Auction Academy SM
Enhancing the Expertise of the Auction Industry

**Hilton Franklin Cool Springs**
601 Corporate Centre Drive, Franklin TN 37067

# Class Group 10

## Session 1 Detailed Agenda: February 25-27, 2027, Nashville, TN

### Thurs. – Feb 25th

**Pre-Academy Field Trip**

***Advance sign-up required:***

| | |
|---|---|
| ***11:30am*** | ***Depart Hotel for Nissan Tour*** |
| ***12:45pm*** | ***"Check-in" @ Nissan*** |
| ***1:00pm*** | ***Nissan Manufacturing Plant Tour*** |
| ***2:15pm*** | ***Depart Nissan for Hotel*** |

5:00-6:00pm Welcome Reception & Social Hour w/ Auction Edge – @ AE Corporate Offices

***Rivers Ballroom - back at hotel***

6:30pm Introductions w/ **Pierre Pons, Penny Wanna, Jiles Wanna, Ray Wanna, Charlie Vogelheim**
7-7:45pm Buffet Dinner
7:45pm Opening session
- **Pierre Pons, *Auction Academy***
- ***Mark Coleman, CAR, ARA Executive Director / ARA - CAR & ACT Certification Intro***
- **David Andrews, *Dealers Auto Auction Group***

### Fri. – Feb 26th

***Meridian A/B meeting room***

Breakfast on your own
7:45am Meet in hotel lobby
8:00am Transportation to Manheim's Nashville Auto Auction *(departing from hotel lobby)*
8:45-11:30am **Tour and meetings with key Manheim Nashville Departments**
*(Comfortable, closed-toe shoes are recommended)*
11:30am Depart for Hilton Hotel
12:00-1:15pm Lunch ***(Harpeth)*** & Student headshots ***(Cumberland)***
1:15-1:30pm Session begins – Group photo
1:30-1:40pm *(10-min)* Opening Remarks — **Penny Wanna, *Auction Academy***
1:40-2:30pm *(50-min)* Workplace Culture Prt. 1 — **Eric Stevens, *Littler Labor & Employment Law Solutions***
2:30-2:45pm Break
2:45-4:45pm *(120-min)* Workplace Culture Prt. 2 — **Eric Stevens, *Littler Labor & Employment Law Solutions***
4:45-5:00pm *(15-min)* Day 1 Wrap Up — **Charlie Vogelheim, *Auction Academy***
6:00-8:30pm Dinner event "***CAR BARN***" at Neveah Farm - home of ***Willis & Joyce Johnson; Founder of Copart***
-Bus departs at 5:45

### Sat. – Feb 27th

***Meridian A/B meeting room***

7:45am Breakfast Buffett open
8:00am Session Begins/Opening Remarks - ***Working Breakfast***
8:10-8:45am *(35-min)* A.I. Intro — **Charlie Vogelheim, *Auction Academy***
8:45-9:45am *(60-min)* Industry 101 — **Pierre Pons, *Auction Academy***
9:45-10:05am *(20-min)* Break & *check out of hotel room*
10:05-10:45am *(40-min)* Reconditioning — ***Becky Anderson CAR, CARS Recon***
10:45-10:55am *(10-min)* Break
10:55-11:35am *(40-min)* The "COX Family Tree" — **Jeremy Robb, *Lead Economist for Manheim***
11:35-12:15pm *(40-min)* Auction Academy Syllabus Part 2 — **Penny Wanna, CAR *Auction Academy***
Day 2 Wrap Up – What's Next

*Dress is business casual for all class events except casual for evenings.* *11.2.26*