



Looking for Young Leaders

Program Seeks Auctions' Next Generation

By Jeffrey Bellant

CHICAGO – Auction veterans and future leaders are being called to the classroom for a new venture dubbed Auction Academy.

Pierre Pons, president of remarketing consultancy TPC Management Co., introduced the plan during the recent National Auto Auction Association convention.

Pons said the idea came to him after talking with auction operators Lynn Weaver and Bob McConkey about how to train the next generation of auction leaders.

The solution was a two-track program. One will be the Auction Performance Group for auction owners and general managers, which will act like a traditional 20 group, Pons said.

The second portion, called the Next Generation Leaders

course, is what excites Pons.

The goal is to draw 10 to 15 students made up of sons, daughters and other family members of independent auction owners.

The program will include quarterly meetings, classroom assignments and other course work.

“But the dynamic of the program is this: you’ll have a group of 10 to 15 young people who will get to know each other,” Pons said. “They’ll get to (talk) together and go through this together. These students will be the next leaders of our industry.”

Pons said his hope is that veterans of the industry will participate by becoming faculty of the academy. He said the program will pick the brains of people who are the best in their areas of expertise.

For example, an auction veteran whose strength is in human resources would lead a course in that subject, while a general manager who’s the best in facilities design would teach that class.

Pons hopes to draw enough participants before the end of the year to open the program.

TPC Management will dedicate one full-time person to lead and manage the program, he said.

The initial plan is to have quarterly meetings, beginning in Nashville, where Pons is based.



Photo by Jeffrey Bellant

WE WANT YOU: Pierre Pons, president of TPC Management Co., is calling for students and teachers for a new Auction Academy he is developing. The academy would serve as an MBA-type program for future leaders in the auction business. Pons announced the new program in Chicago last month.

The meetings would include auction tours, along with field trips.

For instance, there might be an excursion to a commercial leasing company to learn about that end of the operation, he said.

Pons earned an MBA through a weekend program at Vanderbilt University. He

sees a similar set-up for this program.

The Next Generation section would be a two-year program, starting chronologically with a course on facility design moving all the way to conflict resolution and reconditioning.

About 17 courses are planned for the program.

The cost and schedule will be determined, Pons said.

Pons expects the first session to kick off by the first quarter of 2012.

The Auction Performance 20 group would be dependent on the number of auctions interested, with a minimum of 10 needed, Pons said.

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