

Class 5 – Session 3 Agenda

September 25-27, 2017
Baltimore, MD.

Monday – September 25

- *BWI Airport to Renaissance Baltimore Harborplace Hotel – est. 20 min.*
- 6:30pm Welcome dinner – Homeland Meeting Room
- 7:15pm Alumni Speaker – Tommy Rogers, GM – BSC America, Clayton Station
- 8:00pm Opening session with Todd August, Avis Rent A Car

Tuesday – September 26

✚ **Prepare to be off hotel property for the entire day, returning after our dinner event at 9:30pm**

- 7:00am Transportation to NADA (*meet in hotel lobby*)
 - *Renaissance Baltimore Harborplace Hotel to NADA – est. 55 min.*
- 8:30am-5:00pm NADA Training with Mike Hayes
12pm (noon) – Lunch NADA Cafeteria
- 5:00pm Transportation to Center Club – Dinner hosted by BSC America
 - *NADA to Center Club – est. 55 min.*
- 6:15-9:30pm Dinner session with Ray, Charles and Michelle Nichols, The BSC America Story
- 9:30pm: Walk back to Renaissance Baltimore Harborplace Hotel
 - *Center Club to Renaissance is a 4 min walk (0.2 miles)*

Wednesday – September 27

✚ **Check-out of hotel, we will not be returning - Airport drop-offs will be directly from Bel Air AA**

- 8:00am Transportation to Bel Air Auto Auction
 - *Renaissance Baltimore Harborplace Hotel to Bel Air AA – est. 45 min.*
- 9:00-9:45am Will Chandler & Thad Sykes, NextGear
- 9:45-10:00am Break
- 10:00-10:30am Nick Pirovolidis, Bel Air Auto Auction
- 10:30am-12:00pm Tour key Auction and Salvage Auction departments
- 12:00-2:00pm Lunch at auction
Lunch speaker - Chris Clarke, ARI on Commercial Leasing
- 2:00pm Transportation to BWI
 - *Bel Air AA to BWI – est. 41 min.*

**Transportation estimates do not include traffic delays*