

Time (CST)	Session	Speaker(s)	Session Description
9am - 9:40am	Morning Bites	Paul Seger	<i>Enjoy your morning danish* and coffee as Paul Seger welcomes you to IARA's Virtual Conference. Receive instructions about navigating the site throughout the day to maximize your experience and discover what's happening behind the scenes with IARA.</i>
9:45am - 10:45am	Where Do We Go From Here?	Moderator: Scott Kolb; Panelists: Darrin Aiken (Wheels), Melanie Glaze (Uhaul), Patrick Huibers (Honda Canada), Brent Huisman (Exeter), Layne Weber (Avis)	<i>Hear from a group of leading consignors representing various segments on how they are responding to the "new normal" and changes in the wholesale markets.</i>
10:50am - 11:30	2020 Dealer Insights	Moderator: Steve Jordan (NIADA); Panelists: TBD	<i>Steve Jordan speaks with a panel of dealers to gain their perspectives on what's ahead and how they are adapting to industry changes.</i>
11:30am - 1:00pm	Lunch & Learn: Back into the Funnel	Melinda Zabritski, Senior Director EXPERIAN	<i>Grab your lunch and hurry back: In this session, Melinda will examine several key areas of the automotive finance market and discuss how these trends will impact remarketing professionals. We've seen leasing become a viable option for car shoppers. In fact, the percentage of new vehicles that are leased has hovered around 30% for several years. Now many of these leases are set to expire and re-enter the market. More recently, the trend has significantly impacted the used-vehicle market. What does this mean for remarketing professionals?</i>
1:15pm - 2pm	Simultaneous Webinars: Titling, Logistics and Repossession	<u>Logistics:</u> Sean Cabin (RCG), Dan Kennedy (Jack Cooper), Adam Laura (Acertus) <u>Repossessions:</u> Paul Marquez (Servicing Solutions), Jessie Herdrich (PAR) <u>Titling:</u> Stacey White (PAR)	<i>Choose your preferred topic and participate in one of these virtual chat rooms. Hear from subject matter experts on challenges and resources in today's environment and share in interactive dialogue among the group.</i>
2:00pm - 2:50pm	The New Business Dynamic of Physical Auctions	Moderator: Charlie Vogelheim; Panelists: Patrick Brennan (Manheim), John Hammer (Adesa), Lynn Weaver (IAG)	<i>Charlie Vogelheim discusses the impact of Covid-19 with leaders from the various auction chains. Discover what they encountered, learned and how they have changed their business model to adapt to "the new normal".</i>
3:00pm - 4:00pm	The Double Win	Blake Stratton, Michael Hyatt & Co.	<i>In this signature talk from Michael Hyatt & Co., you will learn the 4-Step System for growing your business while working less. This model is the driving force behind the success of our company and our clients. Following this process has resulted in clients growing their business an average of 67% in their first year, while cutting an average of 11 hours from their work week, and helped their companies thrive in the midst of the COVID-19 pandemic. We've compressed and customized this message to equip you to start winning at work and succeeding at life.</i>
4:00pm - 4:30pm	Wrap-up and Wine	Paul Seger	<i>Grab your wine* and join us as Paul provides a wrap-up for the day, overview of what's to come and a toast to a successful finish to 2020!</i>

* Part of the IARA Virtual Conference Kit - awarded to the first 200 registrants.