

AutoTeamAmerica

PRESENTS

9TH ANNUAL BUY/SELL SUMMIT & 28TH ANNUAL DEALER/CEO/CFO FORUM

MARCH 10, 2022 ♦ CAESARS PALACE, LAS VEGAS

BETTING ON THE FUTURE OF **AUTO RETAIL**

— BONUS WORKSHOP (OPTIONAL) **HOW TO BUY OR SELL A DEALERSHIP** —

9:00 - 11:00

ALAN HAIG
PRESIDENT, Haig Partners

BUYING A DEALERSHIP: Recommendations on how to develop a strategy, pursue opportunities, value dealerships, make offers and close deals.

SELLING A DEALERSHIP: Recommendations on how to prepare for a sale, create a marketing plan that balances objectives, negotiate offers, and avoid risks post-closing.

DEALER/CEO/CFO FORUM

11:30 - 12:30

MIKE MAROONE
CEO of Maroone USA. Formerly: President & COO - AutoNation, CEO - Maroone Automotive Group

DON REESE
PARTNER, Franchise Equity Partners, an Investment Firm for Auto Dealers. Formerly: CEO - DriveTime, COO - Sheehy Auto Stores, SVP - AutoNation, CFO - Maroone Automotive Group

HOW TO INVEST
IN AN ERA OF
RAPID CONSOLIDATION

12:30 - 1:30

ONSITE LUNCH

1:30 - 2:15

DAVID HULT
CEO, Asbury Automotive Group

ASBURY AUTOMOTIVE GROUP ACQUISITION STRATEGY: A discussion about how Asbury selects its acquisition opportunities, and its emphasis on integrating new personnel

2:15 - 2:30

BREAK

2:30 - 3:15

PAUL METREY
SR. VP, Regulatory Affairs, NADA

LEGISLATIVE &
REGULATORY UPDATE

3:15 - 4:15

JOHN MURPHY
MANAGING DIRECTOR and LEAD U.S. AUTOMOTIVE ANALYST, Bank of America

JONATHAN SMOKE
CHIEF ECONOMIST, Cox Automotive

INDUSTRY & ECONOMIC
OUTLOOK
Moderated by Jim Fitzpatrick,
Co-Founder and CEO, CBT News

COCKTAIL RECEPTION IMMEDIATELY FOLLOWING

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