

UNITED RECYCLERS GROUP, LLC



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# Join Us at the 2007 URG & Pinnacle Conference!

ALL RECYCLERS INVITED!  
MEMBERSHIP NOT  
REQUIRED TO ATTEND

United Recyclers Group, LLC  
6746 S. Revere Pkwy. Ste. B-120  
Centennial, CO 80112

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# Reaching New Heights!

## in the Automotive Recycling Industry

Mark Your Calendars for the  
2007 URG/Pinnacle Training  
Conference March 23rd & 24th

Cut here to fax  
form

# Reaching New Heights!

2007 URG/Pinnacle Training  
Conference March 23rd & 24th

## Registration

(Please fill out this  
form, then fax or  
mail with appropriate  
payment to URG.  
One person per  
registration. Make  
copies as needed.)

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_

Name on Badge: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

**HOTEL**  
Inverness Hotel  
& Conference Center  
For Reservations Phone:  
1-800-346-4891  
Only \$89 per night if you mention  
URG/Pinnacle Conference and  
reserve by February 27th!

Before February 27, 2007

\$229.00  
per attendee

After February 27, 2007

\$249.00  
per attendee

Meal Package for Spouses: \$99.95  
(includes Friday & Saturday meals/receptions).

## Payment Options

Credit Card:  Master Card  Visa  American Express

Credit Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Check or Money Order (Make Payable to United Recyclers Group, LLC)

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**United Recyclers Group, LLC**  
6746 S. Revere Pkwy. Suite 120 Centennial, CO 80112  
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# A Few of This Year's Vendors!

- |                     |                          |
|---------------------|--------------------------|
| <b>Buddy Inc.</b>   | <b>Keystone</b>          |
| Everdrive           | HyperQuest               |
| Mike French & Co.   | Car-Part                 |
| ADP Hollander       | USA Surveillance         |
| James Environmental | DBA Solutions            |
| IAA                 | Envirosure Solutions     |
| Hotlines            | Manheim - Total Resource |
| Counts Consulting   | Universal Underwriters   |
| Customer Research   |                          |

# A Sample of This Year's Sessions!

- Pinnacle Professional Overview & Control Centers Sales Inventory
- Pinnacle Classic Pinnacle Review - New Users Ebay Made Simple with Pinnacle What's New-Using the New Back-Order Module Extended Warranty Pinnacle & ABC Configuration Buying with Pinnacle Internet Buying - Avoiding Auctions Remaining Parts - Crush with Confidence Shipping and Delivery Module Accounting and Pinnacle General Management and Pinnacle Power User Pinnacle Tips & Tricks - Recycler Panel Bookkeeping with Pinnacle - Translation made Easy!
- Management/Operations/Marketing I-Car Hybrid Dismantling Fraud Check Up - Better Fees with Credit Cards & Understanding Rates Dealing with Identity Fraud Profitably Managing and Paying Commissions on Brokered Parts Dealing with Difficult Employees New & Improved URG Accreditation Program How to Keep the Family in a Family Business How to Increase Your Net Profit by Processing Vehicles that Loose Money Getting your Employees to become part of the Company Goals and Vision Understanding the Recyclers Data on the Estimating Products Round Table Discussion - Top 4 Problems Recyclers are Dealing With Today!

**Together, we can Reach New Heights in the Auto Recycling Industry!**

This year URG & Pinnacle are excited to host a Texas Hold'em Poker Tournament for all of our friends!

Here's a little poker tip to help level the playing field!

## Pot Odds Your Secret Poker Weapon

**P**ot odds is one of the most neglected aspects of Texas Holdem poker, especially by the beginner and intermediate player. Some poker beginners have heard the term and a few even have a basic concept of what pot odds are, but very few of these players know how to put them to good use in a poker game.

However knowing how to calculate and use pot odds is one of the crucial weapons that serious poker players have in their armory, one that most definitely separates them from the amateur.

Poker pot odds are often associated with complex mathematical calculations and the less serious player can feel overwhelmed at the prospect of tackling such a subject, but don't fret, do you really think that to be a serious poker player you need to be a genius at mathematics? Do you think all the poker pros are?

Well of course the answer is that they are most definitely not all geniuses, but what they do have is a method of calculating the odds quickly and easily to see if they are in their favor in any given situation.

So let's look at a simple, basic way of calculating the odds, remember it needs to be quick and easy so that it can be worked out quickly and accurately in the heat and pressure of a poker game.

**Poker pot odds can be broken down to this simple one liner:**

"If the odds of you getting the card you need to make your hand are less than the pot odds, you should bet."

There are two sides to this equation which I will try and explain, "odds of you getting the card you need" and "pot odds." Firstly "odds of you getting the card you need", this one is fairly easy to understand. It's best explained using the example of a flush or straight draw, so we'll use a straight draw to illustrate it.

You're in a Texas Holdem game and your pocket cards are Queen 10, the flop is Jack 4 9. In order to make a straight you need to get either a King or 8 on the turn or river so you have eight possible cards that can make your hand, four Kings and four 8s. These are known as your "out" cards.

You've seen five cards out of the deck, your own two pocket cards and the three flop cards. That means there's 47 cards you haven't seen. So the odds of you getting the card you need are:

**Cards that won't help you : Cards that will help you**

Out of the 47 remaining cards, eight of them will help you and 35 won't, so the "odds of you getting the card you need" are 35:8 or 4.375:1.

**Now for the pot odds.**

The basic formula is:

**The size of the pot : Amount you need to put into the pot.**

So if the pot is sitting at \$100 and you need to bet \$20 to call, your pot odds are 100:20 or 5:1.

In this case the pot odds (5:1) are bigger than the odds of you getting the card you need (4.375:1) so you should call the bet. This is known as getting "value" for your bet. If you are doing these sums quickly you can think of 35:8 as being about four and a half to one, it's good enough for a quick calculation.

This is a simplification of pot odds and there are other considerations like – will the players after you in the round of betting add to the pot? This would make your bet an even better proposition as it would increase the pot odds but it is of course an unknown factor.

Understand pot odds and you will take your game forward to the next stage and prepare yourself for the poker big league.

Article by Ian McIntosh of Love Texas Holdem. Check out the site for all the latest information on Texas Holdem tournaments and Online Poker Freerolls.

[www.love-texas-holdem.com](http://www.love-texas-holdem.com)

