



Enhancing the Expertise of the Auction Industry

The Top-Level Training and Development Experience for Auto Auction Industry Professionals

Auction AcademySM is a continuing education program developed by TPC Management Company (TPC) for professionals in the auto auction industry. Auction Academy prides itself on industry innovation by actively experimenting with new educational models, industry programs and technologies. **Auction Academy** provides training and development experience, structured like an Executive MBA program. With faculty drawn from expert practitioners around the country, **Auction Academy's** programs are designed to enhance essential skill sets, promote best practices and yield better auction performance.

Auction Academy Program Offerings

ACADEMY CLASSES

2-year Class Group Enrollment Opportunities are listed at: AuctionAcademy.net



Auction Academy Class Groups (2-Year Program)

Auction Academy's 2-year Class Group Program provides classroom instructed settings with a class size between 15-20 students. Sessions are conducted at various locations around the country, once per quarter over a 2-year period (8 session's total). This 2-year program is open to and designed for auction personnel currently in or on a path to a leadership position. Members of this Class Group Program will gather with Academy staff, sponsors and industry leaders for in-class lectures, panel discussions, hands-on instruction, auction and/or vendor site visits. Each of the 8 sessions are 2.5 days in length with alternating day of week sequences (ex.: M-W or TH-S). This program requires a 2-year commitment; a Certificate of Graduation is presented during the final session.

2-YEAR PROGRAM CURRICULUM HIGHLIGHTS

Auction Site Visits	Insurance
Detail/Body/Mechanic Shops Management	Client Account Management • National Accounts • Dealer Sales
Auction Facility & Design	Online Sale Portals
Human Resources	Vendor Management
Business Office Operations	Safety Programs
Marketing & Advertising	Industry Compliance
Financial Analysis	Conflict Resolution
Computer Systems	Disaster Resumption Planning
Social Media	Succession Planning



ACADEMY SEMINARS

Seminar Topics & Dates can be found at: AuctionAcademy.net

Auction Academy Seminar Series (1-Day/24-Hour Session)

Different from our two-year program, the *Seminar Series* offers one-day intensive sessions, with in-depth focus on a specific topic or functional area. These sessions have become increasingly popular as we only target the most important aspects of the auction industry with usable hands-on information and applications. Seminars are offered "a la carte," once per quarter, and hosted in Franklin, TN. A Certificate of Participation is conferred at the end of the course.

Seminar topics include, but are not limited to:

- Dealer Sales
- Fleet Lease
- Compliance
- Digital Managers
- Leadership
- Condition Report Writing
- Operations
- Workplace Culture

Enrollment Forms are online at: AuctionAcademy.net



CAR Certified Automotive Remarketer

IARA CAR Proctorship is available by appointment during all Auction Academy sessions/events

Contact Penny Wanna for details on proctorship scheduling.

For more information, contact:

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