

Baltimore Marriott Inner Harbor at Camden Yards  
110 South Eutaw Street, Baltimore, MD 21202

## Class Group 7

### Session 5 Agenda:

October 10-12, 2022 – Baltimore, MD

### Monday – Oct 10<sup>th</sup>

**3pm-5pm**

6-6:30pm

6:30-7:30pm

7:30-9pm

**TESTING - IARA CAR Certification** **Camden Room, 2<sup>nd</sup> floor**

Welcome Reception & Dinner **University Ballroom, 1<sup>st</sup> floor**

Buffet dinner

Opening session w/ speakers:

- Auction Academy Alumni
- AVIS
- Tricia Heon, NAAA

### Tuesday – Oct 11<sup>th</sup>

**7-8:00am**

**Buffet Breakfast** –room **Stadium 5**

*Class session will be held in meeting room **Stadium 1-4***

8:00am – 5:00pm

NADA Training @ hotel

**Michael Hayes, Associate Director | Academy**  
**National Automobile Dealers Association**

9:30am Break

10:45am Break

12pm Lunch **- Stadium 5**

2:45pm Break

4pm Break

**5:45pm**

**Depart hotel for The Center Club**

6:00-8:30pm

Dinner at “The Center Club” – hosted by the Nichols Family, Bel Air Auto Auction  
➤ **Business attire/Sport Coat required – no jeans or shorts**

**8:35pm**

**Depart hotel for Hotel**

### Wednesday – Oct 12<sup>th</sup>

**CHECK-OUT OF HOTEL**, WE WILL NOT BE RETURNING – Airport drop-offs will be directly from Bel Air AA

**6:30-7:45am**

**Buffet Breakfast** –room **Stadium 5**



**8:00am**

**Depart hotel for Bel Air AA (meet in hotel lobby w/ luggage)**

Bring your vest

➤ Marriott to Bel Air AA – est. 35 min.

9-10:30am (90 min):

Auction Introduction and Facility Tour

**Nichols family & Executive Team**

10:35am-12:35pm (120 min):

Diversity & Inclusion

**Dr. Brittany Boone, Ph.D.**

**12:35-1:25pm:**

**Lunch @ auction**

1:35pm (30 min):

*Deal Shield*

**Matt Belcher, Director, Business Operations**

2:10pm (30 min):

Smart Auction

**Kevin Valimont, Director of Remarketing Services**  
**Rob Philpot, Senior Account Manager of Remarketing Services**

2:45pm (30 min):

Holman (formerly ARI)

**Jim Jackson, North America- Remarketing Manager**

3:15pm (15 min):

Wrap-up / end session.

3:30pm

Transportation to BWI – est. 41 min.