

Class Group 7

Session 4 Detailed Agenda:

July 18-21, 2022 – Spokane, WA

Monday – July 18th

- 2-4pm TESTING – IARA CAR Certification Room: Kalispel Ballroom
- 6:30pm Welcome Reception & Dinner **CASINO room: "The Loft"**
- 7:45pm Opening session w/ AA Alumni & DAA Northwest Auction guests

Tuesday – July 19th Meeting Room: Kalispel Ballroom



- 7:45-8am (15 min) Morning Conversation *Pierre Pons, Penny Wanna, Charlie Vogelheim, Auction Academy*
- 8-9am (60 min) Detailing, Shops & CR Q/A *Len Roll, DAA Northwest*
- 9am (15 min) Break
- 9:15-10:00am (45 min) Special Events, Marketing & Promotions *Kaylen Bucher, Marketing Manager & Mitzi VanVoorhis, VP of Marketing*
- 10:00am (15 min) Break
- 10:15-11:30am (75 min) Human Resources *Ashleigh Mathews, VP of Human Resources*
- 11:30am (90 min) Lunch – Studio E of the "Epic Restaurant" located in the Casino
- 12:45pm (90 min) Depart Hotel for DAA Northwest (meet in hotel lobby)
Auction Tour – Lead by: **Collin, GM (Red team w/ Pierre)** *Garreth, Recon Mgr. (Green team w/ Penny)*
Dave P, COO (Blue team w/ Charlie) *Mike S., Outside Ops Mgr. (Yellow team w/ Jiles)*
- 2:30pm-return to hotel
- 3-3:40pm (40 min) NextGear Capital *Sandy Moon, AVP Client Experience*
- 3:45-4:45pm (60 min) Auction Edge *Dan Diedrich, CEO*
- 5:00pm END Session
- 6:00pm Depart Hotel for Dinner Event (meet in hotel lobby)
- 6:30pm BBQ at Bob & Sandy McConkey's home --- McConkey Residence

Wednesday – July 20th Meeting Room: Kalispel Ballroom

- 8-9:15am TESTING – IARA CAR Certification Room: Kalispel Ballroom
- 9:30am Depart hotel for DAA Northwest (meet in hotel lobby)
10am Auction Sale
11am (suggested) Lunch at Auction – tickets provided by DAA Northwest
12:00pm Final Depart DAA Northwest, returning to the Hotel (meet in auction lobby)
- 12:30pm **AA Conversation/Whats Next** *Penny Wanna, Auction Academy*
- 12:45-1:45pm (60 min) Manheim Express *Ben Caffee, AVP Digital Service*
- 2-5pm (180 min) Leadership styles *Dr. Shann Ferch, Gonzaga University*
3:45pm Pre-Concert tapas
- 6:30pm Depart hotel for Rock & Roll Concert... featuring Sammy Hagar

Thursday – July 21st

Depart Spokane