

# Press Release



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## **AASP-MN Annual Meeting & Leadership Conference Highlights**

The Alliance of Automotive Service Providers of Minnesota (AASP-MN) held its 2016 Annual Meeting and Leadership Conference, April 14, at the Ramada Plaza, Minneapolis. The event, with the theme “Lead the Way,” offered seminars covering topics from effective leadership, industry consolidation, and authentic persuasion to how to increase diagnostic labor sales and improve workflow scheduling. In addition, there were ample opportunities for networking and socializing with industry peers.

Richard Flint kicked off the event with “Mastering the 5 Skills for Effective Leadership,” which explored the traits an individual must possess—and master—to establish true leadership. Brad Mewes of Supplement!, followed with “Help! My Industry is Consolidating,” which explained the state of industry consolidation and the challenges and opportunities that consolidation presents.

During the annual meeting, AASP-MN Lobbyist Kevin Walli gave a brief legislative update, the 2016-17 Board of Directors were introduced, and awards were presented to outgoing board members and other volunteer leaders. In addition, AASP-MN Executive Director Judell Anderson and Office Manager Jodi Pillsbury, were recognized for celebrating 20 and 25 years of service, respectively. After a report on the association’s initiatives, guests were treated to an inspiring keynote by Sam Silverstein, which highlighted the key elements to create a culture that prioritizes and inspires accountability.

Afternoon programming included, “Collision Workflow: Better Scheduling = Greater Success,” presented by Kent Carlson, Collision Resources, “Increase Your Diagnostic Labor Sales,” presented by Steve Taylor, Action Business Solutions, “Building Your Accountable Organization,” presented by Sam Silverstein, and “Authentic Persuasion: Communication That Moves Others to Action,” presented Josh Dye of Convene LLC. Peer-to-peer roundtable discussions wrapped up the day’s educational offerings.

When the seminars were over, attendees enjoyed a happy hour with vendor exhibits displaying everything from business insurance to rental cars. The relaxed environment provided attendees opportunities to network with others and learn about the latest products and services available to the automotive repair industry.

Following happy hour, the fun moved to the industry dinner and comedy show, where attendees were treated to a great dinner and entertainment by Comedian C. Willi Myles. The show, sponsored by Dent Impressions, left everyone in stitches.

In addition to AASP-MN, the following companies were sponsors of the event:

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*AASP-MN is an association of independently-owned automotive service businesses and industry suppliers dedicated to improving Minnesota's automotive service industry and the success of its nearly 800 members. For more information, visit [www.aaspmn.org](http://www.aaspmn.org).*