

2017 AADA National Dealer Convention & Expo Program

TUESDAY 19 SEPTEMBER

- 7:00AM **AADA AUTO-IT OPENING BREAKFAST**
ROD SIMS, ACCC Chairman
AADA Central
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- 9:30AM **AADA GENERAL SESSION & AGM**
AADA Central
- Welcome**
AADA Advocacy
David Blackhall, AADA CEO
- Opening Keynote Speaker**
The Hon. Paul Fletcher MP, Minister For Urban Infrastructure
- AADA Chairman's Address**
Terry Keating, AADA Chairman
- Australian Motor Dealer Council**
Doug Dickson, AMDC Independent Chairman
- Conduct in Adapting to Regulatory Change**
Philip Hardy, Partner Deloitte Motor Industry Services
- Franchising Code - Shifting The Power Balance**
Evan Stents, Lead Partner Automotive HWL Ebsworth Lawyers
- AADA Annual General Meeting**
Vinesh George, AADA Secretary & AADA Board of Directors
-
- 12:30PM **AADA PENTANA SOLUTIONS EXPO LUNCHEON**
AADA Expo Lounge
-
- 2:00PM **AADA BUSINESS PROGRAM**
TRACK 1: DRIVE TRAIN
Running concurrently
- Buy, Divest, Opportunity**
Mark Ward & Randall Bryson - Laurie Sutton Room
- Using Social Media For Recruitment & Retention**
Alec Bashinsky - George Altomonte Room
- Aftersales Departments Of The Future**
Stephen Timperley - Peter Warren Room
- Building Trust, Power And Responsibility**
Marta Ganko - Micheal Tynan Room
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- 4:00PM **AADA KEYNOTE ADDRESS**
THE HON. PETER COSTELLO AC
AADA Central

TUESDAY 19 SEPTEMBER CONT.

- to follow... **AADA FUCHS LUBRICANTS**
NETWORKING EVENT
AADA Expo
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- 7:30PM **AADA TUESDAY TEAM EVENTS**
TRACK 2: ENGINE
Running concurrently
- How To Sell 20 Cars A Month On Less Than 10 Quality Conversations A Day**
Tom Stuker - Laurie Sutton Room
- Enhancing Service Sales & Retention Through Engagement**
David Martin - George Altomonte Room
- Close Them On The First Visit**
George Dans - Peter Warren Room
- Service Powers Success: Tactics For Creating Happy Customers That Drive Business Growth**
Tully Williams - Michael Tynan Room
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- 9:00PM **AADA TUESDAY TEAM EVENTS**
TRACK 2: ENGINE (REPEAT)
Running concurrently

WEDNESDAY 20 SEPTEMBER

- 7:00AM **AADA MOTORONE BUSINESS BREAKFAST**
STEVE SAMMARTINO, Business Technologist
AADA Central
-
- 9:00AM **AADA BUSINESS PROGRAM**
TRACK 3: FUEL CELL
Running concurrently
- Drive Post-Sale Revenue At Every Customer Touch Point**
Paula Tompkins - Laurie Sutton Room
- Turn Your Sales Team Into Selling Superstars**
Dave Benson - George Altomonte Room
- Hiring To Attract Women. It's Smarter, Fairer And Automated**
Yvonne Bowyer - Peter Warren Room
- Decisions Using Data At Your Dealership**
Kane Hocking - Michael Tynan Room

WEDNESDAY 20 SEPTEMBER CONT.

- 11:00AM **GOOGLE DIGITAL EVENT**
Running concurrently
- Your Customers Are Deciding Online, How To Make Sure They Choose You**
Cathy Collins - Laurie Sutton Room
- Your Online Showroom, The Most Important Measure Of Your Future Success**
Dan Wheble - George Altomonte Room
- Advancing Strategies: How To Win With Video & How To Bring Customers Back In The Door**
Sally-Ann Nicholson - Peter Warren Room
- The Evolving Dealership Of The Future**
David Tully - Michael Tynan Room
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- 12:30PM **AADA CARSALES LUNCHEON**
DAVID THODEY AO, Former CEO Telstra
AADA Central
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- 2:00PM **GOOGLE DIGITAL EVENT (REPEAT)**
Running concurrently
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- 3:30PM **AADA SUPER SESSION**
JARED HAMILTON, Founder, DrivingSales Inc
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- to follow... **AADA ALLIANZ "A" PARTY**
ELLA HOOPER

EXPO HOURS Tuesday 19 September: 6:30am - 10:00pm
Wednesday 20 September: 6:30am - 5:00pm

DRESS CODE: BUSINESS CASUAL

Convention Manager

Shelly Scott
Phone: 03 9576 9944
Email: shelly@adaconvention.com.au

Expo Enquiries:

Geoff Vine
Phone: 03 9576 9944
Email: geoff@adaconvention.com.au