



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 **Welcome Back!**  
7:45pm Opening session with Class 6, AA Staff, Guest Speaker: **Rick O'Connor, Ally**

#### Tuesday – Aug 3<sup>rd</sup>

##### Hotel meeting room – Lindbergh C

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

#### Wednesday – Aug 4<sup>th</sup>

##### Hotel meeting room – Lindbergh C

- 8:00am *Session begins – working breakfast*
- 8:15-11:30am Conversation Based Selling **David Walsh, Training Svcs Inc.**
- 9:30-9:45am Break**
- 11:30am Wrap-up
- 11:45am End session