



Hotel Monteleone
214 Royal St, New Orleans, LA 70130

Class Group 7

Session 2 *Tentative* Agenda:

February 21-23, 2022 – New Orleans, LA

Monday – Feb 21st

Hotel meeting room – Riverview

- 6:30pm Welcome Reception & Dinner
- 7:45pm Opening session with Class 7, AA Staff – Class 6 Alumni

Tuesday – Feb 22nd

Hotel meeting room – Riverview

- 8:00am *Depart Monteleone for Auction (1-hour drive)*
- 9-11:30am Louisiana 1st Choice AA – Auction tour, Mardi Gras Sale & Lunch
- 11:30am *Depart LFCAA for Monteleone Hotel (1-hour drive)*
- 1-1:45pm AutoIMS **Joe Miller, AutoIMS**
- 1:45-2:30pm Auction Edge **TBD, Auction Edge**
- 2:30-2:45pm Break
- 2:45-3:45pm “Who Owns Your Customers?” **Dr. John Poteet, LFCAA**
- 3:45-4:00pm Break
- 4:00-4:30pm Ecommerce **Andy Poteet, LFCAA & AA Alumni**
- 4:30-5:00pm LFCAA Training **Matt Alombro, LFCAA & AA Alumni**
- 5-5:15pm Wrap-up
- 6:45pm *Depart for LFCAA Mardi Gras Celebration – walking on own*
- 7:00-11:00pm LFCAA Mardi Gras Celebration @ House of Blue’s

Wednesday – Feb 23rd

Hotel meeting room – Riverview

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