

THE AADA NATIONAL DEALER CONVENTION & EXPO 2018 PROGRAM

MONDAY 3RD SEPTEMBER: PRE-CONVENTION DAY

AADA SPINCAR PRE-CONVENTION LIFESTYLE SESSIONS

6.00AM-11.00AM The AADA SpinCar Deep Sea Fishing Adventure
Mariners Cove Marina, Gold Coast, Queensland

7.00AM-1.00PM The AADA SpinCar Golf Day
The Glades, Gold Coast, Queensland

3.30PM-5.00PM THE AADA PRE-CONVENTION PRESENTATION:

AADA CENTRAL "A Global Perspective on the Future of the Franchised Auto Dealer"
Charlie Vogelheim, The Car Guy, San Francisco, USA
Wes Lutz, 2018 Chairman, NADA
Shen Jinjun, Executive Chairman, CADA
Dale McCauley, Partner, Deloitte Motor Industry Services
James Goodwin, CEO, ANCAP
David Blackhall, CEO, AADA
Glenn Mercer, Automotive Advisory, Cleveland, Ohio, USA
Charles Mills, Director, ROAR

TUESDAY 4TH SEPTEMBER: CONVENTION DAY 1

7.00AM-8.30AM THE AADA AUTO-IT OPENING BREAKFAST:

AADA CENTRAL "Mobility Is & Always Will Be the Dealer's Business"
Charles Mills, Director, ROAR

9.00AM-12.00PM THE AADA MACQUARIE GENERAL SESSION:

AADA CENTRAL "DEVELOPING PROSPERITY"
Anjali Rao, AADA Convention Host
The Hon. Dr. Andrew Leigh MP, Shadow Assistant Treasurer
Evan Tsirogiannis, VP, Franchise Development & Regional Operations, TMCA
Terry Keating, Chairman, AADA
David Blackhall, CEO, AADA
"THE DEALERSHIP OF TOMORROW"
Glenn Mercer, Automotive Advisory, Cleveland, Ohio, USA
AGM
Vinesh George, Company Secretary, AADA

12.30PM-1.30PM THE AADA PENTANA SOLUTIONS EXPO LUNCHEON
AADA EXPO LOUNGE

TUESDAY 4TH SEPTEMBER: CONVENTION DAY 1 (CONT.)

1.30PM-2.30PM AADA WORKSHOP PROGRAM TRACK 1: "OPERATIONAL DISRUPTION"

LVL 1 MEETING ROOM 5 "Drive Sustainable F&I Growth in a Regulated Market"
Russell Bryant, National Manager Strategy & Transformation, Macquarie Leasing

LVL 1 MEETING ROOM 6 "Your People, Your Profit"
Randall Bryson & Matthew Cutt, Partners, BDO

LVL 1 MEETING ROOM 8 "Fraud In and Outside Your Dealership"
Grant Cameron, Director, Deloitte Motor Industry Services

2.30PM-3.30PM AADA WORKSHOP PROGRAM TRACK 2: "BUSINESS DISRUPTION"

LVL 1 MEETING ROOM 5 "Transforming Automotive Retail - The Future is Now"
Karen Spear, Director, Deloitte Motor Industry Services

LVL 1 MEETING ROOM 6 "Turning Disruption into Opportunity"
Craig Rowney & Ian McLean,
Performance Consulting Manager & General Manager, Op2ma Pty. Ltd.

LVL 1 MEETING ROOM 7 "SsangYong Australia Business Presentation"
Dan Rim, Executive Director, Export, SsangYong
Tim Smith, Managing Director, SsangYong Australia

LVL 1 MEETING ROOM 8 "Navigating Traps & Tricks of Warranty Reimbursement"
Alan Bergman, CEO, Star Automotive

4.00PM-5.30PM THE AADA COX AUTOMOTIVE KEYNOTE ADDRESS:

AADA CENTRAL "Franchise Advocacy"
Wes Lutz, 2018 Chairman, NADA
"Developing Prosperity"
The Hon. Michael McCormack MP, Deputy Prime Minister of Australia

5.30PM-6.30PM THE AADA FUCHS LUBRICANTS NETWORKING EVENT

AADA EXPO LOUNGE

7.00PM-8.30PM TUESDAY TEAM EVENTS:

LVL 1 MEETING ROOM 5 "7 Digital Tools That Sales People Must Use & How to Use Them"
David Kain, Director, Kain Automotive

LVL 1 MEETING ROOM 7 "Hacking Your Service Department"
Scott Stein, CEO, The Learning Difference

WEDNESDAY 5TH SEPTEMBER: CONVENTION DAY 2

7.00AM-8.30AM THE AADA MOTORONE BUSINESS BREAKFAST:

AADA CENTRAL "Determination"
Anna Meares, Australian Olympic Champion

WEDNESDAY 5TH SEPTEMBER: CONVENTION DAY 2 (CONT.)

9.00AM-10.00AM AADA WORKSHOP PROGRAM TRACK 3: "MANAGING PROSPERITY"

LVL 1 MEETING ROOM 5 "Listening is the Key to True Connection"
Lisa Fogarty, Founder & Director, Performance Circle

LVL 1 MEETING ROOM 6 "How Your Dealership CFO Can Reduce Your HR Costs"
Sharon Pask, Director, RemiPeople

LVL 1 MEETING ROOM 8 "How Do I Make My Used Car Department My Most Profitable"
Ian Parker, CEO, IPMG

10.00AM-11.30AM AADA WORKSHOP PROGRAM TRACK 4: "MARKETING PROSPERITY"

LVL 1 MEETING ROOM 5 "The Autonomous Customer"
Alex Heat, Industry Manager Automotive, Google

LVL 1 MEETING ROOM 6 "The Modern Consumer: Informed and Impatient"
Kane Hocking, General Manager Commercial, carsales

LVL 1 MEETING ROOM 7 "Winning Your PMA on Mobile. Learn How to Drive Dealership Success Using Facebook, Instagram & Messenger"
Joe Perkins & Gemma Faye-Hernandez, Facebook

LVL 1 MEETING ROOM 8 "Shifting gears: How to Grow and Adapt Your Dealership in the Age of Disruption"
Michael Cirillo, On behalf of Gumtree

12.00PM-1.30PM THE AADA CARSALES LUNCHEON

AADA CENTRAL "Talking Prosperity with Kochie"
David Koch, Host, Sunrise

2.00PM-3.00PM THE AADA J.D. POWER FEATURE SESSION:

LVL 1 MEETING ROOMS 5 & 6 "Automotive Disruption, Implications for Auto Dealers"
Darren Slind & Bruce Chellingworth, Vice President South East Asia, ASEAN & Oceania, and Director & Country Manager, Australia, J.D. Power

3.30PM-4.50PM AADA SPECIAL PRESENTATION - REAL LIFE CASE STUDIES:

AADA CENTRAL "Take the Proven Path to Sales & Profit. A How to Workshop in Digital"
David Kain, Director, Kain Automotive
Karthik Lakshminarayanan, Director Product Management, Google
Paul Balbo, Client Partner, Facebook

5.00PM-6.00PM THE AADA FUCHS LUBRICANTS NETWORKING EVENT

AADA EXPO LOUNGE

EXPO HOURS: TUESDAY 4TH SEPTEMBER: 6.30AM TO 6.30PM | DRESS BUSINESS CODE: CASUAL
WEDNESDAY 5TH SEPTEMBER: 6.30AM TO 6.30PM