
TOGETHER IN DALLAS WITH OUR
AUL AGENCY PARTNERS NOVEMBER
2ND - 4TH



THE WESTIN IRVING CONVENTION
CENTER AT LAS COLINAS



ONE PARTNER. A TOTAL SOLUTION.

TUESDAY, NOVEMBER 2ND 2021

6:00pm - 7:00pm

Welcome Reception

Join us for appetizers and cocktails at the Westin Irving Convention Center Hotel

Attire: Casual – Be comfortable, we know you traveled today.

WEDNESDAY, NOVEMBER 3RD 2021

8:00 am - 9:00 am

Breakfast- Located in AUL Meeting Room

9:00 am - 9:20 am

Welcome and Opening Message

Paul McCarthy, SVP - Agency and Dealer Sales

9:20 am - 9:30 am

Day of Review

Jacqueline Swank, Director of Marketing

9:30 am - 9:45 am

Get to Know the AUL Presentation Book

We will review the new "AUL Dealer Presentation book". This easy-to-use reference guide gives you comprehensive visibility into all AUL product offerings, eligibilities, value propositions and coverages.

Paul Leary, National Accounts Manager

9:45 am - 10:00 am

How to Win with AUL products

Paul McCarthy, SVP - Agency and Dealer Sales

15 Minute Break

10:15 am - 12:00pm

Deep Dive into AUL Winning Products

Learn the strengths of each product, how to position them and what their competitive advantages are. All attendees of this session will receive an easy-to-use product cheat sheet that we know you will find useful.

AUL Business Development Managers

12:00 pm - 1:00 pm Lunch

1:00 pm -1:30 pm **2021 Lender Opportunities**

The AUL Lender opportunities can be very meaningful. Bryan will update you on what's new and show you how to maximize these leads and opportunities.

[Bryan Nieves, VP of National Accounts](#)

1:30 pm - 2:00 pm **Car Capital – Drive that deal home**

With 100% automated instant approvals available to our dealer partners, Car Capital makes it possible for any driver regardless of credit history to feel confident in the ability to purchase a vehicle when entering the dealership. Partnering with AUL, Car Capital works with AUL's Agents to sign up new dealers, allowing Car Capital to grow and the Agent to gain access into new Dealerships or expand their current relationship with established Dealers.

[Eric Nordlund of Car Capital](#)

15 Minute Break

2:15 pm - 2:45 pm **You have an opportunity! What questions should you ask?**

Together let's learn some strategies for developing a winning presentation.

[AUL's BDM Team](#)

2:45 pm - 3:15 pm **Good news! Mr. Dealer wants to sign-up.**

Let's discuss the proper steps to successfully on-board your new important customer

[Autumn Cox, Account Executive](#)

[Yesenia Ochoa, Account Executive](#)

15 Minute Break

3:30 pm - 5:00 pm **I got the deal! What do I do now...**

You won the business! Now, let's discuss the tools available to successfully and efficiently manage the account. We will review the reporting available, activity for the dealerships, remitting, pass through reports, loss ratio and claims details.

[Autumn Cox, Account Executive](#)

[Yesenia Ochoa, Account Executive](#)

[Paul McCarthy, SVP - Agency and Dealer Sales](#)

Day-One Closing Words

[SVP of Dealer and Agency Sales, Paul McCarthy](#)

7:00 pm **Pappas Steakhouse**

Meet us at Pappas Steakhouse for a delicious meal. Pappas is 3 miles away.

10477 Lombardy Lane, Dallas, TX 75220

[Attire for the evening is casual](#)

THURSDAY, NOVEMBER 4TH 2021

- 8:00 am - 9:00 am **Breakfast in the AUL Meeting Room**
- 9:00 am - 9:30 am **Welcome Back! And Day One Recap**
Paul McCarthy, SVP - Agency and Dealer Sales
- 9:30 am - 10:00 am **A Tool for Retention! The AUL Visa® Reward**
Use the AUL Visa® card to incentivize your dealership personnel and sell more VSCs.
Rebecca Silvia, Profit Participation Manager
- 10:00 am - 10:30 am **AUL Marketing Update**
Let's talk about the AUL brand and how to use our tools to both support the sale and educate your dealers and contract holders. This will include AUL in the News, Collateral, Awards, our A+ Brand Reputation, Digital Tools and more....
Jacqueline Swank, Director of Marketing
- 10:30 am - 10:45 am **The AUL Claims Experience**
For over 30 years' AULs been known for our one-of-a-kind claims experience. We are excited to share with you some new capabilities like SMS texting and the easy-to-use AUL e-claims platform.
Paul McCarthy, SVP - Agency and Dealer Sales
Paul Leary, National Accounts Manager
- 10:45 pm - 11:30 pm **Profit Participation Programs Re-imagined**
Understanding which program is best for your dealer and how to make taxes and fees a thing of the past!
Rebecca Silvia, Profit Participation Manager
Guest Speaker, Keith Mahoney of Re Imagined
- 11:00 pm - 12:00 pm **How to Win Large Accounts**
Paul brings over 25 years of dealership management and F&I sales experience, giving him a full view and understanding of what matters most to dealerships. As SVP of Agency and Dealer Sales he will share with you his thoughts and tips on presenting and closing large dealership groups.
Paul McCarthy, SVP - Agency and Dealer Sales
- 12:00 pm - 1:00 pm **Wrap-up and Closing Lunch**

Thank you and travel safe!