


Hilton – Franklin Cool Springs  
601 Corporate Centre Drive, Franklin, TN 37067

## Class Group 6

### Session 1 Detailed Agenda:

May 16-18, 2019 - Nashville, TN

#### Thursday – May 16<sup>th</sup>

	<p><b>2pm</b>    <i>Depart Hotel for Nissan Tour</i></p> <p><b>3pm</b>    <i>Nissan Manufacturing Plant Tour</i></p> <p><b>4pm</b>    <i>Depart Nissan – Return to Hilton</i></p>
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6:00-6:30pm	Welcome Reception
6:30-6:45pm	Introductions
6:45-7:30pm	Buffet Dinner
7:30pm	<p><b>Opening session</b></p> <ul style="list-style-type: none"> <li>- Pierre Pons, <i>Auction Academy</i></li> <li>- Tony Long, <i>IARA</i></li> <li>- Tony Long &amp; Penny Wanna, <i>IARA CAR Certification</i></li> </ul>

#### Friday – May 17<sup>th</sup>

8:00am	Transportation to Manheim’s Nashville Auto Auction ( <i>meet in hotel lobby</i> )
8:45-11:30am	<p><b>Tour and meetings with key Manheim Nashville Departments</b></p> <p><i>(Comfortable, closed-toe shoes are recommended)</i></p>
11:30am	Depart Manheim – return to Hilton
12:30-1:30pm	Lunch & Student pictures
1:30-2:15pm	<b>Auction Academy Syllabus &amp; Website Review</b> – Pierre Pons & Penny Wanna, <i>Auction Academy</i>
2:15-2:30pm	<i>Break</i>
2:30-3:30pm	<b>Human Resources –CARS Recon</b>
3:30-4:30pm	<b>Technology - AutoIMS –AutoIMS</b>
4:30-5:00pm	<b>Guide Books 101</b> – Charlie Vogelheim, <i>TPC Management Company</i>
6:15-10:00pm	Dinner Outing in Downtown Franklin at <b>55 South</b>

#### Saturday – May 18<sup>th</sup>

8:15am – 9am	<b>Safe T. Sam</b> – Penny Wanna, <i>Auction Academy</i>
9:00-10:00am	<b>Industry Overview</b> - Pierre Pons, <i>Auction Academy</i>
10:00-10:30am	Break & check out of hotel room
10:30-11:30am	<b>Used Car Guidebooks and Vehicle Valuation</b> –Black Book
11:30-12:00pm	<b>Lunch &amp; Wrap Up</b>