

Class Group 6

Session 3 Detailed Agenda:

September 23-25, 2019 – Baltimore, MD

Monday – Sept 23rd

2-5pm	TESTING – IARA CAR Certification **Sign up required** Meeting room: B & O Railroad, 2 nd floor
6-6:30pm	Welcome Reception – Meeting room: Promenade, 1 st floor
6:30-7:15pm	Buffet Dinner
7:15-9:30pm	Opening session w/ speakers: <ul style="list-style-type: none"> ➤ Todd August, AVIS ➤ Frank Hackett, NAAA

Tuesday – Sept 24th

Meeting room: Stadium 1 & 2, 2nd floor

8am-5pm	NADA Training with Michael Hayes @ Hotel <ul style="list-style-type: none"> 9:30am Break 10:45am Break 12pm Lunch **PIZZA PARTY** 2:15pm Break 4pm Break
5-5:10pm	What's Next Penny Wanna, Auction Academy
6-9:30pm	Dinner at "The Center Club" – hosted by the Nichols Family, Bel Air Auto Auction <ul style="list-style-type: none"> ➤ The Center Club is an easy 7-min (.5 miles) minute walk from the hotel, please arrive for a 6pm start time. ➤ ATTIRE: Business casual – Sport Coat Required, no jeans or shorts

Wednesday – Sept 25th

✚ CHECK-OUT OF HOTEL, WE WILL NOT BE RETURNING – Airport drop-offs will be directly from Bel Air AA

8:00am	Depart hotel for Bel Air Auto Auction (meet in hotel lobby) <ul style="list-style-type: none"> ➤ Bel Air AA to BWI – est. 45 min
9-9:30am (30 min)	Welcome Remarks & Video's
9:30-10:30am (60 min)	Auction Tour Tour Key Auction & Marshaling Departments
10:35-11:15am (40 min)	Smart Auction Brent Ramels & Kevin Valimont, Smart Auction
11:15-12:15pm (60 min)	Auction Edge Ron St Denis, Auction Edge
12:15-1:30pm	Lunch at Auction <ul style="list-style-type: none"> ➤ 12:15-12:45pm (30 min) – Lunch ➤ 12:45-1:30pm (45 min) – Jim Jackson, ARI on Commercial Leasing
1:30-2:00pm	Closing Remarks
2pm	Transportation to BWI <ul style="list-style-type: none"> ➤ Bel Air AA to BWI – est. 41 min

*Transportation estimates do not include traffic delays