

RTO UPDATES | SHOW SPECIALS

CUSTOMER AND EMPLOYEE OF THE YEAR | GOLF

EDUCATIONAL SEMINARS | BAE AWARDS

# APRO2006



SEE YOU IN  
**SEPTEMBER!**

NETWORKING | GREAT LOCATION

**YOUR INVITATION TO ATTEND  
APRO'S 2006 RENT-TO-OWN  
CONVENTION AND BUYING SHOW  
SEPTEMBER 20-23  
ORLANDO**



# See you in September!

AT THE GAYLORD PALMS IN ORLANDO!

h, autumn. The leaves are falling, the air is crisp and cool and the daylight hours are getting shorter. And even though this year's APRO Convention and Buying Show is being held in Orlando—where there's always plenty of sun and palm trees stay green year 'round—we hope that the autumn theme, colors and imagery will remind you of the later-than-usual dates for this year's event and that we'll see you in September! In order to avoid conflicting schedules with several important furniture markets being held in July and August, APRO is holding its annual Convention and Buying Show September 20–23, giving rental dealers full opportunity to take advantage of rent-to-own's biggest event of the year!

Speaking of fall, APRO's September Buying Show will offer falling prices on all the products you'll need for a successful fourth quarter. More than 100 vendors will be offering buying-show-only specials on all the latest in electronics, furniture, appliances and other products.

In addition to the buying show, we've lined up a spectacular group of experts to conduct seminars on a wide range of topics pertinent to your businesses. And, of course, we've allowed time for parties, entertainment and all the excitement available in central Florida, including SeaWorld Orlando, Universal Orlando Resort and Walt Disney World Resort.

We hope you'll join us for rent-to-own's premiere event of the year. You'll see what a great convention and buying show is all about—and we'll see you in September!



## TUESDAY, SEPTEMBER 19

- Family day Come early and visit Disney World
- 2-5 p.m. Early registration
- 4-6 p.m. APRO board of directors meeting

## WEDNESDAY, SEPTEMBER 20

- 7 a.m. Buses depart for golf tournament
- 8 a.m. APRO's Tom Kitchens/Joe Eason Golf Tournament at the Falcon's Fire Golf Club (sponsored by Whirlpool)
- 9 a.m.–5 p.m. Registration
- 12–10 p.m. Exhibitor set-up
- 4–5:30 p.m. State association workshop
- 5:30–6 p.m. First-time attendee orientation
- 6–7:30 p.m. Welcome reception honoring new members and first-time attendees (sponsored by TRIB Group)

## THURSDAY, SEPTEMBER 21

- 7–11 a.m. Exhibitor set-up
- 9 a.m.–5 p.m. Registration
- 9–10 a.m. Pick up ballots for board election
- 10 a.m.–12 p.m. General session, business meeting and keynote address (keynote sponsored by GE Consumer and Industrial)
- 12 p.m. Exhibit hall grand opening and champagne welcome (sponsored by Imagery Marketing)
- 12–5:30 p.m. Exhibit hall open
- 12–1:30 p.m. Cash lunch available in exhibit hall
- 2–3 p.m. Beverage break in the exhibit hall (sponsored by Advantage)
- 3–4 p.m. Ice cream break in exhibit hall (sponsored by Ashley Furniture)
- 6–8 p.m. Gala cocktail reception: "Key West Sunset Celebration" (sponsored by ColorTyme, DPI Teleconnect, Florida State Games, RentDirect Nationwide and Therapeutic)

## FRIDAY, SEPTEMBER 22

- 9 a.m.–5 p.m. Registration
- 9–10:30 a.m. Exhibitor breakfast and election
- 9 a.m.–12:15 p.m. Seminars (breaks sponsored by RES Accessories)
- 9:30 a.m.–3:30 p.m. Spouse/Guest Tour and Luncheon in Winter Park (buses depart at 9:30 a.m. from the Tour Lobby)
- 12–5:30 p.m. Exhibit hall open
- 12–1:30 p.m. Cash lunch available in exhibit hall
- 2–3 p.m. Beverage break in the exhibit hall (sponsored by DSI Systems)
- 3–4 p.m. Ice cream break in exhibit hall (sponsored by RentDirect Nationwide)
- 5:30–7 p.m. APRO president's reception (sponsored by Nationwide Club Administrators)

## SATURDAY, SEPTEMBER 23

- 9 a.m.–1 p.m. Registration
- 9 a.m.–1 p.m. Exhibit hall open
- 9–10:30 a.m. Continental breakfast in exhibit hall (sponsored by RentDirect Nationwide)
- 9:30–10:30 a.m. APRO board meeting and election of officers
- 1–6 p.m. Seminars (breaks sponsored by LG/Zenith Electronics)
- 1–7 p.m. Exhibitor tear-down
- 7–8 p.m. Awards reception (sponsored by RentDirect Nationwide)
- 8–10 p.m. Awards banquet: "See You in September" (sponsored by High Touch)

## ADDITIONAL SPONSORS:

Convention Daily: RentDirect by Nationwide; badges: BDI Laguna; Pocket Show Guide: Sears Contract Sales; Relaxation Station: Benefit Marketing Group; Internet Café: RSSS and SED International; registration electronics: O'Rourke; Buying Show Specials book: Central File; seminar sponsor: Primo International

## About the event

### WHAT IS APRO?

The Association of Progressive Rental Organizations is the national trade association for the rent-to-own industry, representing more than 2,000 stores. APRO member companies rent furniture, electronics, appliances and other products with an option for ownership.

### WHO ATTENDS THE APRO CONVENTION AND BUYING SHOW?

Large and small rental-purchase companies and their owners, managers and employees will be represented. More than 1,000 people attended the 2005 show, including

- Chief executives
- Chief financial officers
- Chief operating officers
- Corporate buyers
- Rental store owners
- Rental store senior-level executives
- Rental store managers
- Rental store management trainees
- Department executives
- Rental store employees

### WHO EXHIBITS AT THE APRO BUYING SHOW?

At the 2005 APRO show, more than 100 companies exhibited products and services in more than 200 booths. The following are a few of the products and services already registered for the 2006 Buying Show:

- Advertising/promotional
- Appliances
- Communications
- Computer hardware and software
- Electronics
- Financial and special services
- Furniture and furniture accessories
- Jewelry
- Trucks



## SPECIAL EVENTS

**TOM KITCHENS/JOE EASON  
GOLF TOURNAMENT**

8 a.m., Wednesday, September 20,  
Falcon's Fire Golf Club

Falcon's Fire Golf Club is considered one of the finest courses in the country, setting standards by which all golf courses are evaluated. It's been voted one of the top courses by both *Golf Digest* and *GSO* magazines. The 2006 tournament begins with a shotgun start at 8 a.m. It is always an early sell-out, so be sure



to register right away as space is available on a first-come, first-served basis. Your space in the tournament cannot be reserved until payment has been received by APRO. The registration deadline is September 5 or when all tournament slots are filled, whichever comes first. The cost is \$125 per person, which includes a \$25 donation to the APRO Scholarship Foundation. *Sponsored by Whirlpool.*

**WELCOME RECEPTION**

6-7:30 p.m., Wednesday, September 20

Get together with old friends and get acquainted with new ones.

This reception is open to all APRO convention attendees. Special recognition will be given to new APRO members (since July 2005) and first-time APRO convention attendees. Light hors d'oeuvres and a cash bar. Casual attire. *Sponsored by TRIB Group.*

**GALA COCKTAIL RECEPTION:  
"KEY WEST SUNSET CELEBRATION"**

6-8 p.m., Thursday, September 21

The outdoor Piazza at the Gaylord Palms Resort offers a great time for all, so come prepared to dance, visit with friends, enjoy the atmosphere and take in a beautiful Florida sunset. You won't be disappointed. Wear your shorts and a tropical shirt or other casual attire. Light hors d'oeuvres, beer and margaritas will be served. *Sponsored by ColorTyme, DPI Teleconnect, Florida State Games, RentDirect Nationwide and Therapedic.*

**AWARDS RECEPTION  
AND BANQUET:  
"SEE YOU IN SEPTEMBER"**

7-10 p.m., Saturday, September 23

Relax and unwind at the cocktail reception before entering APRO's party of the year. Great food and entertainment will be the order of the evening, along with APRO's annual presentation of

awards to those whose contributions to the rent-to-own industry have stood out over the past year. Don't miss this memorable way to cap off the 2006 convention and bid *adieu* to friends and colleagues by proclaiming "See you in September of 2007." Complimentary cocktails provided during the reception; cash bar during the banquet. Semi-formal attire. *Reception sponsored by RentDirect Nationwide. Banquet sponsored by High Touch.*

**KEYNOTE ADDRESS, GENERAL  
SESSION AND BUSINESS MEETING**

10 a.m.-12 p.m.,

Thursday, September 21

The 2006 general session will kick off with an overview of association activities and the election of APRO board members. Winners of the 2006 Rent-to-Own Employee of the Year and Customer of the Year will be announced, followed by a keynote address by Steve Ford entitled "Leaving a Legacy." Dubbed the "first son" in the 1970s, Ford is the



son of President Gerald Ford. His unique perspective on life encompasses the experience of having 10 Secret Service agents as constant companions, two assassination attempts on his father's life, his mother's bouts with cancer and alcoholism and life in the White House as a teenager. Since the completion of his father's term as president, Ford has worked as a roper on the professional rodeo circuit, horse enthusiast and accomplished actor, with a six-year run on *The Young and the Restless*. Ford's non-political presentation at the APRO general session will focus on the value of a strong family unit, the importance of strong character, overcoming adversity and setting priorities in life. At the conclusion of the keynote, a ribbon-cutting and champagne welcome ceremony will open the 2006 APRO Buying Show. *Keynote address sponsored by GE Consumer and Industrial.*

**SPOUSE/GUEST  
TOUR AND LUNCHEON**

9:30 a.m.-3:30 p.m.,  
Friday, September 22,  
Winter Park, Florida

Escape the noise and crowds by spending a peaceful day on scenic Park Avenue in Winter Park, Florida. Winter Park is known for its annual Winter Park Art Festival and quaint tree-lined, brick streets. You'll start the day with a relaxing 45-minute scenic, open-air boat ride past luxurious homes along three beautiful lakes and canals. Following the boat tour, browse the exclusive boutiques and art galleries filled with one-of-a-kind treasures, as well as stores bearing the names of your favorite designers. After a delicious lunch, you may want to enjoy the famous Charles Hosmer Morse Museum of American Art—featuring the largest collection of Louis Comfort Tiffany glass in the world—or just do some more shopping. Before your departure for the hotel at 3 p.m., you can take a break at one of the avenue's open-air cafés or just sit in the park and people watch. This tour is included in the spouse/guest full registration only. Additional tickets may be purchased for \$75 each.



## And the winners are...

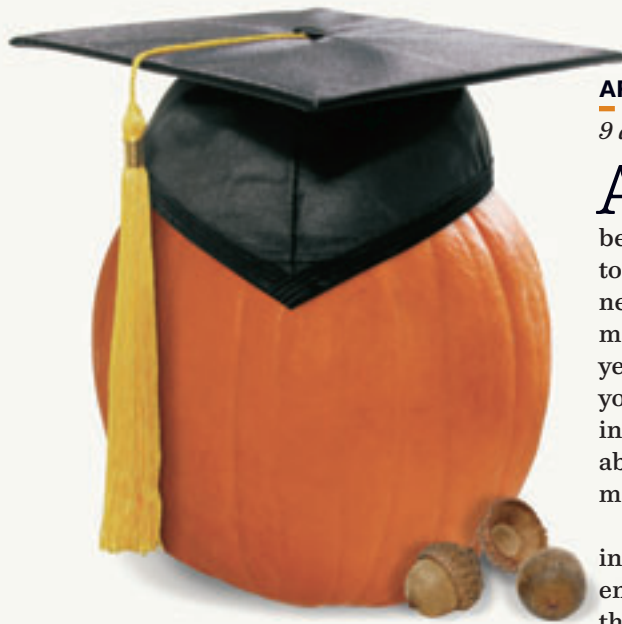
**2006 RTO CUSTOMER OF THE YEAR AND RTO EMPLOYEE OF THE YEAR**

This popular contest is entering its seventh year and the search is on for the best in the industry. APRO's annual Rent-to-Own Customer of the Year and Rent-to-Own Employee of the Year contest will culminate with presentations at the general session. This year's entries again show the warm relationships between many of your customers, your employees, your company and the RTO industry as a whole. Many companies are holding their own contests as well as entering their employees and customers in APRO's national contest. For more information, or to enter the contest, please visit [www.rtohq.org](http://www.rtohq.org) or call 800/204-2776, ext. 104.

**RENTAL ADVERTISING EXCELLENCE AWARDS**

Winners of the prestigious RAE Awards will be on display during the APRO convention. The winning print, television, electronic and radio entries set new standards every year. Entries developed by rental dealers and entries developed by advertising agencies are judged separately. Check out this year's winners in the exhibit hall.





**APRO'S SEMINARS AND ROUNDTABLES**

9 a.m.-12:15 p.m., Friday, September 22, and 1-6 p.m., Saturday, September 23

APRO consistently offers educational opportunities to help you and your employees make your business more successful. The 2006 seminars being held during the Convention and Buying Show offer insight into such topics as trends in furniture and electronics, successful leadership, RTO business pitfalls, finding your future customers, rent-to-own financial planning, maximizing your professional relationships and much more. Also offered this year are the ever-popular RTO Legal Update as well as insight into improving your business using the 2006 Rent-to-Own Statistical Survey. Dealers attending the annual Rental Roundtable discussions have walked away with invaluable tips for their business every year. There is so much knowledge and information you won't want to miss any sessions.

And bring your top employees so that your company can cover all the seminars. This year, APRO is offering a special "limited registration," allowing entrance to seminars and the Buying Show exhibit hall only for just \$49 so that you can bring all your key employees at this low rate. Limited registration does not allow entrance into social events.



**APRO EXHIBIT HALL GRAND OPENING AND CHAMPAGNE WELCOME**

12-5 p.m., Thursday, September 21

In keeping with the fantastic success of the APRO Buying Show format of the past two years, APRO vendors will again offer great values to those who attend the show this year. All APRO members who place orders during the buying show will go into a drawing for a \$5,000 cash prize. The more orders you write at the show, the better your chances of winning the cash prize. More than 100 exhibitors in over 200 booths in the exhibit hall will offer show specials that you will find only at the APRO show. Vendors will offer unbeatable specials for you to stock up for your fourth quarter and save. Admission to the buying show is included in all full registrations and "limited" registrations (see page 36 for details). "Exhibit Hall only" admission is available separately for \$25. Proper business identification is required to receive an entrance badge. Champagne welcome sponsored by Imagery Marketing.

**EXHIBIT HALL HOURS:**  
 12-5:30 P.M., THURSDAY, SEPTEMBER 21  
 12-5:30 P.M., FRIDAY, SEPTEMBER 22  
 9 A.M.-1 P.M., SATURDAY, SEPTEMBER 23

**SEMINARS at a GLANCE**

Friday, September 22	Sun Ballrooms 1-2	Sun Ballrooms 3-4	Sun Ballrooms 5-6	Sun Ballroom C	Sun Ballroom D
9-10:30 a.m.	<i>Seminar refreshments provided by LG/Zenith and RES Accessories</i>	<b>Rental Roundtable Single-Store: Unique Issues Facing One-Store Dealers</b> Christopher Bolin, Bolin Rental Purchase	<b>Rental Roundtable 2-5 stores</b> MODERATOR: Wayne Sutton, Rent USA	<b>Rental Roundtable 6-15 stores</b> MODERATOR: Larry Goad, Zion's Television Showrooms	<b>Rental Roundtable 16+ stores</b> MODERATOR: Geron Vail, Furniture & Appliances Now
10:45 a.m.-12:15 p.m.	<b>Growing with RTO in the Minor League</b> Gloria Homeier-Schwien, A Full House	<b>Pre-Employment Screening: Get the Right Person for the Job</b> Jeremy Maloney, MBIWorldwide	<b>When Bad Things Happen to Good RTO Companies</b> Larry Carrico, Dan Cole, David P. David, Ernie Lewallen and Ed Winn	<b>RTO Strategies: Pricing, Marketing and Keep Rates</b> Sidney Burton, Hometown Ventures <i>Sponsored by Primo</i>	<b>Trends in Electronics</b> Bob Perry, LG/Zenith Electronics
Saturday, September 23	Sun Ballrooms 1-2	Sun Ballrooms 3-4	Sun Ballrooms 5-6	Sun Ballroom C	Sun Ballroom D
1-2:30 p.m.	<b>Maximizing Professional Relationships</b> John Raines, Aaron's Sales and Leasing	<b>2006 RTO Legal Update</b> Ed Winn III, APRO's General Counsel	<b>RTO Pitfalls: Everyday Mistakes That Lose You Money</b> Mike Tissot, Countryside Rentals	<b>Secret Wealth: High-Return, Low-Risk Investments</b> Larry Oxenham, National Foundation for Financial Education	<b>Taking Ownership of Leadership in Your Life</b> Bryan Dodge, Dodge Development
2:45-4:15 p.m.	<b>Why Smart RTO People Do Dumb Things</b> Larry Helms, PhD, Trainergy	<b>Tax, Accounting and Finance Issues in RTO</b> PANEL: Terry Beville, Dan Strunk, Danny Wilbanks and Ed Winn	<b>RTO Pitfalls: Everyday Mistakes That Lose You Money</b> Mike Tissot, Countryside Rentals	<b>Trends in Furniture: It's All About Marketing</b> Joe Carroll, Furniture Today	<b>Taking Ownership of Leadership in Your Life</b> Bryan Dodge, Dodge Development
4:30-6 p.m.	<b>Why Smart RTO People Do Dumb Things</b> Larry Helms, PhD, Trainergy	<b>Implementing a Strategic Plan</b> Danny Wilbanks, Wilbanks-Christians	<b>Prosper by Improving Customer Loyalty</b> Fred Pearson, Pearson-Vail LLC	<b>Trends in Furniture: It's All About Marketing</b> Joe Carroll, Furniture Today	<b>Using the New and Improved Statistical Survey to Build Your Business</b> Terry Beville, Buddy's Home Furnishings

**2006 EXHIBITORS**

As of June 1, 2006. For an updated list of exhibitors, please visit [www.rtohq.org](http://www.rtohq.org).

- ABS Artistic Jewelry
- ADPRO
- Aetna Glass
- Alliance Laundry/Speed Queen
- Ashley Furniture Industries
- BDI Laguna
- BenchCraft
- Benefit Marketing Solutions
- Bernards
- Brooke Distributors
- Bryce Co.
- Budget Phone
- Central File
- Coaster Co. of America
- ColorTyme
- The Crosley Corporation
- Cross Creek Furniture
- D&H Distributing
- Dell
- Dimplex North America
- Discover Rental Purchase
- DP Bureau/CL Verify
- DPI Teleconnect
- DSI Systems
- Equator Appliances
- Florida State Games
- FLX-Industries
- Fraenkel Co./Englander Bedding
- GE Consumer and Industrial
- General Furniture Design
- Guardsgman—A Business Unit of the Valspar Corp.
- Higdon Furniture Co.
- High Touch
- Home Line Industries
- Ideal Software Systems
- Imagery Marketing Consultants
- Inform Print & Promotions
- Inovex Home Products Corp.
- International Marketing and Manufacturing
- Kelley Commercial Trucks
- LABS
- Let's Print Ink/America On Hold
- LG/Zenith Electronics Corp.
- Lynnray Financial Corp.
- M&B Jewelry
- Mastercraft Industries
- Maytag Appliances
- MemberTrust
- Michels & Co.
- Motivated Marketing
- Nationwide Club Administrators
- O'Rourke Custom Solutions
- PMD Furniture Direct
- Progressive Furniture
- Promobiz.Com
- Rental Information Systems
- RentDirect Nationwide
- RES Accessories
- RIMCO Custom Wheels & Tires Franchise
- RSSS
- RTO Insurance
- Rug Doctor Pro
- SED International
- Sandberg Furniture
- Sears Contract Sales
- Simmons Co.
- State Electronics Co.
- Step2 Co.
- Steve Silver Co.
- Teletrack
- Therapedic International
- TRIB Group
- United Weavers of America
- University Loft
- Vance Baldwin
- Welton USA
- Wheel Workz
- Whirlpool Corp.



## NEW TO APRO'S CONVENTION?

### FIRST-TIMERS WELCOME!

The APRO Convention and Buying Show boasts one of the largest gatherings of rent-to-own dealers and associates in the country, with more than 1,000 people attending last year's event in Las Vegas. Many who attend the annual convention have made regular trips to the event, but for some, the convention is a new experience. Recently, some of last year's first-time attendees shared their thoughts on the APRO Convention and Buying Show.

For first-time attendee Ernie Thompson of DFC Sales and Leasing in South Hill, Virginia, the 2005 convention was not only a new



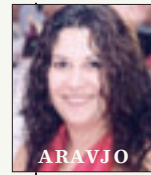
DFC SALES AND LEASING

experience, it was an introduction into the world of rent-to-own. "I was in the retail side of the business before we started DFC Sales and Leasing. It is a different world," says Thompson. "At the APRO convention, I found that everyone in the RTO business was so willing to share their knowledge."

It wouldn't be a typical APRO convention without the many educational opportunities to help rent-

to-own dealers make their business more successful. The convention offers two days of roundtables and seminars on topics ranging from general business practices to specific issues in the rent-to-own industry.

"As a first-time attendee, I found the seminars extremely informative," says Peggy Hoffman of American Rentals in Bloomington, Indiana. "Since I deal with service and repair issues, the opportunity to meet the reps and



ARAVJO

Best Rental in Palm Coast, Florida.

In addition to the educational seminars, networking at APRO's convention is an invaluable resource for garnering the information that will help you improve your business. It is a prime opportunity for those who are new in the industry to visit with rent-to-own professionals. Special events, such as welcome receptions, cocktail galas, golf outings and awards banquets, give

**NEWCOMERS ARE ENCOURAGED TO ATTEND THE FIRST-TIME ATTENDEE ORIENTATION, 5:30-6 P.M., AND THE WELCOME RECEPTION, 6-7:30 P.M., SEPTEMBER 20, DURING THE APRO CONVENTION AND BUYING SHOW.**

gather replacement parts, service and warranty information was invaluable."

Of course, the training extends further than just the convention. Many attendees find that the best part of the training is taking what they have learned back to their home offices and sharing it with colleagues.

"The seminars were very informative. I was able to bring this education back to my company and teach it, which inevitably increased our sales," says Regina Aravjo of Z-

dealers the opportunity to visit with one another and make new friends in the industry. There's even a special orientation and reception specifically for first-time conference attendees.

"My first convention was a great experience," says Jim Hamilton, a store manager at KLQ Enterprises in Kelso, Washington. "I learned a lot and had fun. I enjoyed meeting new people."

We hope you make plans to attend the APRO 2006 Convention and Buying Show in Orlando, Florida. If it is your first time, we hope it certainly won't be your last.

"This has been an experience that I had never seen before," says Sharice Allen of Georgia's CM City Rentals. "It was a whole lot better than I ever imagined and I look forward to many more in the future."



# Thank you!

APRO would like to thank the following companies for their generous sponsorships at the 2006 Convention and Buying Show, September 20-23 in Orlando

APRO2006



SEE YOU IN SEPTEMBER!

 Complimentary beverages in the exhibit hall	 Gala Cocktail Reception	 Seminar breaks	 Internet Café
 Complimentary ice cream in the exhibit hall	 Complimentary beverages in the exhibit hall	 APRO President's Reception	 Pocket Show Guide
 Badges and neck straps	 Gala Cocktail Reception	 Registration and RAE Awards electronics	 Internet Café
 Complimentary Relaxation Station	 Keynote speaker	 Seminar sponsor	 Gala Cocktail Reception
 Buying Show Specials book	 Awards dinner	 Gala Cocktail Reception	 Welcome Reception
 Gala Cocktail Reception	 Exhibit hall Champagne Welcome	 Seminar breaks	 Golf tournament
	 Printing Services	 Continental breakfast, Gala Cocktail Reception, complimentary ice cream, Convention Daily and Awards Dinner Reception	

APRO Associate Member since 1997



**NOW OFFERING  
"LIMITED REGISTRATION"**

This year, APRO is offering a special "limited registration: seminars and exhibits only" badge that will allow access to the exhibit hall and seminars only. Entrance to meal functions and social events is not included. In order to qualify for this special registration, there must be at least one full-paid registrant from the APRO member company and all registrants must have confirmed reservations in the APRO room block at the Gaylord Palms Resort. This special registration is available to APRO member companies only and allows member companies to bring as many employees as possible to the rent-to-own industry event of the year. If employees wish to attend the meal functions and social events, they must purchase a full-registration badge or tickets for individual functions. Those with "limited registration" badges will not be admitted to these events unless they have purchased tickets for the events.

"Exhibit hall only" badges will also be offered for \$25 to all those in the rent-to-own industry. These badges will not allow admittance into any function or event other than the APRO exhibit hall. Proper business identification will be required.

**"BOOK IN THE BLOCK" AND SAVE!**

APRO members who book their room in the APRO room block at the Gaylord Palms Resort will receive a substantially discounted full registration to the entire APRO Convention—including educational seminars, social events, meal functions and the buying show—for the low price of only \$295 for the first registrant from each company. The second through fifth person from each company will get a discounted rate of



\$249 per person and the sixth or more registrants from each company can attend for only \$199 per person. Spouse registration is \$199. The non-APRO member "book-in-the-block" rate is \$595 for a full registration. To receive these special prices, registrants must book in the APRO room block at the Gaylord Palms Resort at the special low APRO rate—and must do so by the reservation deadline of August 15.

**WHY "BOOK IN THE BLOCK"?**

In recent years, Internet booking has enabled hotels to "dump" excess rooms at cut rates if it looks like there will be an excess inventory over certain dates. It is crucial that all APRO attendees book their hotel rooms through the APRO room block as APRO must guarantee a certain number of rooms in advance in order to procure the lowest rates for our attendees. If APRO books too few rooms, convention attendees may not be able to get a room at the Gaylord Palms

Resort or might have to pay much higher rates to do so. If APRO books too many rooms, APRO is responsible for paying for unused rooms. Every effort is made to procure the number of rooms needed at the lowest rates possible, but we need the help of our attendees in order to keep costs down and the quality high. That is why APRO has kept registration rates low for 2006—to make sure that attendees get the best possible value for this convention and to help assure that the APRO room block is filled.

**IMPORTANT:** You must have your confirmation number from the Gaylord Palms Resort to verify that you have booked your room in the APRO block in order to receive the discounted full registration rates before you register for the convention with APRO. Be sure to list the names of all people staying in a room when registering with the hotel so that they will receive the proper discounted convention registration rate.

**APRO registration rate summary**

**BOOK ACCOMMODATIONS IN THE APRO ROOM BLOCK AT THE GAYLORD PALMS BY AUGUST 15:**

- APRO members can register for \$295 for the first full registration, \$249 per person for the second through fifth registrants from that same company and \$199 per person for the sixth or more registrants from that same company.
- Spouse registration is \$199.
- Limited registration—no meals or social events included—is \$49 per person.
- Non-member registration is \$595 per person and \$595 per person for spouse or guests.
- "Exhibit Hall only" badges are available for \$25.

**IF YOU DO NOT BOOK IN THE APRO ROOM BLOCK:**

- APRO members will be charged the full \$495 registration fee.
- Non-member registration is \$695 per person and \$695 per person for spouse or guests.

**Registering 1...2...3**

**STEP 1: TRAVEL RESERVATIONS**

If you're flying to Orlando, book your flight early to get the best rates. You can book through your travel agent or use your favorite online service, such as Expedia or Travelocity.

**STEP 2: HOTEL RESERVATIONS**

The deadline is August 15 to guarantee the special APRO rate of \$164 (plus a \$10 resort fee) at the Gaylord Palms. Book online via the APRO Web site, [www.rtohq.org](http://www.rtohq.org), or call the hotel at 407/586-2000 and be sure to mention that you are attending the APRO Convention.

**IMPORTANT:** You must have your hotel confirmation number in order to receive the discounted full-registration rate or the \$49 "limited registration" rate when you register for the convention with APRO. Book your hotel before registering for the convention.

**STEP 3: APRO CONVENTION AND BUYING SHOW REGISTRATION**

Complete the forms on pages 38 and 39 or register online at [login.rtohq.org](http://login.rtohq.org). You must have booked a room in the APRO room block at the Gaylord Palms Resort in order to qualify for the discounted full-registration rates and the "limited registration" rate of \$49. Registrations without a valid confirmation number from the Gaylord Palms will be charged the non-discounted rate of \$495 for APRO members; \$695 for non-members. Confirmation numbers will be verified. APRO Buying Show exhibitors may register online under "Exhibitor information." Exhibitors should not use the attendee registration form included in this magazine. The final pre-registration deadline with APRO is September 5. After that date, registrations will be accepted on-site only at the convention.



**Additional services**

**AIRPORT TRANSPORTATION**

The Gaylord Palms is located approximately 25 minutes from the Orlando International Airport. Mears Shuttle Service, located in the baggage claim area, is available for \$18 per person one-way or \$30 per person round-trip. No reservations necessary from the airport. Taxi to the hotel is approximately \$60 one-way.

**CHILD CARE**

A Petite Kids Station is available at the Gaylord Palms Resort, offering child care daily for ages 3 to 14. In-room baby sitting is also available. For more information, call the Gaylord Palms at 407/586-0000.



### Important deadlines:

**AUGUST 15: LAST DAY TO MAKE HOTEL RESERVATIONS AT THE GAYLORD PALMS RESORT. THE APRO ROOM BLOCK WILL BE RELEASED AFTER THIS DATE.**

**SEPTEMBER 5: DEADLINE FOR APRO CONVENTION PRE-REGISTRATION. ON-SITE REGISTRATIONS WILL BE TAKEN AT THE CONVENTION.**

**SEPTEMBER 5: THE FINAL DAY APRO WILL ACCEPT CONVENTION REGISTRATION CANCELLATIONS WITH A \$45 REFUND CHARGE. CANCELLATIONS RECEIVED AFTER SEPTEMBER 5 WILL NOT BE REFUNDABLE.**

## APRO 2006 Tom Kitchens/Joe Eason Golf Tournament Registration

8 A.M., SEPTEMBER 20, FALCON'S FIRE GOLF COURSE  
BUSES DEPART AT 7 A.M. FROM THE GAYLORD PALMS RESORT

Registration fee is \$125 per player—\$25 of every registration goes to the APRO Scholarship Foundation. Registration deadline is September 5. Space is limited and assigned on a first-come, first-served basis. Space in the tournament cannot be reserved until payment is received by APRO. Please submit this form with the convention registration form on the facing page. A separate form is required for each player. This form may be photocopied.

Name \_\_\_\_\_

Handicap or average score \_\_\_\_\_

Requested team (if possible) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Note: If a specific team is desired, make sure that every member of the team completes the line above, indicating the same participants.

Convention attendee affiliation:  vendor  rental dealer  guest/spouse

Shirt size:  S  M  L  XL  XXL

Rental clubs and shoes will be the responsibility of the golfer and will be paid directly to the golf course on the day of tournament. Please indicate if you would like to reserve clubs at \$40 per set and/or shoes at \$15 per pair:

Rental clubs (\$40):  Right-handed  Left-handed

Rental shoes (\$15): Shoe size \_\_\_\_\_

GOLF TOURNAMENT SPONSORED BY WHIRLPOOL

### Please read before completing these registration forms:

- BOOK YOUR HOTEL ACCOMMODATIONS AT THE GAYLORD PALMS HOTEL PRIOR TO REGISTERING FOR THE CONVENTION. YOU MUST HAVE BOOKED IN THE APRO ROOM BLOCK AT THE GAYLORD PALMS RESORT AND PROVIDE YOUR CONFIRMATION NUMBER IN ORDER TO GET THE DISCOUNTED REGISTRATION RATES. CONFIRMATION NUMBERS WILL BE VERIFIED.

- YOU CAN REGISTER ONLINE AT WWW.RTOHQ.ORG. RESERVATIONS AT THE GAYLORD PALMS RESORT CAN ALSO BE MADE VIA A LINK ON THE WWW.RTOHQ.ORG WEB SITE.

- EXHIBITORS SHOULD NOT USE THE ATTENDEE REGISTRATION FORM.

- PRINT OR TYPE ONE FORM PER REGISTRANT AND SPOUSE/GUEST.

- PERSONAL GUEST IS DEFINED AS "SIGNIFICANT OTHER" OR IMMEDIATE FAMILY MEMBER NOT EMPLOYED BY YOUR COMPANY.

- A CONFIRMATION WILL BE SENT TO YOU. IF YOUR REGISTRATION IS RECEIVED AT THE APRO OFFICE AFTER SEPTEMBER 5, IT WILL BE TREATED AS AN ON-SITE REGISTRATION AND NO CONFIRMATION WILL BE SENT.

#### FULL REGISTRATION INCLUDES:

- WELCOME RECEPTION, SEPTEMBER 20
- GALA COCKTAIL RECEPTION, SEPTEMBER 21
- AWARDS RECEPTION AND BANQUET, SEPTEMBER 23
- ALL EDUCATIONAL SEMINARS, SEPTEMBER 22 AND 23
- GENERAL SESSION AND KEYNOTE, SEPTEMBER 21
- ENTRANCE TO EXHIBIT HALL, SEPTEMBER 21, 22 AND 23

#### FULL REGISTRATION DOES NOT INCLUDE:

- APRO GOLF TOURNAMENT
- GUEST/SPOUSE TOUR AND LUNCHEON IS INCLUDED IN SPOUSE/GUEST REGISTRATION ONLY

## APRO Convention and Buying Show attendee registration

(EXHIBITORS SHOULD NOT USE THIS FORM)

Gaylord Palms Resort confirmation number (mandatory to receive discounted registration rates—confirmation number will be verified) \_\_\_\_\_

Last name \_\_\_\_\_ First name (for badge) \_\_\_\_\_

Company name \_\_\_\_\_

Company mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

Business phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_ E-mail \_\_\_\_\_

Special needs? \_\_\_\_\_

Is your company a member of APRO?  Yes  No Is this the first APRO Convention you will have attended?  Yes  No

Attendee type:  Rental dealer  Non-exhibiting vendor  Other \_\_\_\_\_

Job title:  Owner  Executive officer  District manager  Store manager  Account manager  Other \_\_\_\_\_

What is the size of your company?  1 to 2 stores  3 to 12 stores  13 to 25 stores  26 to 100 stores  101 + stores

Spouse/guest last name \_\_\_\_\_ First name (for badge) \_\_\_\_\_

Child (12 and under) last name \_\_\_\_\_ First name (for badge) \_\_\_\_\_

#### APRO 2006 CONVENTION AND BUYING SHOW REGISTRATION PRICES—PLEASE CHECK ALL THAT APPLY:

APRO MEMBER PRICING:	WITH VALID HOTEL CONFIRMATION NUMBER	WITHOUT VALID HOTEL CONFIRMATION NUMBER	ADDITIONAL PRICING (APRO MEMBER AND NON-MEMBER):
<input type="checkbox"/> First APRO member full registration	\$295	\$495	<input type="checkbox"/> Child (12 and under only) \$75
<input type="checkbox"/> Second through fifth APRO member full registrations, per person (from the same APRO member company)	\$249	\$495	<input type="checkbox"/> Exhibit hall only \$25 Will not allow entrance to seminars or social functions
<input type="checkbox"/> Sixth or more APRO member full registrations, per person (from the same APRO member company)	\$199	\$495	<input type="checkbox"/> Gala Cocktail Reception, Thursday, September 21 (a la carte) \$95
<input type="checkbox"/> Spouse/guest (non-industry) Spouse/guest Tour and Luncheon on September 22 is included with full spouse/guest registration. You must be pre-registered to attend the Tour and Luncheon. <input type="checkbox"/> will attend <input type="checkbox"/> will not attend	\$199	\$495	<input type="checkbox"/> Reception and Awards Banquet, Saturday, September 23 (a la carte) \$125
<input type="checkbox"/> Limited registration Exhibit hall and seminars only—no meals or social events. Must have at least one full registration from same company to qualify for the limited registration rate. For APRO members only.	\$49	\$49	<input type="checkbox"/> Guest/Spouse Tour and Luncheon, Friday, September 22 \$75 This tour is included with the full spouse/guest registration or may be purchased a la carte.
<input type="checkbox"/> Full registration for non-APRO member	\$595	\$695	<input type="checkbox"/> Golf Tournament, Wednesday September 20 \$125 A \$25 donation to APRO Scholarship Foundation is included in the fee. Please complete the separate Golf Tournament registration form included on the facing page in this magazine and mail it along with this form.
<input type="checkbox"/> Spouse/guest (non-industry) Spouse/guest Tour and Luncheon on September 22 is included with full spouse/guest registration. You must be pre-registered to attend the Tour and Luncheon. <input type="checkbox"/> will attend <input type="checkbox"/> will not attend	\$595	\$695	

#### PAYMENT INFORMATION:

**ADD ALL FEES DUE AND ENTER TOTAL HERE** → TOTAL \$ \_\_\_\_\_

My check is enclosed and made payable to APRO |  Charge my credit card:  American Express  MasterCard  Visa

Credit card number \_\_\_\_\_ Expiration date \_\_\_\_\_

Signature \_\_\_\_\_ Name as it appears on card \_\_\_\_\_

PLEASE MAIL OR FAX THIS FORM WITH PAYMENT INFORMATION—AND THE GOLF TOURNAMENT REGISTRATION FORM, IF APPLICABLE—TO:

**APRO** ASSOCIATION OF PROGRESSIVE RENTAL ORGANIZATIONS  
1504 ROBIN HOOD TRAIL, AUSTIN, TEXAS 78703  
800/204-2776; FAX 512/794-0097; WWW.RTOHQ.ORG

PRE-REGISTRATION DEADLINE IS TUESDAY, SEPTEMBER 5. REGISTRATIONS WILL BE TAKEN ON-SITE. A CANCELLATION FEE OF \$45 WILL BE CHARGED FOR ANY CANCELLATION MADE AFTER SEPTEMBER 5, 2006.

THIS FORM MAY BE PHOTOCOPIED. YOU CAN ALSO REGISTER ONLINE AT WWW.RTOHQ.ORG