



Westin Detroit Metropolitan Airport  
2501 Worldgateway Pl, Detroit, MI 48242

## Class Group 6

### Session 7 Detailed Agenda:

August 2-4, 2021 – Detroit, MI

#### Monday – Aug 2<sup>nd</sup>

##### Hotel meeting room – Lindbergh B

- |        |   |  |
|--------|---|--|
| 6:30pm | Welcome Reception & Dinner <b>Welcome Back!</b>                                   |  |
| 7:45pm | Opening session with Class 6, AA Staff, Guest Speaker: <b>Rick O'Connor, Ally</b> |  |

#### Tuesday – Aug 3<sup>rd</sup>

##### Hotel meeting room – Lindbergh C

- |               |   |                              |
|---------------|---|------------------------------|
| 8:30am        | Session begins - Welcome Back   |                              |
| 8:40-9:15am   | Canadian Import Process   | <b>Tonya Price, FastLane</b> |
| 9:15-9:30am   | Break   |                              |
| 9:30-11:30am  | <b>Certification; Part 1 in-class session</b><br><b>Vehicle Inspection Strategies</b> | <b>Matt Arias, NAAA</b>      |
| 11:30-12:30pm | Lunch at Hotel  |                              |
| 12:40pm       | Depart for Manheim Detroit Auto Auction   |                              |
| 1-2pm         | Meet & tour w/ Key Manheim departments  | <b>Noel Kitsch, Manheim</b>  |
| 2-4pm         | <b>Certification; Part 2 hands-on session</b><br><b>Vehicle Inspection Strategies</b> | <b>Matt Arias, NAAA</b>      |
| 4pm           | Return to Hotel   |                              |
| 5:45pm        | Depart for Ford Rouge   |                              |
| 6:30-9:00pm   | <b>Dinner outing Ford Rouge Factory Tour</b>  |                              |

#### Wednesday – Aug 4<sup>th</sup>

##### Hotel meeting room – Lindbergh C

- |              |                                    |  |
|--------------|------------------------------------|--|
| 8:00am       | Session begins – working breakfast |  |
| 8:15-11:30am | Conversation Based Selling         | <b>David Walsh, Training Svcs Inc.</b> |
| 11:30am      | Wrap-up                            |  |
| 11:45am      | End session                        |  |