



Hotel Monteleone  
214 Royal St, New Orleans, LA 70130

## Class Group 7

### Session 2 Agenda:

February 21-23, 2022 – New Orleans, LA

#### Monday – Feb 21<sup>st</sup>

##### Hotel meeting room – Riverview

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

#### Tuesday – Feb 22<sup>nd</sup>

##### Hotel meeting room – Riverview

- |              |   |                                 |
|--------------|---|---------------------------------|
| 8:00am       | Depart Monteleone for Auction (1-hour drive)  |                                 |
| 9-11:30am    | Louisiana 1 <sup>st</sup> 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  | Glenda Gudiel, 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   |                                 |
| 6:50pm       | Meet in lobby for group depart for LFCAA Mardi Gras Celebration – walk on own if desire |                                 |
| 7:00-11:00pm | LFCAA Mardi Gras Celebration @ House of Blue’s  |                                 |

#### Wednesday – Feb 23<sup>rd</sup>

##### Hotel meeting room – Riverview

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|--------------|------------------------------------|---------------------------------|
| 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                        |                                 |