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Welcome to the 2017 Automotive Fleet & Leasing Association’s (AFLA) Annual Corporate Fleet Conference at the M Resort & Spa Casino! Thank you for taking the time from your busy schedule to attend the premier fleet event of the year; I am confident you will find the conference extremely valuable.

AFLA is committed to delivering the very best in professional development for the fleet industry and this year’s theme, “Your Winning Hand: Align, Advance, Accelerate, Achieve,” pays homage to our location and reflects AFLA’s commitment to providing you with top-notch speakers and content; information you can use as you continue your individual paths to achieve excellence in our industry. You’ll gain many valuable insights from our speakers; insights designed to educate and inspire you.

My strong and unwavering thanks to all our sponsors for their support of AFLA. We truly would not be able to achieve all that we do throughout the year, if not for them. Their continued generous support has allowed us to expand our strategic initiatives; two key areas of development include our commitment to the global fleet manager with the creation of the new global fleet consortium and the ongoing development of a new educational resource. All of which allow us to fulfill AFLA’s mission to provide the advanced forum for corporate fleet professionals; a place to learn, to grow, and to network with industry leadership.

Finally, and importantly for this year, I want to thank and congratulate the Conference Task Force for their time, energy and expertise and the excellent job they have done in creating a program that is at once inspiring and innovative.

Thank you and enjoy the conference!

Michael Bieger
AFLA President
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Shelly Lofgren
Universal Hospital Services, Inc.

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American Red Cross

Drew McClelland
Volkswagen

Glen Villano
Merchants Fleet Management

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Evaluations

We value your feedback!
Conference evaluations will be available on your mobile app and via email after the conference.
AmeriFleet would like to welcome all of the attendees to the 2017 AFLA Conference. Here’s hoping everyone has a fun, fulfilling and productive few days, and safe travels to and from beautiful Las Vegas, Nevada. Enjoy!

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NETWORKING ACTIVITIES

SUNDAY, SEPTEMBER 17, 6:00PM – 7:00PM, HOSTILE GRAPE

Women in Fleet Management Reception
WIFM invites all attendees to kick off your AFLA networking during this reception in the modern and exciting Hostile Grape Wine Bar. Founding Sponsors: LeasePlan USA, PARS, Inc. Annual Sponsors: ARI, Bridgestone, CEI Group, Element, iLendingDIRECT, Mazda, Merchants Fleet Management, Volkswagen

MONDAY, SEPTEMBER 18, 11:30AM-12:30PM, LUX

First Time Attendee/New Member Lunch
New AFLA members and first-time conference attendees will enjoy a casual lunch while meeting industry leaders and networking with AFLA board and committee members.

TUESDAY, SEPTEMBER 19, 12:30PM

Pete Z Memorial Golf Scramble  Sponsored by BRIDGESTONE
Shotgun start at the Revere Golf Club. Network with your peers while enjoying a casual round of golf. Round-trip transportation will be provided.

TUESDAY, SEPTEMBER 19, 12:30PM-4:30PM

Hoover Dam Tour  Sponsored by BRIDGESTONE
Enjoy an up close and personal tour of this man-made wonder of the modern world. Round-trip transportation is included.
TUESDAY, SEPTEMBER 19, 12:00 PM – 1:30PM, MODENA 1

**Best Practice Roundtable Discussions**

Dig into important topics for today’s corporate fleet manager in this collaborative, discussion-driven session. Potential topics include safety, RFPs, Fuel, Predictive Analytics, Mobility, Negligent Entrustment, Data Privacy, The Role of Procurement in Fleet Management and Telematics: How you use the data.

TUESDAY, SEPTEMBER 19, 12:30PM-4:30PM

**Pool Social**

Enjoy a lazy afternoon by the pool with your colleagues in the AFLA cabana with light refreshments.

TUESDAY, SEPTEMBER 19, 6:30PM-9:30PM

**Networking Dinner and Reception - M Resort & Spa Pool**

Join AFLA pool-side at the M and enjoy music, Cirque do Soleil style performers and delicious food while networking with the leaders of the fleet industry.

MONDAY, SEPTEMBER 18 AND TUESDAY, SEPTEMBER 19, 9:00PM-12:00AM

**After Glow Party**

*Monday night* Join your colleagues for casual networking time at LUX with beautiful views overlooking the Las Vegas strip.

*Tuesday night* Join your colleagues and continue the networking at either of the casino bars.
CONGRATULATIONS TO THE 2017 AFLA PRESIDENT’S AWARD WINNERS!

Mike Antich
Bobit Business Media

Patsy Brownson

Tony DiBrino
Pep Boys

Ken Johnson
Element Fleet Management

Paula Knox
Gulf States Toyota

Tina Kourakos
Subaru

Bob Martines
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SESSIONS AND SPEAKERS

SUNDAY, SEPTEMBER 17

4:30pm-6:00pm

Women in Fleet Management Session

*Outsmart Your Unconscious Bias* – Kathleen Nalty

Unconscious attitudes and beliefs are shaped by all kinds of influences – some of which we wouldn’t agree with or accept on a conscious level. The key is to learn how to recognize our own unconscious biases as well as practical ways to interrupt those biases so we can make better decisions and serve customers and clients more effectively.

MONDAY, SEPTEMBER 19

1:00pm-2:00pm

*Leadership* – Roxanne Emmerich

This session will discuss why almost every business is ‘dead wrong’ with their approach to motivating employees. Specifically, are your people bringing all their passion, commitment, skills and enthusiasm to the workplace every day? Do you need a way to bring together your fragmented teams to work for one larger vision? Are dysfunctional viruses such as whining, gossip and sabotage contaminating the spirit of winning you want to create?

2:00pm-3:00pm

*Deconstructing the Lease* – Shawn Halladay

Shawn Halladay will provide an in-depth look at trac leases from an economic, accounting and tax perspective, including the impact of the new lease accounting rules on trac leases. Learn the benefits and consequences of trac leases, how the trac lease compares to other sources of fleet financing, the trac variations, and the current and future trac marketplace.
3:15pm-4:15pm  
5 Trends of the Fleet Industry
An expert panel of speakers will address five current trends in the industry.
• Fuel – Bernie Kavanagh, WEX, Inc.
• Predictive Analytics – Paul Millington, Element Fleet Management
• Mobility – Mike Antich, Automotive Fleet Magazine
• Negligent Entrustment – Chris Stites, SambaSafety
• Data Privacy – Bill Powell, ARI

4:15pm-5:15pm  
The Connected Economy – Seth Mattison
A values shift in our culture has collided with rapid technological advancement to create one of the most transformative trends in modern society: the sharing economy. Seth Mattison will explore how new technology platforms transform who we trust, what we value and how we work. Attendees will learn the ways “The Sharing Economy” impacts who we trust, what we value and how we work.

Tuesday, September 19  
8:15am-9:15am  
Lease Accounting Standards – Shlomo Crandus & Brad Howatt
9:30am-10:30am  
**Talent Management** – Walter Bond  
Explore why retaining talent and creating achievable succession plans are vital parts of success in the business world. We will also share how to turn a group of individuals into a single high-performing unit. Walter will share stories, lessons and the type of motivation that sparks superstars.

10:30am-11:30am  
**Safety Best Practices** - Cindy Fraley-Hunter, Nikith Rajendran, Abe Stephenson, Janice Sutton  
This panel discussion will cover the topics of technology, Driver Behavior, Collision Rates, Data and Benchmarking, Measurement and Analytics, Role of Leasing Company, Role of Telematics, OEMs, and Preventive Maintenance/Field Inspections from a safety perspective.

**WEDNESDAY, SEPTEMBER 20**

8:30am-9:30am  
**Work Culture** – Larry Johnson  
This session will show the advantages and limitations of perks and benefits and share ways to build morale and increase excitement. Larry Johnson will use his down-to-earth, humor-packed delivery to increase productivity, spur innovation, enhance customer satisfaction and reduce employee turnover.

9:45am-10:45am  
**The Future of Mobility** – Lukas Neckermann  
This session will provide an overview of three key changes impacting the automotive industry, including the impact of urbanization and consequences for fleets. We will also provide an outlook on changes expected over the next 5-10 years impacting the industry.
MOBILE APP

AFLA is excited to offer a mobile event guide to attendees featuring speaker information, session schedules, an on-site map, a full attendee list, scavenger hunt and much more! Best of all, it’s accessible from all devices and native (no internet required)!

Update your personal profile with your LinkedIn profile by going to My Settings and logging in with the email address you used when registering for the conference. For best results, use Mozilla Firefox or Chrome browsers to link to your LinkedIn profile.

HOW TO GET THE APP?
Simply download the app on the device(s) you plan to use at the conference. Open the browser and go to afla.org/2017app or download the app from your app store!
Thousands of people have been forced to leave their flooded homes, losing everything they own—and the storm isn’t over yet. The American Red Cross is working around the clock to get help where it is needed most.

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WAYS TO GET INVOLVED

AFLA invites you to get involved year round by serving on one of our 8 standing task forces. If you are interested in joining any of these task forces, visit the AFLA Registration Desk to show your interested in getting involved.

**Commercial Fleet Manager Sounding Board**
Comprised of corporate fleet managers who serve as a resource for AFLA by providing guidance on initiatives, programs and member benefits.

**Communications**
Coordinates and develops the monthly eNewsletter, Fleet Insight, and acts as a central coordinating entity for all communication activities for the association.

**Conference**
Develops the networking and strategic-level programing and session at the Annual Conference.

**Education**
Develops year-round educational program, including webinars, whitepapers and other educational events.

**Globalization**
Facilitates dialogue and fosters relationships between multi-national companies and fleet associations.

**Membership**
Recruits new members and strengthens the value of member benefits for AFLA members.

**Sponsorship**
Recruits new annual and conference-specific sponsors to support the AFLA mission.

**Women in Fleet Management**
Provides resources for women fleet leaders that encourages personal and career fulfillment through mentoring, fleet expertise sharing, fleet and business community involvement and networking.
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**SCHEDULE AT A GLANCE**

**Sunday, September 17**
- 3:00 PM - 5:00 PM  
  Registration Open – Milan Foyer
- 4:30 PM - 6:00 PM  
  WIFM Session: Unconscious Bias – Milan Ballroom
- 6:00 PM - 7:00 PM  
  Women in Fleet Management Reception  
  – Hostile Grape

**Monday, September 18**
- Breakfast on your own
- 8:00 AM - 5:00 PM  
  Registration Open – Milan Foyer
- 8:00 AM - 12:00 PM  
  American Red Cross Blood Drive – Modena 1
- 11:30 AM - 12:30 PM  
  First Time Attendee/New Member Lunch - LUX
- 12:45 PM - 1:00 PM  
  President’s Welcome – Milan Ballroom
- 1:00 PM - 2:00 PM  
  Leadership - Roxanne Emmerich – Milan Ballroom
- 2:00 PM - 3:00 PM  
  Deconstructing the Lease – Shawn Halladay  
  – Milan Ballroom
- 3:00 PM - 3:15 PM  
  Break – Milan Foyer
- 3:15 PM - 4:15 PM  
  5 Trends of the Fleet Industry – Panel  
  – Milan Ballroom
- 4:15 PM - 5:15 PM  
  The Connected Economy - Seth Mattison  
  – Milan Ballroom
- 6:00 PM - 7:00 PM  
  President’s Reception – Villaggio Terrace
- 7:00 PM - 9:00 PM  
  Awards Dinner – Milan Ballroom

**Tuesday, September 19**
- 7:00 AM - 12:00 PM  
  Registration Open – Milan Foyer
- 7:30 AM - 8:15 AM  
  Breakfast – Villaggio Terrace
- 8:15 AM - 9:15 AM  
  Lease Accounting Standards – Panel  
  – Milan Ballroom
- 9:15 AM - 9:30 AM  
  Break – Milan Foyer
- 9:30 AM - 10:30 AM  
  Talent Management - Walter Bond – Milan Ballroom
- 10:30 AM - 11:30 AM  
  Boxed Lunch – Milan Foyer
- 11:30 AM - 12:00 PM  
  Best Practice Roundtable Discussions – Modena 1
- 12:00 PM - 5:30 PM  
  Pete Z Golf Scramble, Hoover Dam Tour,  
  Pool Social
- 6:30 PM - 9:00 PM  
  Networking Reception & Dinner – Pool Stage

**Wednesday, September 20**
- 7:30 AM - 11:30 AM  
  Information Desk Open – Milan Foyer
- 7:30 AM - 8:30 AM  
  Breakfast – Villaggio Terrace
- 8:30 AM - 9:30 AM  
  Work Culture - Larry Johnson – Milan Ballroom
- 9:30 AM - 9:45 AM  
  Break – Milan Foyer
- 9:45 AM - 10:45 AM  
  The Future of Mobility - Lukas Neckermann  
  – Milan Ballroom
- 10:45 AM - 11:00 AM  
  Closing Remarks – Milan Ballroom