

# Class Group 8

## Session 3 Agenda:

February 21-23, 2024, Dallas, TX

### Wednesday – Feb 21<sup>st</sup>

Hotel meeting room **Central America**

6:30pm	Welcome Reception & Dinner
7:15-8pm	Buffet dinner
8pm	Opening session w/ <b>Mike Jones, Smart Auction &amp; AA Alumni; Robert Kersh C7 &amp; Mere Rangel C6</b>

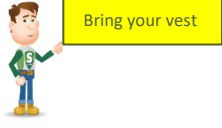
### Thursday – Feb 22<sup>nd</sup>

Hotel meeting room **Gateway Ballroom**

<b>7-8:00am</b>	<b>Buffet Breakfast</b> – meeting room <b>AFRICA</b>
8:00-8:45am (45-min)	Where do Cars Come from <span style="float:right">Pierre Pons, Auction Academy</span>
<b>8:45-8:55am (10-min)</b>	<b>Break</b>
8:55am-9:25am (30-min)	Liquid Motors <span style="float:right">Kelly McAllister, President</span>
9:25-9:55am (30-min)	United Auto Credit <span style="float:right">Scott Mousaw, VP of Remarketing &amp; Recovery</span>
9:55-10:25am (30-min)	Exeter Finance <span style="float:right">Brent Huisman, SVP Asset Remarketing &amp; Repo</span>
<b>10:25-10:35am (10-min)*</b>	<b>Break</b>
10:35-11:05am (30-min)	Harley-Davidson Financial Svcs. <span style="float:right">Dave Woods, Loss Mitigation–National Auction Sales Mgr.</span>
11:05-11:35am (30-min)	Caprock Auto Remarketing <span style="float:right">Mark Lindenmuth, Asset Manager</span>
<b>11:35-11:45am (10-min)</b>	<b>Break</b>
11:45-12:15pm (30-min)	Toyota Financial Services <span style="float:right">Jordan Baldwin, Private Label Remarketing Manager</span>
12:15-12:30pm (15-min)	Wrap-up

**12:30-1:30pm (1-hr)** Lunch at hotel – meeting room **AFRICA**

**1:30pm: Begin to gather at hotel entrance for 1:45pm departure**


1:45pm	 Depart for Metro AA of Dallas (est. drive time 30-min) <b>**Will not return to hotel after auction tour</b>
2:15-4:15pm	Arrive & get settled <b>Meet/Greet/QA with:</b> -Scott Stalder, GM <span style="float:right">-Rob Gorman, Controller (C6 Alumni)</span> -Mike White, FL Mgr. (C8) <span style="float:right">-Bill Westlake, Director-National Accounts</span> <b>Tour facility</b>
4:15pm	Depart Auction to Trident for evening event <b>**Will not return to hotel</b>
5-9:30pm	Dinner Outing at Trident Response Group’s <b>“ENTERTAINMENT”</b>

### Friday – Feb 23<sup>rd</sup>

Hotel meeting room **Gateway Ballroom**

**6:00am** To-Go breakfast items avail & luggage storage in meeting room

**6:45am: Begin to gather at hotel entrance for 7am departure**

7:00am	 Depart for Automobile Transportation by Rail - UP (Union Pacific) Auto Facility (est. drive time 40-min)
8-9:30am	Rail yard tour with: <i>Jeff Grandstaff – President, Gold Star Resources, LLC</i> <i>Shawn Cook – Union Pacific, to lead facility tour</i>

**9:30am** Depart for Hotel

10:45-12pm (75-min)	Conversation Based Selling Part 1 <span style="float:right">David Walsh, Training Svcs Inc.</span>
<b>12-12:30pm</b>	<b>working lunch</b>
12:30-1:45 (75-min)	Conversation Based Selling Part 2 <span style="float:right">David Walsh, Training Svcs Inc</span>
1:45-2pm (15-min)	Wrap Up/End Session.