will be shown. Scan tool software operation and vehicle testing will also be demonstrated using actual vehicle case studies. This class will give you the head start needed to move into factory level scan tool diagnostics on the latest GM vehicles. *Sponsored by WORLDPAC*

Getting to Know Your Toyota TechStream Scanner
by Harvey Chan (T5-A-A3)

This class is for technicians that have purchased the Toyota Techstream scanner and would like to better utilize its features. Topics will include: the difference between the full Techstream and Techstream Lite; setup and registration; choosing different interfaces; custom and dual data lists; performing Health Checks; configuring Snapshots; graphing scan data; increasing update rates; and saving and reviewing recordings. We will also look at how to perform a reflash or programming with the Techstream software. Case studies will also be used to illustrate the features of this tool.

Leak Detection Methods & Tools by Bernie Thompson (T5-A-A4)

Finding leaks in various systems is a common routine in automotive repair shops. However common these leaks are in your shop, finding a leak in some systems is extremely difficult and time consuming. This class will cover an in depth look at the process of leak detection. Additionally the pro's and con's of the tools and equipment used in leak detection will be covered. Learn new diagnostic techniques on how to locate the leak site quickly and accurately, thus saving serious aggravation and hours of diagnostic time. *Sponsored by Automotive Test Solutions.*

Afternoon Session
1:00-4:00pm (choose one below)

Autel Maxi-SYS by Michael Flink (T5-A-B1)

Learn how to not only utilize all the capabilities of the diagnostics in Autel's MaxiSYS, like graphing, merge graph, min and max alarms and more. Discover how to utilize all the features and icons in the MaxiSYS diagnostic system. Attendees will also learn tips and tricks to not only help in repairs but help you save time and be able to communicate to you customer. Also see the newest accessories for the MaxiSYS and how they work. *Sponsored by Autel*

Diagnosing Vehicle Networks by Bob Augustine (T5-A-B2)

Most vehicles have multiple communication networks wired, some working together, some stand-alone. This session covers real-world diagnosis of vehicle network communication issues and how to use a scan tool, wiring diagram and DSO to troubleshoot. Covers Domestic and Asian Platforms and will focus on Model Years 2001-2012. Learn how to read and interpret wiring diagrams to ascertain what networks are present; communicate with the different networks; identify what networks are wired to the vehicle DLC; identify how the scan tool communicates with the different networks; understand what capabilities the OEM scan tool provides on the various networks; and utilize DSO to troubleshoot network communication issues. *Sponsored by Christian Brothers Automotive*

Snap On Scanner/Scope Diagnostic Platforms
by Kevin Markel (T5-A-B3)

Scan tool usage to include: Key data interpretation, graphing, functional tests, monitor status, Scope set up, triggering, coupling, zoom function, multi-trace testing, and current ramping. *Sponsored by Snap On Tools*

Mastering Ford VCM-II by Kevin Leiby (T5-A-B4)

Unlock the power of diagnostics from the drivers seat utilizing all of the capabilities of the Ford VCM II laptop-based factory scan tool. Develop systematic diagnostic strategies coupled with fast, capable test procedures within this tool to pinpoint problems. Network tests, component or circuit analysis, data stream information, Bi-directional functions, module initialization, and programming for a variety of modules or systems. Learn to take full advantage of the speed & capabilities of this Factory Scan Tool, including module programming and set-up. *Sponsored by MotoSHOP*

NEW!!! Get the most out of your investment. Thursday features new training sessions dedicated to specific scan tools, as well as an exclusive Hi-Tech Tool Expo to provide you additional time with diagnostic and scan tool vendors.

HI-TECH TOOL EXPO
Thursday, March 5, 2015 · 4-7pm
Convention Center Lower Level

FRIDAY MANAGEMENT

POWER SUMMIT
VISION'S POWER SUMMIT
March 6, 2015

Friday, March 6

7:30am - 8:00am	**Networking Continental Breakfast**
8:00am - 11:45am	**Management Training Session #1** (choose one below)
	The Financial Bible for a Successful Business (all day)
	Creating Profitable Sales in 2015 and Beyond!
	So, You Want to Sell It!
11:45am - 1:00pm	**Lunch**
1:00pm - 4:45pm	**Management Training Session #2** (choose one below)
	Improving Telephone Closing Ratios
	Why Pricing Doesn't Matter - The Truth About Labor Rates
5:00pm	**VISION Expo Opens**

Designed for shop owners and managers, this premier training day is dedicated to bringing together some of the industry's most knowledgeable, most influential and most thoughtful people to delve into many important topics, issues and trends that are impacting the independent service marketplace.

Power Summit Management Session #1
8:00am - 11:45am (choose one below)

Creating Profitable Sales in 2015 and Beyond! (M3-B-A1)
by Jeremy O'Neal

Are your sales skills current and up to date? The vehicle's of tomorrow are arriving in your bays today, the question is do you know how to create profitable sales for your shop? Join Jeremy as he takes you on a real world expedition that shows you exactly how to create profitable sales for 2015 and beyond. Each participant will leave with a thorough understanding of the sales process and the ability to quickly and efficiently identify hidden sales opportunities. Once the opportunities are identified Jeremy will assist you in delivering an amazing sales presentation that will wow your client. The course then moves into helping participants overcome sales objections, you'll leave with a complete system that will help you close more sales, increase gross profit, and create client for life referral relationships.

So, You Want to Sell It! (M3-B-A2)
by Maylan Newton

Join Maylan Newton as we look at what it takes to build a sellable business. From the name of the business, to the employees and the P&L's, you will discover the many items that contribute to building a marketable business. Even if selling it today is not in your plan, building the business to be sellable will always make it worth more…to everyone.

The Financial Bible for a Successful Business - all day course (M3-B-AB)
by Cecil Bullard

Many shop owners believe that if they sell enough automotive service and repair they will be financially successful, yet there are thousands of shops working hard and barely getting by. This seminar will help you understand how to improve your profits and which financial numbers are key for the best profits. Learn the 8 numbers that spell financial success or failure; discover how to determine your financial goals properly; learn how to properly set your labor rate for success; discover the cost of low productivity and sales; and identify ways to improve profits – NOW! *Sponsored by WORLDPAC*

Power Summit Management Session #2
1:00-4:45pm (choose one below)

Improving Telephone Closing Ratios (M3-B-B1)
by Barry Barrett

Calling the customer for approval of needed work can account for 60 to 80% of a shops business. This is the most important call of the day. Do you treat it as important? Are you prepared? This workshop will prepare advisers to make the call correctly and increase closing ratios on recommended work. Advisers will learn words and techniques to close more sales. *Sponsored by RLO Training.*

Why Price Doesn't Matter:
The Truth About Labor Rates (M3-B-B2)
by Ron Haugen

Labor is one of the most important profit streams in a shop and yet many struggle and are under charging or giving labor away every day. In this session we will look at the impact of labor revenue to your bottom line, why no shop has a labor rate, how to establish what your labor charges should be, and most of all, why it is not important to your customer!! We will also show you ways you can compensate and retain those hard to find "A" level technicians as well as ways to keep your labor charges current with inflation and economic changes. Join Ron "The Car Guy" Haugen as he shows you how to add measurable dollars to your bottom line.

VISION Hi-Tech Training & Expo

Don't miss this unique and energizing day designed specifically for today's educators.

FRIDAY EDUCATOR THINK TANK

VISION Hi-Tech Training & Expo

Educator Think Tank

Mastering the technology and art of automotive education

Friday, March 6

Supplementing Your Classroom Lectures (T12-B-A1) by Matthew Shanahan

With technology becoming more advanced every day, automotive instructors are looking at ways to supplement classroom lectures and labs with out of class work. This seminar will explore new ways of teaching and assessing students in automotive technology. Written assignments help students learn technical, writing, and research skills. Ways to incorporate written assignments and essays will be explored. Flipped classrooms are becoming more popular, this seminar will cover how to make your own YouTube videos for students to view. Studies show that students who have more interactions with their peers are more satisfied with their education. Using discussion boards can lead to better student interaction outside of the classroom. Benefits and drawbacks of discussion boards will be contrasted.

Using Analogies to Teach Automotive Technology (T12-B-A2) by Jim Morton

Educators are faced with new obstacles every class term. One of today's challenges is the lack of basic mechanical knowledge. Learn how to use simple analogies to teach complex automotive technology. By using analogies such as bicycle pedals correlating to proper ignition timing. This proven method can mae a difference in your classroom and long-term knowledge and skills of your students.

An Educational "Think Tank" Un-Conference (T12-B-B1) by Tim Dwyer

It is time for us to tap into all the collective experience that is available. This presentation will be by you and for you – today's automotive instructor in today's classroom! This "Think Tank" provides a forum to share ideas of what you are doing in the classroom that is working. Now is your chance to share a short 10 – 15 minute presentation and spread the good ideas around! The depth of knowledge and experience of all the dedicated instructors attending VISION has to be shared for the benefit of our students. Come join us and share in some great ideas to further our programs and the industry!

Teaching Modern Ignitions Systems (T12-B-C1) by Matthew Shanahan

In the last 15 years there have been a lot of changes with ignitions systems and how technicians test them. This seminar will not only cover the technical changes in ignitions systems, but how to cover them in the classroom. Topics Include: changes and obstacles of teaching ignitions systems today; equipment – what is needed for modern systems; integrating scan tools into ignition class; spark plugs – what your students need to know; how secondary ignition is analyzed today; analyzing primary ignition current; and discovering new ways to teach and analyze engine sensors.

8:00am - 9:45am	Supplementing Your Classroom Lectures
	Using Analogies to Teach Automotive Technology
10:00am - 12:00pm	An Educational "Think Tank" Un-Conference
12:00pm - 1:00pm	Lunch (sponsored by aeswave.com)
1:00pm - 3:30pm	Teaching Modern Ignition Systems
	Update: Teaching CAN Using Data from the DLC
4:00pm - 5:00pm	Educator Think Tank Panel Discussion

Educator Think Tank Lunch Sponsored by **aeswave** .com

Update: Teaching CAN using data from the DLC (T12-B-C2) by Al Santini

Each year there are subtle changes to the CAN system, which need to be understood by the instructor if he/she wants to teach successful diagnosis. In this seminar we will look at a Global Platform vehicle, see what has not changed and what recent additions have been made to the CAN system. Beginning with an overview of CAN, we will look at some successful methods of teaching an introductory class and examine the use of communication wiring diagrams and their correlation to scanner data. Utilizing scan data from both a handheld scanner and a computer based scanner, educators can see a logical progression which will "bring" a student from limited knowledge to a system diagnosis level in easy to understand steps. The use of LIN (linear integrated network) circuits will be examined with an emphasis on teaching their diagnosis. The seminar will include a comprehensive handout, which will be available in hard copy or delivered electronically. Instructors should bring their laptop or tablet to class. *Sponsored by Consulab*

VISION Think Tank Panel

Live broadcast from VISION! 4:00-5:00pm

Panelists will share ideas and practices that have made their programs successful. Join as they discuss challenges our industry faces as we work together to strengthen the future of our industry. Watch for more details coming soon!

presented by
iATN

Awards Dinner **VISION** *Celebration of Independents*

Awards Dinner & Comedy Night

Saturday, March 7, 2015
7:00-10:00pm
Convention Center Ballroom

Join us for a incredible plated dinner and help us celebrate this year's award winners during the VISION Celebration of Independents Awards Dinner. The brief awards program is followed by VISION's side-splittintly, mega-funny Comedy Night.

Don't miss this side-splittingly, mega-funny event!

COMEDY NIGHT

$50 per person (includes dinner & comedy night)

SAVE $$$...Add Dinner & Comedy Night to a weekend training package for only $25

Dinner & Comedy Night included in Spouse's Package

6.0L, 6.4L & 6.7L Powerstroke Engine Performance (T6-B)
by Vince Manship

This seminar contains field-tested diagnostic & repair strategies that actually work, and includes tips and tricks developed in shops across the nation. Discovery how to choose the best tests that get you the most information with the least effort. These strategies are even more critical on Powerstroke engines because they are so time consuming to work on. Specific topics covered include: mechanical issues & repair techniques; high and low pressure oil systems (6.0L); high pressure fuel systems (6.4L & 6.7L); oil and fuel injection control and issues; variable geometry turbo systems and controls; EGR flow and function diagnostics; the best ways to find restrictions and leaks; diesel oxidation cats and diesel particulate filters; and much more. *Sponsored by Automotive Training Group*

Advanced Labscope featuring Snap On and Pico (Hands-On / Live Car) (T7-B)*
by Matt Fanslow

New for 2015. Matt and Harvey are going to turn up the sample rate for this Hands-On class. As requested from attendees of previous scope classes, we will be cranking up this class a notch and practicing more advanced techniques. Multiple channels will be used along with different accessories such as: low and high amp problems, ultra low amp probe, sync pickups, ignition pickups, in-cylinder and intake pressure transducers. You will be required to bring your Snap On or Picoscope to class as well as provide your own accessories. Attendees are required to have a good understanding of basic scoping. Class size is limited so be sure to sign up early!

Domestic Programming (T8-B)
by Mark Olinger & Randy Briggs

This course covers the programming processes for all programmable modules found on late model domestic vehicles. Discover the importance of software fixes and how to quickly determine whether you need to replace a component or simply reprogram. The J2534 process and the OE processes will be compared throughout the class allowing you to make an informed decision regarding programming equipment. Other topics covered during this course include: locating flash update information and availability, obtaining and entering PIN information during a programming or reprogramming procedure, as well as a discussion of the tools required for proper programming. Case studies relating to vehicles with programming related issues will be included. Don't get caught with a failed reflash; learn the proper preprogramming techniques here. *Sponsored by CARQUEST Technical Institute*

Hybrid Vehicle Transmissions - Hands-On Diagnostics (T3-B)
by Jeff Minter

This course will cover the operation and diagnosis of hybrid vehicle transmissions with integrated electric machines. Hands-on activities will utilize transmissions from vehicles ranging from the Toyota Prius to the Chevrolet Volt. Participants will have a chance to use test methods and equipment recommended by the OEMs as well as some of those being used in the aftermarket. This combination lecture and hands on course will also include information about how electric machines age over time and the failure modes of those electric machines. *Sponsored by Automotive Research & Design*

Logical Diagnostic Decisions for Driveability Dilemmas (T9-B)
by Scott Shotton & Eric Ziegler

This is a critical thinking or logical approach class to address many of the issues that face technicians every day; working on systems that are new to them or that they have little or no experience diagnosing. The course is a mix of critical thinking, theory, diagnostic testing methods, tooling and real world case studies. Four areas will be addressed: mechanical testing, fuel trim diagnostics, ignition testing and network communication issues. Graphing scan data, archiving data and other useful diagnostic software will be discussed. Lots of real world, not so forward case studies will be used to illustrate these processes and techniques.

Variable Cam Timing (T10-B)
by John Thornton & Scot Manna

"This 8 hour live car class will focus on VCT operation, theory, and diagnostics using case studies and on-vehicle demonstrations. Topics include: review of VCT operation and strategies; GM VCT systms; Ford VCT stems; Chrysler torque based (as opposed to pressure based) VCT; Honda VCT systems; Toyota VCT systems; VW VT systems; Chrysler Multi Air hydraulic valve control; Audi Valve Lift; and Mazda SkyActiv VCT. A strong emphasis will be placed on testing techniques using both the scan tool and a lab scope. A detailed handout will be provided." *Sponsored by WORLDPAC*

VISION Hi-Tech Training & Expo

Friday, March 6

All Friday technical classes will be held from 8:00am - 5:00pm

* Advanced Labscope (T7-B) will be held at Johnson County Community College's Automotive Tech Dept (approximately 4 miles from the Convention Center). Detailed registration information and directions will be included in your confirmation packet. Transportation will be available to and from the College.

Course information is subject to change
Please visit www.visionkc.com for the latest information

Understanding, Diagnosing and Repairing Fuel Trim Problems and EVAP Diagnostics (T11-B)
by Bernie Thompson & Mark Warren

Understanding, Diagnosing & Repairing Fuel Trim Problems by Bernie Thompson - This morning session will cover an in-depth look at modern fuel injection systems and the effect of fuel trim. At first, the complexity of these systems can overwhelm the technician. With a basic understanding of how these systems operate, the technician will learn how to properly trouble shoot difficult drivability problems in just minutes. The key is using the fuel trim as the technician's window into the fuel injection systems. This course will teach the technician new and efficient ways to repair vehicles where it counts; in your service bays.

EVAP Diagnostics by Mark Warren - This afternoon session will cover EVAP systems design and operation, including the evolution of EVAP Systems; exploring leak size and effect on diagnostics; discussing smoke machine tips and techniques; learning about vacuum vs pressure and its effect on diagnostics; as well as learning how to use the smoke machine throttle to find small leaks. *Sponsored by WORLDPAC*

www.visionkc.com

By the 3rd Ring: 10 Steps to Converting Price Shoppers and Shop Hoppers into Loyal Customers (M4-C)
by Jonnie Wright

The shop phone is ringing - do you know how to answer it in a way that guarantees getting an appointment? Are you using words and terms that literally un-sell the work you think you are selling? Want to dramatically improve your phone conversion rate with price shoppers - and not just for scheduling appointments but for actually getting the customer to show up? This fun and interactive phone skills class will provide a detailed step-by-step strategy for answering the phone and calling them back that will dramatically increase your conversion rate, ARO and overall sales.

Creating a Successful Employee Hiring and Training Program (M7-D)
by Cecil Bullard

sponsored by

This class will help attendees determine the right employee (skills and attributes) for the job, and create a compelling ad to attract the person they want. Acquire the tools to interview and successfully hire, and learn the correct way to put together a successful training program so that new hires and current employees are trained properly in the companies systems and processes to guarantee the right results. Students will leave with examples of employee request forms, effective ads, training programs and sign-off sheets for technicians and service advisors.

Effective Marketing in the Internet Age (M10-E)
by Matt Winslow

sponsored by

Have you ever spent a lot of money on expensive advertising that didn't get you the traffic you deserve? Traditional advertising methods are becoming more expensive and less effective. In this exciting session, Matt Winslow shares cutting edge tips to drive cars to your bays and profits to your pockets by using the Internet and Social Media effectively. Discover the critical information that MUST appear on page 1 of your website, yet most web designers forget and most shop's websites lack. Learn why most customers DON'T go to your website to find you and what to do about it. Discover why most web-based ads are ignored and learn how to connect with today's customers with the right message. Find out what your customers are saying about you on the Internet! Learn why only 20% of most email you send is actually read by customers and how to dramatically increase email open rate. Learn which Social Media sites help you appear on Google's page one and which don't. Uncover critical Social Media mistakes that turn off customers and how to avoid them. Harness the power of today's smart phones to connect with today's online savvy customers.

High Impact Customer Care (M8-D)
by Bob Cooper

sponsored by

Regardless as to whether you're selling diagnostic testing, maintenance, laundry lists or big-ticket items, you'll see just how easy it is to present your recommendations in a way whereas your customers will actually feel good in authorizing the recommended repairs! You're also going to absolutely love the real-life role plays that will be presented by Bob Cooper. As an added bonus you'll learn just how easy it is to deal with the most common sales objections shop owners face every day. If you want to improve your sales and profits in the most ethical way, if you want to turn your customer's into songbirds, and if you want to do all of these things in a way that never puts money ahead of people, then you owe it to yourself to join us for this powerful session.

Management is Dead! (M5-C)
by Jeremy O'Neal

If you want to grow your company, stop managing and start coaching. Management deals with past issues, coaching deals with future success. The old business model of managing your employees is broken! Jeremy will guide you through the new business model of coaching your employees to success. Each participant will be taught the exact system needed to smash sales records and create a business that delivers an amazing experience to customers. This system creates higher sales, higher gross profits, long term employees (including technicians) and happy customers!

www.visionkc.com

Selling at the Service Counter (M11-E)
by Greg Marchand

AMI — Approved for Credit

Selling at the Service Counter provides individuals and sales teams with an understanding of the customer buying process, sales process, relationship building skills, and practical tools aimed at increasing both repair order count and effective labor rate. Participation in interactive exercises gives participants the opportunity to develop, and become comfortable with, selling preventative maintenance services, explaining repair estimates, and building stronger customer relationships. This program emphasizes selling to maintain customer satisfaction, customer retention, and profitability.

Strategies of Successful Shop Management - Watching Your Numbers (M6-C)
by Matt Winslow

AMI — Approved for Credit

Join Matt Winslow for an exciting presentation of how to create your winning financial scenario to give you the profits you want and the life you deserve! In this session you'll discover how the three most important metrics affect the size your business, the money you make, and the stress you live with!

The 8 Steps to a More Profitable Auto Repair Shop (M12-E)
by Bob Cooper

AMI — Approved for Credit

Have you ever wondered why some shop owners struggle to pay their bills? Have you ever wondered how the top shops keep their employees operating at peak performance, and keep their customers happy at the same time? Well, here's your chance! Attend this industry acclaimed course and you will learn just how easy it is to build a more profitable shop in the most professional and ethical way. Not only will Bob share with you the 8 easy-to-follow steps of building a more profitable shop, but you will also learn his secrets for hiring the superstars, the key performance indicators used by the top shop owners in America, and how to make simple adjustments to your business that will drive up your profits! As an added bonus you'll learn how to bring in more of the perfect customers, turn them into raving fans, and stay well ahead of your competitors. If you want to build a more profitable shop, then this is one course you won't want to miss.

Turning Clicks into Calls (M9-D)
by Danny Sanchez

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The measure of a successful website is more than your ranking on the search engines, or even the content on the site itself. It's about generating phone calls and appointment requests, from people looking to get their cars fixed! In this class, Danny will detail what your website needs (and doesn't need) to turn website browsers into actual phone calling customers - putting more cars in your bays and cash in your pocket! Find out once and for all how to turn clicks into calls.

AMI — Approved for Credit **All management courses will be AMI-approved prior to VISION 2015.**

WEEKEND MANAGEMENT TRAINING

Saturday, March 7

8:45am – 11:45am	By the 3rd Ring – Converting Price Shoppers	3:00pm – 6:00pm Creating a Successful Employee Hiring & Training Program
8:45am – 11:45am	Management is Dead!	3:00pm – 6:00pm High Impact Customer Care
8:45am – 11:45am	Strategies of Successful Shop Management	3:00pm – 6:00pm Turning Clicks into Calls

Sunday, March 8

8:45am – 11:45am	Effective Marketing in the Internet Age
8:45am – 11:45am	Selling at the Service Counter
8:45am – 11:45am	8 Steps to a More Profitable Auto Repair Shop

6.7 Powerstroke Driveability (T39-E) by NAPA Training Team Get the latest on this well sold engine. What services are needed? What failures are being seen in the field. No start issues and the solutions. Fuel system, Turbo, SCR, DPF and EGR systems. Scan tool diagnostics on problem systems will be covered, as well as tricks and tips to repair failures. *Sponsored by NAPA Autotech Training*

Advanced Diagnostic Strategies (T27-D) by Scot Manna This class will focus on difficult intermittent or complex driveability problems and the tools and strategies needed to solve the problem. Using multi-trace labscopes, scan tools, and scope accessories the presenter will illustrate the path to a successful diagnosis and repair. The goal is to determine a testing strategy of the problem system so the dreaded "process of elimination" method of repair can be abandoned. *Sponsored by WORLDPAC*

Advanced Techniques for Diagnosing EVAP Problems (T14-C) by Bernie Thompson Discover how to limit costly come backs, stop hours of wasted diagnostic time, and finally become profitable when dealing with EVAP systems! Over the years, emission laws have become increasingly complicated and created very difficult diagnostic challenges for your shop. This course will teach you how to properly approach EVAP problems. Diagnosing these problems will become both quick and easy and you learn how these EVAP systems work; how false DTC's can set in these EVAP systems; how to test EVAP systems to see if a leak is present or not; how to quickly find the exact location of the leak site(s); and how to find intermittent leaks caused by vibration, heat, and road shock. *Sponsored by WORLDPAC*

Alignment Diagnostics / CodeLink (T15-C) by Scott Long The following diagnostic alignment angles will be discussed in detail: steering axis inclination (SAI), included angle (IA); setback; turning angle; maximum steering angle; symmetry measurements. Alignment printout worksheets will provide practice using diagnostic angles. Steering angle sensor reset procedures using Hunter's CodeLink device will also be discussed. *Sponsored by Hunter Engineering*

Brake Noise Concerns & Diagnosis: "What's stopping you?" (T28-D) by Anthony Menke Modern brake systems operate on the same principles that braking systems have used for over 100 years. Recent regulation changes combined with the pursuit of improved fuel economy and safety have resulted in changes in the designs. Some changes have increased the occurrences of the braking system noises. This session presents information on diagnosing brake system noise concerns, service tips and procedures to reduce brake noise comebacks. In addition, special service tools and service solutions are discussed to help you increase profits. *Sponsored by ACDelco*

Chrysler wiTECH (T16-C) by Ken Zanders This seminar will provide detailed information on the starmobile, VCI Pod and Micropod II. The most recent tool for Chrysler will address access all platforms including the new RAM Powermaster. All attendees will receive information on the advanced techniques and use of these tools including snapshot, driveability reports, reflashing controllers and more.

Current Events (T17-C) by Jim Morton Most of us have been taught to look at "Voltage over Time" waveforms. The entire industry has ben realizing that when we do that, we are looking at COMMANDS. We have to realize that a command is just that, a command. Discover how looking at "Current over Time" is actually showing you if and how the command was carried out. This course will also look at fuel injector, ignition coil and many more circuits with the mini amp and amp probes.

Diagnosing Hybrid Battery Pack System Faults (T40-E) by Jack Rosebro Drawing on a wealth of data, experience, and case studies, this workshop will discuss all aspects of hybrid battery pack operation, diagnosis, and repair. Discovery pack construction, sensor operation, system main relays, battery pack cooling systems, charge/discharge control, scan data, freeze frames, bidirectional tests, battery pack failure modes, false failures, current leak detection systems, special test procedures, and much more. This course concludes by studying freeze frame data from a variety of battery pack-related issues and diagnostic trouble codes. *Sponsored by CARQUEST Technical Institute*

Diagnosing the Top Duramax Diesel Problems (T29-D) by Bob Barrett The Duramax diesel engine is a popular option in Chevrolet and GMC trucks. There are numerous pattern failures and the engine has undergone major changes since it's first introduction in 2000 to correct them. Technicians must be able to identify which engine design they are servicing and the unique issues related to it. Attend this class for important information on: Fuel, air induction, and emissions systems including Particulate Filters and Diesel Engine Fluid systems; system operation, pattern failures, diagnostics and case studies for each engine type; and proper maintenance tips to improve the longevity of the engine and to improve profit in this market. The goal of the class is to provide experienced diesel techs information and diagnostic strategies for dealing with the new DPF and DEF systems, as well as help the technician who doesn't typically deal with diesel engines understand the concept and theories behind the Duramax engines. *Sponsored by Standard Motor Products*

Diagnosing the Top Powerstroke Diesel Problems (T18-D) by Bob Barrett The popular Powerstroke engine provides plenty of service opportunities. These engines rely on high pressure oil systems that are prone to multiple failures, and require an understanding of the system in order to diagnose and repair. In addition, these engines rely on many electronic sensors and modules that require sharp diagnostic skills, electrical comprehension, and familiarity with module programming. While we will be introducing the 6.7 liter diesel, this class will focus on the operating characteristics of the 6.0 and 6.4 liter engines that are popular in the service bays today. Common failures on these engines include: EGR cooler, head gasket, turbo, injectors, FICM, and high pressure oil systems. Learn repair tips and diagnostic procedures submitted by technicians that work on these engines every day. *Sponsored by Standard Motor Products*

Diagnosing Vehicle Networks and Data Lines including Controller Area Network (CAN) systems and "NO COMMUNICATION" Problems Including (T41-E) by Dave Scaler CAN, CCD, PCI, Class 2, SCP, UART Data Line Networks and more!! THIS CLASS IS ABOUT PRACTICAL ANALYSIS, NOT SERIAL DATA THEORY. When a MIL is lit, the scanner is the normally the first tool to choose to ID DTC's, and data stream. But when the scanner does not communicate or if series network codes are set, it can often leave a tech with no direction. This class is designed to help the technician attack a no communication problem with confidence, by learning and understanding how onboard computers are tied together with Multiplex Networks. 1996-2011 Networks covered in this class will include CCD, PCI, Class 2, SCP, CAN, UART and More!! CAN (Controller Area Networks), is the latest of communications network, which has been phased into to ALL cars by 2008. This class will cover the 2-minute MEA diagnostic test, which will put you quickly on the right path to diagnosing these systems. This class is also a great prep for the ASE L1 exam, as the L1exam also includes CAN communication questions.

Diagnosing with Fuel Trim (T42-E) by Albin Moore / Randy Briggs This course is intended to provide technicians with a thorough understanding of fuel trim. From the feedback fuel control loop, to recognizing when fuel control strategy falls outside of stoichiometry, the objective of this class is to allow technicians to more effectively diagnose a variety of driveability issues using fuel trim data. Topics will include: defining fuel trim, air/fuel calculation strategies, understanding the true meaning of fuel trim values and using scan tool fuel trim data for diagnostic purposes. This course uses illustrated vehicle case studies to demonstrate the practical application of analytic and diagnostic techniques used by top diagnostic technicians across the country. Technicians will learn how to interpret fuel trim data to determine which diagnostic tests need to be performed, and more importantly, which diagnostic tests do not need to be performed to locate problems quickly and accurately the first time. *Sponsored by CARQUEST Technical Institute*

Diagnostic Application of Wiring Schematics (T30-D) by Randy Briggs This class helps technicians use wiring schematics to the fullest. Learn to combine schematics, circuit operation information and power flow techniques, along with applied circuit principles, to diagnose vehicle problems faster and more accurately. Discover how to find electrical faults fast by recognizing the characteristics of shorts, opens and high resistance circuit problems. Attendees will also learn what tools and techniques to use for a given fault. This is an interactive class. where you will be challenged to diagnose real vehicle issues with the information presented in a case study along with a wiring schematic. *Sponsored by CARQUEST Technical Institute*

Diesel Technology Insights: "Heavy on the torque; light with the fuel" (T43-E) by Keith Glasgow This course will cover what's new in light diesel cars and trucks. There is a new generation of common-rail diesel engines on the road today: cleaner, quieter and more powerful. Seminar topics include: updates to the 2011 and newer GM Duramax, the new Chevrolet Cruze Diesel, what is new in exhaust aftertreatment, as well as new sensors and diesel offerings from Ford, Chrysler and VW. Also discussed are safety, maintenance, diagnostics and service related to these modern diesel fuel and emission systems. *Sponsored by ACDelco*

Direct Injection (T44-E) by Mark Ingram This course will detail gasoline and diesel direct injection (DI) systems, including system overview, system operation of low and high side supply along with return system, system components, diagnostics and system service. *Sponsored by ACDelco*

Essential Diagnostic Steps for Driveability and Electrical Issues (T19-C) by Eric Ziegler This is a critical thinking or logical approach class to address many of the issues that face techs every day; working on systems that are new to them or that they have little or no experience diagnosing. The course is a mix of critical thinking, theory, diagnostic testing methods, tooling and real world case studies. Four areas will be addressed: mechanical testing, fuel trim diagnostics, ignition testing and network communication issues. Graphing scan data, archiving data and other useful diagnostic software will be discussed. Lots of real world, not so forward case studies will be used to illustrate these processes and techniques.

Essential Diagnostic Steps: Part II (T31-D) by Eric Ziegler This course is a continuation of Essential Diagnostic Steps: Part I. The same "logic based" diagnostic decision making process will be followed but with more advanced testing techniques. Introduction to vacuum transducer testing and waveform analysis techniques are covered. Fuel trim diagnostics are expanded to cover bank to bank air flow imbalance issues. A fuel trim "cheat sheet" will be presented and discussed how to avoid diagnostic fuel trim pitfalls. The Flatrate Test Drive is enhanced by using Volumetric Efficiency. VE calculations and the means to do so are discussed. A Flatrate Test Drive "cheat sheet" will also be introduced and how to gleam the most information with the least amount of effort. Network diagnostic fundamentals and testing techniques will also be discussed. A network diagnostic "cheat sheet" and self-study techniques will be presented as well. This class encourages a logic approach to many common problems that tend to stymie techs. It is a common sense approach to eliminating the possible causes of a problem and directing techs to the appropriate area to test. This course is a balance of theory, discussion, and real world case studies.

Essential Oscilloscope Know-How (T45-E) by Dan Marinucci This seminar takes the fear out of using this valuable diagnostic tool. Discover how a scope works and how to set it up for performing common sensor and actuator tests. Attendees learn how to choose the proper volts scale, time base and trigger setting. This information to any digital storage oscilloscope (DSO). *Sponsored by Motor Magazine*

EVAP Guru (T32-D) by NAPA Training Team Get the latest in diagnostics and repair of domestic EVAP Systems. A complete explanation of system operation and diagnostics will be covered. How do you use your current Evap tools most effectively? What is the quickest way to the proper repair? A must attend EVAP class. *Sponsored by NAPA Autotech Training*

Course information is subject to change
Please visit www.visionkc.com for the latest information

Ford Hybrids (T33-D) by Wally Mouradian   Ford hybrids have been extremely reliable, but they are much more integrated than Toyota hybrids. When they do fail, this integration means that the more invasive Toyota testing methods don't always apply, and the parts you'll replace are much more expensive. So if you're going to diagnose these, it's very important to be right the first time. We've built this seminar to address the hybrid diagnostic and repair challenges you're most likely to face, so we're confident that it contains tests and information you can use now and into the future. This seminar was built from the actual failures occurring in a variety of Ford hybrid models, so it applies directly to the diagnostic, repair, and normal service challenges you'll be seeing in your shop. You will learn to confidently diagnose the main hybrid drive components: batteries, inverters and transaxles. We show multiple tool & test solutions, including a number of tips you can quickly apply to rule out many faults, saving hours of diagnostics time. Why learn the hard way? Attend this session and gain an edge when diagnosing and repairing Ford hybrids. *Sponsored by Denso*

Fuel System Testing: Basic to Advanced (T34-D) by Scott Shotton   Learn the basics of fuel system testing and explore advanced testing options that could save time. From fuel pumps to fuel injectors, we'll explore a variety of test equipment and testing techniques. Fuel delivery issues can be addressed with pressure and volume measurements as well as fuel pump current captures on a DSO. Injectors can be tested with stethoscopes, DSO's, flow tests, gas analyzers and more. Learn all of the possible tools and techniques to test fuel systems from A to Z. The goal of this class is to arm the technician with the knowledge to effectively use the tools they already have at the shop to diagnose issues quickly and correctly. Technicians will also learn when NOT to use specific tests by understanding the limitations of certain procedures or tools.

GDI Diagnostics (T35-D) by Adam Robertson   Gasoline Direct Injection Diagnostics combines your current understanding of GDI components and operation with cutting edge testing techniques to maximize your diagnostic efficiency. This class focuses on: scan tool data, bidirectional controls and pinpoint tests, which are applicable to most makes of GDI vehicles. Practical examples illustrate how to: test the low pressure side of the fuel system, test the high pressure side of the fuel system, perform an injector balance test, test the catalytic converter, perform misfire diagnosis and the most efficient way to approach a poor power concern. *Sponsored by CARQUEST Technical Institute*

GM 6 Speed TEHCM Programming (T46-E) by Lee Hammler   This session focuses on diagnostics, replacement and programming of General Motors Six Speed Automatic Transmission/Trans Axle Electric Hydraulic Control Modules for the aftermarket transmission technician. It will use service information and highlight some special tools used for diagnostic and repairs. This seminar will include a live hands on programming demonstration of a TEHCM using a J2534 programming device and a TIS2WEB Service Programming System subscription. *Sponsored by ACDelco*

GM MDI vs. J-2534 - Which has the Upper Hand? (T20-C) by Kevin Leiby   A head to head comparison of the GM MDI Factory interface module stacked up against an authorized J-2534 Interface module. Does one have any advantages over the other? Come find out. Learn computer/ equipment set up, communications set up to allow you to take full advantage of your equipment at a minimal investment.   Compare available code options, data stream PID's, Bi-directional Controls, System &Functional Test, Tech 2 Emulation. Learn which module performs better and discovery which tool brings the most to your diagnostic arsenal. *Sponsored by CARQUEST Technical Institute*

High-er performance "Tips and Tricks" for Automatic Transmission (T47-E) by Robert "Bob" White   This course is an introduction to installing high-performance transmission upgrades on your customers existing unit or on a stock shifting / low capacity "stocker" exchange unit. You will walk away from this session knowing the "ins and outs" of what you can promise your customer in performance transmission upgrading and what to expect vs. the "hot air and sunshine"... they usually get. This also is one of the highest grossing add-on segment revenue stream that will add $$$ to your bottom line as well as keep them out of your shop and shifting strong! This also includes a Q&A session and hands on demonstrations. *Sponsored by A&Reds*

How To Service European Vehicles (T22-C) by Phil Eng   Servicing European vehicles can be very profitable if you know how to avoid the snags. We will show you what to service, and how to find the common problems before they find you! Subjects include Oil Service, Battery register and Dual Battery , SBC and EPB brake systems, TPMS resets, Common and not so common fluid leaks, Tire & Wheel Service, Driveline and Transfer case faults, and finally understanding Driveability issues. Emphasis on BMW, Porsche, Audi, VW, and Mercedes-Benz. Best part is your Aftermarket Scan Tools are now able to perform the necessary resets and functions to make you profitable!

How to Use Your Oscilloscope (Hands-on) (T21-C and T21-D) by Bob Augustine   This hands-on course will help you get more out of your investment. Discover how to manipulate time and volt settings; define and set triggers, including slope and level; utilize pre-sets to get you in the "ballpark". Attendees will learn how to determine the signal type based on the wiring schematic, as well as configuring your scope for the various signals you will test (thermistor, variable reluctor, potentiometer, analog vs. digital, injectors, primary and secondary ignition). This course requires you to bring your oscilloscope. *Sponsored by Christian Brothers Automotive*

HVAC Technology and Service: "Cool Technology Heading Your Way" (T23-C) by Rick Burgardt   Learn about the recent advances in automotive heating, ventilation and air conditioning systems. Topics include: New refrigerants (HFO R-1234yf and others), Hybrid and Electric Vehicle Thermal Management, refrigerant circuit enhancements, new actuators and how they work, networking, system sensors, reprogramming, diagnosis, service procedures, tools and equipment. *Sponsored by ACDelco*

Import Ignition Troubleshooting (T36-D) by Dave Scaler   Designed for the Intermediate Technician, this course covers over 20 years of Import Ignition Systems in one session! This course uses a special technique (the MEA WAY!) to quickly and accurately troubleshoot import ignition systems. Following manufacturer test procedures for each ignition system can take days, this course will give the student quick tests and universal troubleshooting techniques that will speed the diagnosis, particularly with No Starts. Both European and Asian systems will be covered, and will include ALL types of Import Ignition systems. You will also learn to troubleshoot the HOBOKEN ignition system, which will set the stage for all import diagnosis.

Making Money with TPMS (T48-E) by Michael Rose/Dennis Flannery   Learn how to make money with TPMS from these top experts. Instructors bring you knowledge gained from working in the back shop and dealing with customers. Learn the reasons for and how to charge for diagnostics and gain the confidence in doing so. Discover best practices for TPMS service and why service kits are so important. Real case studies from extensive testing and experiences will help you build your TPMS program. *Sponsored by Bartec USA, LLC*

Network Diagnostics and Module Programming (T49-E) by Vince Manship   This is the most comprehensive networking & programming seminar available, covering the Controller Area Network (CAN) and just about every other network and protocol out there, including Ford, GM, Chrysler, Honda, Toyota, Nissan, and VW. Attend this class and you'll be able to diagnose and repair whatever network issue that may roll (or be pushed) into your shop. You've had the nightmare vehicles in the shop. You know the one: Multiple systems aren't operating or are behaving erratically, your Scan Tool won't communicate, and there aren't any flowcharts or TSBs to address the symptoms. These vehicles either end up at the dealership, or you repair them after losing too many hours to the diagnostic process. This course will help make these diagnostic situations both profitable and satisfying. The seminar includes a 350-page manual describing network voltage, frequency, resistance, waveform activity, and solutions to elusive faults, great case studies illustrating techniques and thought processes, and much more.

Scan Data Analysis for Driveability Diagnostics (T50-E) by Scott Shotton   This class covers a wide range of information to help you understand and diagnose driveability issues with a scan tool and your mind. Focus stresses the process of elimination and streamlining your diagnostic procedures. Discovery how to gather the most valuable information quickly before opening the hood and performing potentially unnecessary and time consuming intrusive tests. Learn to maximize the use of graphed scan data. Many different OE and aftermarket scan tools will be used.

Scope On A Budget (T51-E) by NAPA Training Team   Learn how to use a less costly 2-channel scope to quickly diagnose compression, sensors, coil on plugs and other systems. The class involves hands on demonstration and will feature attendee participation. Discovery how to save time and investments to increase your productivity and profits. *Sponsored by NAPA Autotech Training*

Stop Second-Time Zero Dollar Profits - Understanding Root Cause Failures (T24-C) by Bobby Bassett   If you have been replacing the same component for the second time with the same results, then STOP and attend in this session. We will explore root cause failures along with the effects they have on the Accessory Belt Drive System (ABDS), Timing Belt, Coolant System and Fuel Line. You will learn • Accessory Belt Drive System (ABDS): How loss of tension affects both the ABDS and Timing system; why belt noise is symptomatic of a system failure, not a belt issue; how misalignment impacts the ABDSystem; three failures modes a tensioner demonstrates when it begins to fail; how to check a tensioner for failure; what a Decoupler pulley is and how to replace it. • Timing Belt System: why replacing "Just the Belt" is not "Good Enough; why 95% of Timing belt system failures happen "after" you install a new belt; and review the most common timing belt failures. • Contaminated Coolant Failure in the Modern Coolant System: why "if" certain conditions prevail in the coolant system, failure can be imminent; why partial coolant replacements should become a thing of the past; and why your customer can return with additional failures in less than 7 months / 7,700 miles after you have initiated a repair on the coolant system. • Fuel Line Hose: why 90% of all fuel line hose sold is not compatible with today's fuels; why new fuel blends aggressively degrade general-purpose fuel hose; how to reduce fuel permeation from 1 gallon per year per two foot hose section to 1oz; and why if hose is in-tank, a submersible fuel hose is the ONLY answer. *Sponsored by Gates*

The GOOD, the BAD, and the UGLY of PCM Coding, Reflashing and Reprogramming in your bay! (T52-E) by Phil Eng   UPDATED BY A MOBILE AUTO FLASH SPECIALIST!!! You CAN start flashing FORD OR TOYOTA cars and trucks the next day for less than $500 if you attend this class! Think of this scenario: You have an OBDII code P0420 (catalytic converter below threshold). The diagnosis is a faulty catalytic converter, but there is also a Technical Service Bulletin to address a P0420 by updating the software inside the PCM. This class covers how to insure the vehicle is "finished" by showing the how to do software reprogramming in the independent repair shop. This class will cover the PRACTICAL ways to reprogram in the shop using both J2534 Internet reprogramming, as well as with OE scan tools. More and more PCMs in today's cars are shipped "empty"; meaning they REQUIRE software to allow the vehicle to run, or to marry the new PCM to the immobilizer system. Without the ability to reprogram, the vehicle muse be sent back to the dealer, causing the shop to lose opportunity. This class will show the good, the bad and the ugly of vehicle programming for both import and domestic vehicles. Delivered in an upbeat, high-energy fashion, you will leave this course with an game plan of how to provide reprogramming in your shop, and how to make it software updates and reprogram part of the services you provide. DOMESTIC AND IMPORT systems will be covered.

Toyota Hybrids (T25-C) by Wally Mouradian   While hybrids have been around for over a decade, the sales numbers really shot up after the initial success of the Gen 1 Prius. This means that there are hundreds of thousands of Gen 2 & 3 Prius, Camry, Highlander and other Toyota & Lexus hybrid models coming out of warranty. So now is the perfect time to prepare for this growing segment of your business. Early hybrid training was great, but now we have years of data on actual maintenance issues, trouble codes, costly diagnostic mistakes, specific failure patterns and other 'in the trenches' information to share. We're not offering another class about how planetary gear sets work, or theory about brushless AC motors. Because in the shop, those facts don't fix hybrids. What fixes them is knowing how the systems interact, how they decide to set certain codes, and how to pick the best tools and tests to safely isolate faults. All modern vehicles have systems that communicate with and rely on each other, but this integration is far more complete on a hybrid…and it sets more confusing codes. We help sort through these multiple-code faults codes to help you find the one you should actually be diagnosing. And we've included as many testing options as possible so that you have a diagnostic path forward no matter what level of equipment you have. *Sponsored by Denso*

TPMS (T26-C) by Randy Briggs   Tire pressure monitoring systems have been in use for over a decade. Issues with these systems are now commonplace in the aftermarket repair shop. This course covers changes to tire pressure monitoring systems including: new sensor technology, programmable sensors, aftermarket replacement sensors and the tools necessary to service these systems. *Sponsored by CARQUEST Technical Institute*

Transmission In-Car Diagnostics (T13-CD) by Jay Kuykendall   Whether you're a transmission specialist or not, you share a common problem – how to efficiently diagnose the root cause of a transmission code or complaint in a reasonable time. This is even more important for modern, integrated drivetrains where drivability problems are often transmission-related, and transmission complaints often end up being engine-related. That's why we're bringing the strategies we've learned from emissions and drivability diagnostics into the world of automatic transmissions. Our focused, repeatable strategy allows you to more quickly find the fault while taking apart the fewest components. Learn how to quickly differentiate between transmission, engine mechanical, engine management, suspension & other possible causes; use application charts to map out power flow to determine what components are being used under fault conditions; more effectively test sensors, switches & solenoids under loaded conditions; and leverage Scan Tool PIDs & functions to eliminate the most possible causes. We're not trying to teach anyone how to rebuild transmissions – transmission techs already know how, and know that it's a specialty you need to dedicate considerable time to learning. All technicians will benefit from diagnosing better and faster. The specialists will use that diagnosis differently than the non-specialist, but whether you end up repairing, rebuilding, subletting, or replacing, 'fast and accurate' is better than 'time-consuming' and 'I think it needs.' We've included dozens of real-world examples to prove the point. We're confident that this seminar is exactly what is needed to make you a lot more successful at diagnosing transmission, whether you rebuild them every day or haven't ever had one apart.

Vehicle Network Communications (T37-D) by Mark Ingram   This course uses real-world scenarios based on vehicles from several manufacturers. Course content describes the operation of various serial data protocols and the physical data bus layout used by a number of manufacturers. After exploring the operation of various data buses and the associated components, OEM-supported diagnostic techniques will be examined. By attending this course, you'll learn how to describe diagnostic approaches to typical serial data bus concerns such as no communication with one, several, or all modules on a vehicle. *Sponsored by ACDelco*

VW/Audi ODIS (T53-E) by John Thornton   VW/Audi's latest PC based scan tool uses ODIS (offboard diagnostic information system) as its diagnostic software application. The factory tool uses a VAS5054A as the DLC interface. However, a J2534 tool can also be used as the hardware interface. The ability to run ODIS on a PC using a J2534 tool makes this a powerful and affordable factory scan tool. The class will be divided into two parts: the first part of the class will explain how to purchase and install ODIS (this process is challenging); the second part of the class will go thru the scan tool functions – most of the class time will be spent in scan tool functions. Scan tool functions to be covered include the following: navigating the ODIS window; guided fault finding; control modules tab; launching test plans; guided functions; performing adaptations; measuring value blocks; and module programming. A detailed handout will also be provided to all attendees. *Sponsored by WORLDPAC*

Watching Your "G"s and "P"s - A Diagnostic Approach (T38-D) by Jim Morton   At the conclusion of this presentation, attendees will have a better understanding of how to get into the right area of a driveability problem. Discover how to perform a "G"eneral test to find the right area. Once the correct area or circuit has been determined, learn how to perform a "P"inpoint test to find the actual fault. There is a lot of wasted diagnostic time due to having no real direction of the diagnostics. Attend this session to learn a diagnostic approach and testing strategy to save time and earn more $$.

Schedule subject to change. Check website for latest schedule and availability.

The **Event** for
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Service Professionals

2015 REGISTRATION PACKAGE INFORMATION

Thursday All-Day Package
Thursday Registration, Refreshment Breaks, Lunch, and Expo Registration

☀ Early Bird	Regular
$160	$180

Friday All-Day Package
Friday Registration, Refreshment Breaks, Lunch, and Expo Registration

☀ Early Bird	Regular
$175	$200

Weekend Training Package
All Management and/or Technical Courses offered Sat. & Sun., Refreshment Breaks, Saturday General Session, Breakfast & Lunch Sunday General Session & Breakfast Expo Registration
BONUS...Add Awards Dinner/Comedy Night for only $25

☀ Early Bird	Regular
$295	$320

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BONUS...Add Awards Dinner/Comedy Night for only $25

☀ Early Bird	Regular
$575	$625

Save up to $90!

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Breakfast or Lunch	$30 each
Comedy Night	$50 each

Ala carte registration for single classes not available until after February 16, 2015. Check website for pricing and availability

Weekend Guest Package
Saturday Breakfast & General Session, Expo, Awards Dinner & Comedy Night, Sunday General Session & Breakfast

☀ Early Bird	Regular
$135	$140

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ASA Midwest

Early Bird Savings End Jan 15th

TRAINING COURSE SELECTION:
Selections must be made in advance and are available on a first-come, first-served basis. Registration for individual courses is not available until February 16, 2015.

MEALS:
Breakfast is served in conjunction with a general session and keynote address. See package details for meal information. Awards Dinner & Comedy Night tickets are $25 for those purchasing packages or $50 ala carte.

REGISTRATION & PAYMENT:
To register, please complete the registration form and submit with full payment. Online registration with credit card payment is available at www.visionkc.com. Registrations must be received no later than Feb. 27, 2015. Registrations accepted ON-SITE ONLY after Feb. 27, 2015. We cannot guarantee availability for late or on-site registrants. A confirmation letter and detailed conference information will be e-mailed on or around February 16, 2015.

CANCELLATION AND REFUND POLICY:
Full refunds will be granted, less a $30 processing fee, if cancellation is received in writing by February 6, 2015. No refunds will be granted after February 6, 2015. Name substitutions will be accepted.

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Overland Park, KS 66211

Hilton Garden Inn

Welcoming and warm, the Hilton Garden Inn is located across the street from the Overland Park Convention Center. The property features free wireless internet, an indoor pool & fitness center, 24-hour complimentary business center, and a restaurant. Self parking is free. The Hilton Garden Inn is a 100% non-smoking hotel.

$105/night

The VISION rate of $105/night is available until February 2, 2015 and is subject to availability.

Hilton Garden Inn
5800 College Boulevard
Overland Park, KS 66211
(913) 345-2661
Group Code: ASA

Holiday Inn & Suites

The Holiday Inn & Suites is located one block from the Overland Park Convention Center. The property features free wireless internet, an indoor pool and fitness center, business center, a restaurant and lobby bar. Self parking is free. The Holiday Inn & Suites is a 100% non-smoking hotel.

$99/night

The VISION rate of $99/night is available until February 18, 2015 and is subject to availability.

Holiday Inn & Suites
10920 Nall Avenue
Overland Park, KS 66211
(913) 312-0900
Group Code: VHI

Courtyard Marriott

The Courtyard Marriott near the Overland Park Convention Center offers amenities and services including spacious guest rooms with sitting areas, 37-inch flat-screen televisions and the new bed from Courtyard with custom comforters, thicker mattresses, and fluffier pillows. Stay productive with complimentary high-speed Internet, computers and printers in our Overland Park hotel's lobby. Wind down in the indoor pool and whirlpool, or stay fit with the on-site fitness center. Self parking is free.

$90/night

The VISION rate of $90/night is available until February 18, 2015 and is subject to availability.

Courtyard Marriott
11001 Woodson Ave
Overland Park, KS 66211
(800) 321-2211
Group Code: VISION

See the latest in availability and make your hotel reservations online at www.visionkc.com

There are several ground transportation options from Kansas City International Airport (MCI). The Overland Park Convention Center is approximately 37 miles each way. Transportation options we recommend are:

Airport Shuttle Service
Super Shuttle   (800) BLUEVAN
1-3 passengers: $59 one-way / $113 roundtrip
4-7 passengers: $84 one-way / $163 roundtrip
Visit www.visionkc.com for an online reservation link

Taxi Service
Taxis are available at the Kansas City International Airport. Approximate taxi fares from the airport to the Overland Park Convention Center range from $65-75 each way.

Rental Car
VISION has negotiated special pricing for VISION attendees with Enterprise Rental. Information coming soon. Check www.visionkc.com and click on the "Directions" tab for the latest pricing and reservation information as soon as it is available.

2015 TRAINING SCHEDULE

VISION Hi-Tech Training & Expo

THURSDAY, MARCH 5, 2015

THURSDAY — All-Day Technical Training

Code	Course Title	Begins	Ends	Instructor
T1-A	Ford Engine Performance *Sponsored by ATG*	8:00am	5:00pm	Jay Kuykendall
T2-A	GM Duramax 6.6L Engine Diagnosis & Repair *Sponsored by Denso*	8:00am	5:00pm	Wally Mouradian
T3-A	Hybrid Vehicle Transmissions - Hands-On Diagnostics *Sponsored by Panoptic Training - AR&D*	8:00am	5:00pm	Jeff Minter
T4-A	In-Depth Misfire Analysis	8:00am	5:00pm	Scott Shotton & Eric Ziegler

THURSDAY — NEW!! Hi-Tech Tool Summit Training

Code	Course Title	Begins	Ends	Instructor
T5-A-A1	Chrysler wiTECH *Sponsored by WORLDPAC*	8:30am	11:30am	John Thornton
T5-A-A2	General Motors PC-Based Scan Tool Operation *Sponsored by WORLDPAC*	8:30am	11:30am	Scot Manna
T5-A-A3	Getting to Know your Toyota Techstream Scanner	8:30am	11:30am	Harvey Chan
T5-A-A4	Leak Detection Methods and Tools *Sponsored by Automotive Test Solutions*	8:30am	11:30am	Bernie Thompson
T5-A-B1	Autel Maxi-SYS *Sponsored by Autel*	1:00pm	4:00pm	Michael Flink
T5-A-B2	Diagnosing Vehicle Networks *Sponsored by Christian Brothers Automotive*	1:00pm	4:00pm	Bob Augustine
T5-A-B3	Snap On Scanner/Scope Diagnostic Platforms *Sponsored by Snap On Tools*	1:00pm	4:00pm	Kevin Markel
T5-A-B4	Mastering VCM II - Ford & Lincoln Factory Diagnosis & Programming *Sponsored by MotoSHOP*	1:00pm	4:00pm	Kevin Leiby

THURSDAY — Service Advisor Summit Training

Code	Course Title	Begins	Ends	Instructor
M1-A	Selling Diagnostic Services for Maximum Profit	8:00am	5:00pm	Jeremy O'Neal
M2-A	What's Your Kryptonite? / The Power of the Phone *Sponsored by The Buyosphere*	8:00am	5:00pm	Jonnie Wright/Maylan Newton

NEW!!! Get the most out of your investment. Thursday features new training sessions dedicated to specific scan tools, as well as an exclusive Hi-Tech Tool Expo to provide you additional time with diagnostic and scan tool vendors.

HI-TECH TOOL EXPO

featuring today's top scan tools & diag equip

Thursday, March 5, 2015 · 4-7pm

Convention Center Lower Level

FRIDAY, MARCH 6, 2015

FRIDAY — Technical Training

Code	Course Title	Begins	Ends	Instructor
T6-B	6.0L, 6.4L & 6.7L Powerstroke Engine Performance *Sponsored by ATG*	8:00am	5:00pm	Vince Manship
T7-B	Advanced Labscope featuring Snap On and PicoScope	8:00am	5:00pm	Matt Fanslow
T8-B	Domestic Programming *Sponsored by CARQUEST Technical Institute*	8:00am	5:00pm	Mark Olinger & Randy Briggs
T3-B	Hybrid Vehicle Transmissions - Hands On-Diagnostics *Sponsored by Panoptic Training - AR&D*	8:00am	5:00pm	Jeff Minter
T9-B	Logical Diagnostic Decisions for Driveability Dilemmas	8:00am	5:00pm	Scott Shotton & Eric Ziegler
T10-B	Variable Cam Timing *Sponsored by WORLDPAC*	8:00am	5:00pm	John Thornton & Scot Manna
T11-B	Understanding & Diag Fuel Trim Problems / EVAP Diagnostics *Sponsored by WORLDPAC*	8:00am	5:00pm	Bernie Thompson/Mark Warren

FRIDAY — Educator Think Tank (Train the Trainer)

Code	Course Title	Begins	Ends	Instructor
T12-B-A1	Supplementing Your Classroom Lectures	8:00am	9:45am	Matthew Shanahan
T12-B-A2	Using Analogies to Teach Automotive Technology	8:00am	9:45am	Jim Morton
T12-B-B1	An Educational "Think Tank" Un-Conference	10:00am	12:00pm	Tim Dwyer
T12-B-C1	Teaching Modern Ignitions Systems	1:00pm	3:30pm	Matthew Shanahan
T12-B-C2	Update: Teaching CAN using data from the DLC *Sponsored by ConsuLab*	1:00pm	3:30pm	Al Santini
T12-B-D1	Educator Think Tank Panel Discussion *(all ETT attendees will be automatically reg'd for this session)*	4:00pm	5:00pm	Panel

FRIDAY — Management Power Summit

Code	Course Title	Begins	Ends	Instructor
M3-B-AB	The Financial Bible for a Successful Business (all-day course) *Sponsored by WORLDPAC*	8:00am	4:45pm	Cecil Bullard
M3-B-A1	Creating Profitable Sales in 2015 and Beyond!	8:00am	11:45am	Jeremy O'Neal
M3-B-A2	So, You Want to Sell It!	8:00am	11:45am	Maylan Newton
M3-B-B1	Improving Telephone Closing Ratios *Sponsored by RLO Training*	1:00pm	4:45pm	Barry Barrett
M3-B-B2	Why Price Doesn't Matter - The Truth About Labor Rates	1:00pm	4:45pm	Ron Haugen

VISION EXPO open Friday 5-10pm and Saturday 9am-4pm

www.visionkc.com

ASA Midwest

SATURDAY   Weekend Management Training

M4-C	By the 3rd Ring: 10 Steps to Converting Price Shoppers and Shop Hoppers into Loyal Customers	8:45am	11:45am	Jonnie Wright
M5-C	Management is Dead!	8:45am	11:45am	Jeremy O'Neal
M6-C	Strategies of Successful Shop Management - Watching Your Numbers *Sponsored by ATI*	8:45am	11:45am	Matt Winslow
M7-D	Creating a Successful Employee Hiring and Training Program *Sponsored by WORLDPAC*	3:00pm	6:00pm	Cecil Bullard
M8-D	High Impact Customer Care *Sponsored by Elite*	3:00pm	6:00pm	Bob Cooper
M9-D	Turning Clicks into Calls *Sponsored by Autoshop Solutions*	3:00pm	6:00pm	Danny Sanchez

SUNDAY

M10-E	Effective Marketing in the Internet Age *Sponsored by ATI*	8:45am	11:45am	Matt Winslow
M11-E	Selling at the Service Counter *Sponsored by CARQUEST Technical Institute*	8:45am	11:45am	Greg Marchand
M12-E	The 8 Steps to a More Profitable Auto Repair Shop *Sponsored by Elite*	8:45am	11:45am	Bob Cooper

SATURDAY   Weekend Technical Training

Saturday, March 7, 2015

T13-CD	Transmission In-Car Diagnostics (2-part class)	8:30am	5:45pm	Jay Kuykendall
T14-C	Advanced Techniques for Diagnosing EVAP Problems *Sponsored by WORLDPAC*	8:30am	11:30 am	Bernie Thompson
T15-C	Alignment Diagnostics / CodeLink *Sponsored by Hunter Engineering*	8:30am	11:30 am	Scott Long
T16-C	Chrysler wiTECH	8:30am	11:30 am	Ken Zanders
T17-C	Current Events	8:30am	11:30 am	Jim Morton
T18-C	Diagnosing the Top Powerstroke Diesel Problems *Sponsored by Standard Motor Products*	8:30am	11:30 am	Bob Barrett
T19-C	Essential Diagnostic Steps for Driveability and Electrical Issues	8:30am	11:30 am	Eric Ziegler
T20-C	GM MDI vs. J-2534 - Which Has the Upper Hand? *Sponsored by MotoSHOP Technology Tools*	8:30am	11:30 am	Kevin Leiby
T21-C	How To Use Your Oscilloscope *Sponsored by Christian Brothers Automotive*	8:30am	11:30 am	Bob Augustine
T22-C	How To Service European Vehicles	8:30am	11:30 am	Phil Eng
T23-C	HVAC Technology and Service: "Cool technology heading your way" *Sponsored by ACDelco*	8:30am	11:30 am	Rick Burgard
T24-C	Stop Second Time Zero Profits - Understanding Root Cause Failures *Sponsored by Gates*	8:30am	11:30 am	Bobby Bassett
T25-C	Toyota Hybrids *Sponsored by Denso*	8:30am	11:30 am	Wally Mouradian
T26-C	TPMS *Sponsored by CARQUEST Technical Institute*	8:30am	11:30am	Randy Briggs
T27-D	Advanced Diagnostic Strategies *Sponsored by WORLDPAC*	2:30pm	5:30pm	Scot Manna
T28-D	Brake Noise Concerns & Diagnosis: "What's stopping you?" *Sponsored by ACDelco*	2:30pm	5:30pm	Anthony Menke
T29-D	Diagnosing the Top Duramax Diesel Problems *Sponsored by Standard Motor Products*	2:30pm	5:30pm	Bob Barrett
T30-D	Diagnostic Application of Wiring Schematics *Sponsored by CARQUEST*	2:30pm	5:30pm	Randy Briggs
T31-D	Essential Diagnostic Steps: Part II	2:30pm	5:30pm	Eric Ziegler
T32-D	EVAP Guru *Sponsored by NAPA Autotech Training*	2:30pm	5:30pm	NAPA Training Team
T33-D	Ford Hybrids *Sponsored by Denso*	2:30pm	5:30pm	Wally Mouradian
T34-D	Fuel System Testing: Basic to Advanced	2:30pm	5:30pm	Scott Shotton
T35-D	GDI Diagnostics *Sponsored by CARQUEST Technical Institute*	2:30pm	5:30pm	Adam Robertson
T21-D	How To Use Your Oscilloscope *Sponsored by Christian Brothers Automotive*	2:30pm	5:30pm	Bob Augustine
T36-D	Import Ignition Troubleshooting	2:30pm	5:30pm	Dave Scaler
T37-D	Vehicle Network Communications *Sponsored by ACDelco*	2:30pm	5:30pm	Mark Ingram
T38-D	Watching Your "G"s and "P"s - A Diagnostic Approach	2:30pm	5:30pm	Jim Morton

SUNDAY

Sunday, March 8

T39-E	6.7 Powerstroke Driveability *Sponsored by NAPA Autotech Training*	8:30am	11:30am	NAPA Training Team
T40-E	Diagnosing Hybrid Battery Pack System Faults *Sponsored by CARQUEST Technical Institute*	8:30am	11:30am	Jack Rosebro
T41-E	Diagnosing Vehicle Networks and Data Lines including Controller Area Network Systems	8:30am	11:30am	Dave Scaler
T42-E	Diagnosing with Fuel Trim *Sponsored by CARQUEST Technical Institute*	8:30am	11:30am	Albin Moore & Randy Briggs
T43-E	Diesel Technology Insights: "Heavy on the torque; light with the fuel" *Sponsored by ACDelco*	8:30am	11:30am	Keith Glasgow
T44-E	Direct Injection *Sponsored by ACDelco*	8:30am	11:30am	Mark Ingram
T45-E	Essential Oscilloscope Know-How *Sponsored by Motor Magazine*	8:30am	11:30am	Dan Marinucci
T46-E	GM 6 Speed TEHCM Programming *Sponsored by ACDelco*	8:30am	11:30am	Lee Hammler
T47-E	High-er performance "Tips and Tricks" for Automatic Transmission *Sponsored by A&Reds*	8:30am	11:30am	Robert "Bob"White
T48-E	Making Money with TPMS *Sponsored by Bartec USA*	8:30am	11:30am	Michael Rose/Dennis Flannery
T49-E	Network Diagnostics and Module Programming	8:30am	11:30am	Vince Manship
T50-E	Scan Data Analysis for Driveability Diagnostics	8:30am	11:30am	Scott Shotton
T51-E	Scope On A Budget *Sponsored by NAPA Autotech Training*	8:30am	11:30am	NAPA Training Team
T52-E	The GOOD, the BAD, and the UGLY of PCM Coding, Reflashing, and Reprogramming in your bay!	8:30am	11:30am	Phil Eng
T53-E	VW / Audi ODIS *Sponsored by WORLDPAC*	8:30am	11:30am	John Thornton

www.visionkc.com

ASA Midwest

Schedule subject to change. Check website for latest schedule and availability.

VISION Hi-Tech Training & Expo

2015 REGISTRATION FORM

☐ Check here if you require special services.

Should you need additional space, simply copy this form as needed and place totals and payment information on the last page. Refer to the schedules listed on the adjacent page for appropriate course information and related fees. Payment in full must be submitted with registration form. Class sizes are limited so it is recommended that you register early! Check www.visionkc.com for the latest course availability.

Company Information

Company _____   Phone # (___) _____ - _____

Address _____   Fax # (___) _____ - _____

City _____ State _____ Zip _____ ASA Member: ☐ Yes ☐ No

The following contact name will receive your company's communications, receipts, and confirmation email.

Contact Name _____   Email _____

Attendee #1

Name _____

E-Mail _____
This attendee's confirmation letter will be sent directly to this email address

Title:
☐ Owner
☐ Service Advisor
☐ Technician
☐ Educator
☐ Student
☐ Spouse
☐ Other _____

Thursday Package $_____
Friday Package $_____
Weekend Package $_____
Power Pass $_____
Comedy Night $_____

Special Badge Ribbon Designations:
☐ AAM (Accredited Automotive Manager)
☐ ASE Master Technician
☐ 1st time VISION attendee

THURS Course Code Session 1 (or all day)	THURS Course Code Session 2	
FRI Course Code Session 1 (or all day)	FRI Course Code Session 2	FRI Course Code Session 3
SAT AM Course Code	SAT PM Course Code	SUN AM Course Code

Please indicate course selection by placing course code below each session you wish to attend.

☐ **Expo Only** (no charge)

☐ Special Needs / Food Allergies: _____

Meal Functions (bkfst & lunch included in weekend pkg)
☐ Sat breakfast ☐ Sat lunch ☐ Dinner/Comedy
☐ Sunday breakfast $25 with weekend package $50 without package

Attendee Total $_____

Attendee #2

Name _____

E-Mail _____
This attendee's confirmation letter will be sent directly to this email address

Title:
☐ Owner
☐ Service Advisor
☐ Technician
☐ Educator
☐ Student
☐ Spouse
☐ Other _____

Thursday Package $_____
Friday Package $_____
Weekend Package $_____
Power Pass $_____
Comedy Night $_____

Special Badge Ribbon Designations:
☐ AAM (Accredited Automotive Manager)
☐ ASE Master Technician
☐ 1st time VISION attendee

THURS Course Code Session 1 (or all day)	THURS Course Code Session 2	
FRI Course Code Session 1 (or all day)	FRI Course Code Session 2	FRI Course Code Session 3
SAT AM Course Code	SAT PM Course Code	SUN AM Course Code

Please indicate course selection by placing course code below each session you wish to attend.

☐ **Expo Only** (no charge)

☐ Special Needs / Food Allergies: _____

Meal Functions (bkfst & lunch included in weekend pkg)
☐ Sat breakfast ☐ Sat lunch ☐ Dinner/Comedy
☐ Sunday breakfast $25 with weekend package $50 without package

Attendee Total $_____

Attendee #3

Name _____

E-Mail _____
This attendee's confirmation letter will be sent directly to this email address

Title:
☐ Owner
☐ Service Advisor
☐ Technician
☐ Educator
☐ Student
☐ Spouse
☐ Other _____

Thursday Package $_____
Friday Package $_____
Weekend Package $_____
Power Pass $_____
Comedy Night $_____

Special Badge Ribbon Designations:
☐ AAM (Accredited Automotive Manager)
☐ ASE Master Technician
☐ 1st time VISION attendee

THURS Course Code Session 1 (or all day)	THURS Course Code Session 2	
FRI Course Code Session 1 (or all day)	FRI Course Code Session 2	FRI Course Code Session 3
SAT AM Course Code	SAT PM Course Code	SUN AM Course Code

Please indicate course selection by placing course code below each session you wish to attend.

☐ **Expo Only** (no charge)

☐ Special Needs / Food Allergies: _____

Meal Functions (bkfst & lunch included in weekend pkg)
☐ Sat breakfast ☐ Sat lunch ☐ Dinner/Comedy
☐ Sunday breakfast $25 with weekend package $50 without package

Attendee Total $_____

Payment Information

☐ Check # _____ for total amount is enclosed

MasterCard VISA DISCOVER

Total Amount $ _____

☐ Bill credit card # _____   Exp Date _____   CVC Code _____

Print Name on Card _____   Billing Address _____   Zip Code _____

Signature _____   Date _____   **Questions? (816) 781-5801**

Fax Credit Card Registrations to (816) 817-2260 or register at www.visionkc.com | Mail Payment & Registration to: ASA-Midwest• 244 W Mill, Suite 105 • Liberty, MO 64068

2015 SHERATON HOTEL RESERVATION FORM

VISION Hi-Tech Training & Expo

Reservations at the Sheraton Hotel must be submitted with your VISION Conference Registration Form. There is a maximum of one hotel room per registered attendee. The Sheraton requires a one-night's non-refundable deposit for each room reserved. Please complete the form below and submit with your conference registration form. NOTE: Available rooms are limited - so DON'T DELAY!

Company Information

Company _____   Phone # (____) _____ - _____

Address _____   Fax # (____) _____ - _____

City _____ State _____ Zip _____

The following contact name will receive confirmation emails from the Sheraton.   Contact Name _____   Email _____

Room #1

Name to place room reservation under: _____   Total # of adults in room: _____

Additional names on this reservation: _____

Special Requests: _____

ARRIVAL DATE	DEPARTURE DATE	Total Number of Hotel Nights

Room Type
- ☐ One King
- ☐ 2 Queens

Sheraton is a 100% smoke-free property Limited number of rooms available. Check with www.visionkc.com and click on the "Hotels" page to confirm availability.

Room #2

Name to place room reservation under: _____   Total # of adults in room: _____

Additional names on this reservation: _____

Special Requests: _____

ARRIVAL DATE	DEPARTURE DATE	Total Number of Hotel Nights

Room Type
- ☐ One King
- ☐ 2 Queens

Sheraton is a 100% smoke-free property Limited number of rooms available. Check with www.visionkc.com and click on the "Hotels" page to confirm availability.

Room #3

Name to place room reservation under: _____   Total # of adults in room: _____

Additional names on this reservation: _____

Special Requests: _____

ARRIVAL DATE	DEPARTURE DATE	Total Number of Hotel Nights

Room Type
- ☐ One King
- ☐ 2 Queens

Sheraton is a 100% smoke-free property Limited number of rooms available. Check with www.visionkc.com and click on the "Hotels" page to confirm availability.

Room #4

Name to place room reservation under: _____   Total # of adults in room: _____

Additional names on this reservation: _____

Special Requests: _____

ARRIVAL DATE	DEPARTURE DATE	Total Number of Hotel Nights

Room Type
- ☐ One King
- ☐ 2 Queens

Sheraton is a 100% smoke-free property Limited number of rooms available. Check with www.visionkc.com and click on the "Hotels" page to confirm availability.

Payment Information

MasterCard   VISA   DISCOVER

A one-night's non-refundable deposit of $128.08 ($109 + 17.5% taxes = $128.08) will be charged to your credit card by the Sheraton Hotel for each room reservation.

Number of Rooms Reserved: _____

☐ Bill credit card # _____   Exp Date _____   CVC Code _____

Print Name on Card _____   Billing Address _____   Zip Code _____

Signature _____   Date _____   **Questions? (816) 781-5801**

Fax Credit Card Registrations to (816) 817-2260 or register at www.visionkc.com | Mail Payment & Registration to: ASA-Midwest• 244 W Mill, Suite 105 • Liberty, MO 64068