DEEP SOUTHERN
EQUIPMENT DEALERS ASSOCIATION

2023 Summer Conference

Topics/Speakers

Do You Know Where Rates Are Headed & How to Maximize Return on Cash? - John Major, The American Deposit Management Co.

This presentation will provide dealer members with an analysis of how and why rates change and where they might be headed in the future. Dealers will walk away with a deeper understanding of the inner workings of the Federal Reserve Policy and its effect on the investment markets. The presentation will also include ideas regarding finances, investment options and best practices for taking advantage of the current rate environment to maximize safety, liquidity, and return for dealerships and dealer principals.

How to Create a Risk Management Culture and Leadership.- Stewart Van Duzer, Federated Insurance

Every business wants a great risk management culture. But what does that look like? How does a dealer know if they have one? How does a dealer get one in place? In this presentation, you will hear the answer to these many questions and some keys to establishing and maintaining a great risk management culture. What you will learn: 1) What does a great risk management culture look like? 2) What does a dealer need to do once in place? 3) What steps does a dealer need to take to get this done? 4) What is the key to success here?

Best Practices on Employment Law for Dealers – Amy McIntire, JD & Rosalie Haug, JD, Chaffe McCall, LLP.

The presentation will include tips for training managers, supervisors and employees on employment practices, including but not limited to EEO policies, sexual harassment and discrimination prevention, employee leave, social media use, and drug testing. The presentation will include professional advice on drafting and implementing strong employment policies and handbooks. It will also include an overview of any developments in federal and state employment law, including Title VII, ADA, FMLA, and FLSA. Questions are welcomed after the presentation.

What is the Secure ACT 2.0? – Melissa Terito, Sentinel Pension

On December 29, 2022, the Consolidated Appropriations Act of 2023 was signed into law which included the highly anticipated Securing a Strong Retirement Act (SECURE 2.0). This Act brings major changes to the U.S. Retirement System and builds upon the enhancements that were implemented under the SECURE Act of 2019. This presentation will inform dealers of the significant changes that will be coming to the retirement plan landscape with most changes beginning in 2024 and with the remaining provisions following suit in the years that follow. This presentation will explain how plan sponsors and service providers need time to understand and implement these changes to their respective dealership plans and recordkeeping systems.

Benefit Trends, Cost Drivers and Changes in Health Insurance- Colin Shea, Gilsbar

How will health insurance look and feel looking ahead? What is currently working? What are the driving forces relating to health care costs and what are factors that are reducing it? This presentation will cover current benefit trends and different methods that health plans and insurance carriers are using to reduce healthcare spend.