



## **2008 Annual Conference**

January 18 – 20, 2008 • St. Petersburg, Florida

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### Theme: “Building Bridges”

One of the most valuable tools that all business owners need is having good communication skills. Whether you are trying to sell a repair job, purchase a part or some new equipment, or advertise your business, you need to be an effective communicator.

“Building Bridges” focuses on helping a business owner improve his/her communications skills when dealing with customers, vendors, or employees.

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### Location:

The beautiful Holiday Inn Sunspree Resort in St. Petersburg, Florida overlooks the spectacular Skyway Bridge and offers the perfect venue for our conference. If you want to stay an extra day or two, the hotel will extend the same rate of \$89.00 per night.

Make your reservations directly with them by calling: (800) 227-8045 or (727) 867-1151 and mention ‘British Motor Trade’ or ‘BMT’ to receive the discounted rate. Cut off date is 12/31/07 so make your reservations early. Website: [www.sunspreeresorts.com/marinacove-ss](http://www.sunspreeresorts.com/marinacove-ss)

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### Friday Afternoon:

Our Keynote Speaker will be George Witt from the Automotive Management Institute (AMI). His topic will be: ***Become the Manager Everyone Wants to Work For.*** The main focus of this class is to help owners and managers develop interpersonal skills that take the headaches out of managing people. Learn how to change bad behavior into good behavior and how to promote good behavior into becoming great behavior. Simple steps will teach you how to empower your people to make good decisions without always having to consult you first. You’ll learn simple power phrases that can convert an argument into a positive coaching situation and some do’s and don’ts of management. This class can make it fun to go to work again.

Mr. Witt owns and manages his own repair shop, George Witt Service, Inc., which specializes in Honda and Acura cars. He also travels across the country for the AMI teaching at various conferences and seminars. In addition, to being on staff with the AMI, he is a member of the International Automotive Technician’s Network (iATN) and has received numerous awards.

This topic will appeal to the broadest spectrum of the BMTA members – not just the shop owners. Anyone who has to deal with people will learn valuable tools by attending this three-hour seminar. **This normally \$225 course is included in your Registration Fee.**

### Friday Night:

Board the bus that will take us to Glenn’s MG Repair for appetizers and libations. Get back on the bus and travel to the Tampa Bay Auto Museum ([www.tbauto.org](http://www.tbauto.org)) for a truly unique Southern style dining experience. The **BMTA Business Meeting** will be held among the museum’s unique collection of vintage cars and vehicles that demonstrate special creativity and imagination in their history and engineering. They include pioneering front wheel drive and rear engine cars from the 1920’s and 1930’s, and each vehicle was chosen based on the engineering achievements that made it an important part of the evolution of the automobile. These are the cars that set the standards for the engineering of automobiles today.

Featured automobiles include Tracta, Citroën, Panhard and Voisin (France); Tatra and Aero (Czechoslovakia); DKW, Auto Union and Mercedes (Germany); Alvis, Allard and BSA (England); DeLorean (Ireland), and Willys Knight and Ruxton (USA). A special feature at the Museum is the world’s only replica of the French 1770 Fardier de Cugnot, the world’s first self-propelled vehicle.

### Saturday:

After a sumptuous Sunrise Breakfast, participate in the Trade Show and Seminars and meet other British car enthusiasts from various clubs around the area. Prior to each speaker and throughout the day, a BMTA member will be introduced, and present a short talk on his/her business.

Saturday’s all day seminars will include speakers:

- Charles Helt a former Goodyear Tire Store Owner
- John Hackett – Classic Automotive Consultants
- John Twist – University Motors
- Glenn Lenhard – Glenn’s MG Repair
- John Heckman – Grundy Worldwide Ins.
- Jonathan Stein – Hagerty Insurance

*\*\*Schedule is subject to change\*\**

Pick up your Box Lunch and head outdoors for “Talk to the Experts” British car display down on the lawn overlooking the Skyway Bridge. This is the time to put your communication skills to work and enjoy the camaraderie that owning and repairing British cars can offer.

### Saturday Evening:

Climb aboard the bus once again for a trip to beautiful downtown St. Petersburg where there are plentiful shops, restaurants, and the famous St. Petersburg Pier. **DINNER IS ON YOUR OWN**, so you might want to check your packet for restaurant suggestions in case you want to make a reservation. The bus will return to bring us back to the hotel by 10:00 p.m.

### Sunday:

- Continental Breakfast
- Speaker: John Heckman – Do You Have the Right Shop Insurance? **Grundy Worldwide Insurance**
- Jonathan Stein – Hagerty Insurance
- Workshop: David Wallens – How to Write a Press Release. **Classic Motorsports**
- Wrap up meeting – plan for 2009 Conference
- Enjoy a fabulous buffet and say goodbye until 2009



**REGISTRATION FORM**

**MAIL OR FAX YOUR FORM TO:**

**Gail Lenhard**

Glenn's MG Repair  
3130 39 Avenue North  
St. Petersburg, FL 33714  
727-521-9890 (Phone/Fax #)

Below please **PRINT** the **First & Last Names**  
of all people attending.

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\_\_\_\_\_  
Name/s

\_\_\_\_\_  
Company/Organization

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip

\_\_\_\_\_  
Phone Number ( )

\_\_\_\_\_  
Fax Number ( )

\_\_\_\_\_  
Cell Number ( )

\_\_\_\_\_

\_\_\_\_\_  
Email Address(es)

Will you be **Flying** or **Driving**? (Circle One)

\_\_\_\_\_  
Arrival Date/Time:

**HOST HOTEL & CONFERENCE SITE**

The Holiday Inn Sunspree Resort  
6800 Sunshine Skyway Lane South  
St. Petersburg, FL 33711  
727-867-1151/1-800-227-8045  
Room Rate: \$89.00  
Cut-off Date: 12/31/2007

[www.sunspreehotels.com/marinacove-ss](http://www.sunspreehotels.com/marinacove-ss)



[www.VictoriaBritish.com](http://www.VictoriaBritish.com)  
1-800-255-0088

[www.britcar.org](http://www.britcar.org)

**Thank you  
Sponsors!**

# 2008 Annual Conference

**Building Bridges: January 18 - 20, 2008**  
**St. Petersburg, Florida**

**REGISTRATION FEES**

BMTA Member Fee (Includes conference fee & 4 meals):

\$180.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

Additional Company Employee, Spouse OR Child

(Anyone requiring meals attending or not attending conference):

\$60.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

Do you need Vendor Table(s) \_\_\_ Yes \_\_\_ No

Table Fee # \_\_\_ @ \$10.00 ea = \$ \_\_\_\_\_

**TOTAL REGISTRATION AMOUNT** \$ \_\_\_\_\_

**Method of Payment:**

\_\_\_ Check Enclosed \_\_\_ Visa\* \_\_\_ MasterCard\*

\_\_\_ American Express\* \_\_\_ Discover\*

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ 3-Digit Code \_\_\_\_\_

(Checks payable to **British Motor Trade Association**)

(\*Credit Card Charges will appear as **Kip Motor**)

**Please answer the following questions:**

Friday night dinner . . . . . # people for bus \_\_\_\_\_

(Catered event, **BMTA Business Meeting**, & tour of The Tampa Bay Automobile Museum – <http://www.tbauto.org/>)

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# People for Saturday, January 19<sup>th</sup> Breakfast: \_\_\_\_\_

Choose your boxed lunch for Saturday, January 19<sup>th</sup>:

**Lunch** } Ham Sub (includes drink, chips, & fruit) x \_\_\_\_\_  
          } **or**  
          } Turkey Sub (includes drink, chips, & fruit) x \_\_\_\_\_

**Vegetarian meals may be requested:**

**Vegetarian option for all meals:** x \_\_\_\_\_

Saturday night dinner . . . . . # People for bus \_\_\_\_\_

**(Dinner on your own in downtown St. Petersburg)**

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# People for Sunday, January 20<sup>th</sup> Breakfast: \_\_\_\_\_

# People for Sunday, January 20<sup>th</sup> Lunch: \_\_\_\_\_



**Glenn's MG Repair**