

-20 **AFLA** 24-

ANNUAL CONFERENCE

SEPTEMBER

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Bridgestone

Tuesday Networking Reception:

Element Fleet Management

Daily Breaks:

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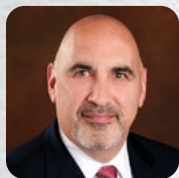
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Welcome to the 2024 Automotive Fleet and Leasing Association (AFLA) Annual Corporate Fleet Conference, Driving Spirit. It's my pleasure to welcome you all to San Antonio, and I look forward to connecting with you all over our next few days together. I'd like to recognize the tireless work of this year's Conference Chair, Karyna Zarate, and the full Conference Task Force, who worked diligently to build a comprehensive program highlighting important topics facing our continually changing and advancing industry.

I'd like to give a special thank you as well to our Annual Sponsors for your unwavering support that allows us to produce this conference as well as all the other programming and educational offerings AFLA puts forward throughout the year. I encourage everyone to stop by the different sponsor presences throughout this year's event, and make strong use of our mobile app to connect with our sponsors and other attendees. I'd also like to highlight our first-time attendees, and encourage everyone to give them a warm welcome. Finally, please be sure to stop by our Charity of the Year table to learn more about how you can support the wonderful work they do at The Hourglass Foundation.

Thank you and enjoy the conference!



Matthew Betz, Ore Creek Fleet
AFLA President

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Conference App
to stay up to date!**

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this code to get the app!**

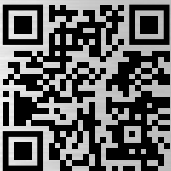




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Grab a barista-crafted coffee to keep your energy up from the Coffee Lounge.

Hours:

Monday, September 16: 2:45 – 3:45 PM

Tuesday, September 17: 8:00 – 10:00 AM

Wednesday, September 18: 8:00 – 10:00 AM

We make a great team.

GM Envolv is proud to sponsor the AFLA 2024 Corporate Fleet Conference. Through our ecosystem of comprehensive fleet management solutions, we're proud to build transparent and proactive relationships with fleet managers like you. So you can stay ready for what's next.



Outsmart Change.

Ready to drive your fleet forward?



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CONNECTION EVENTS

Hospitality Suites

Sunday, September 15, 6:00pm – 7:30pm

AFLA members and conference attendees will enjoy a casual evening of networking to kick off the conference.

Three separate suites sponsored by



President's & Awards Receptions

Monday, September 16, 6 – 7:00pm & 9 – 9:30pm

Start the evening's festivities with refreshments and passed hors d'oeuvres and return to celebrate this year's award recipients. Both events will be held in the Ballroom Driveway.

Sponsored by



Afterglow Networking

Monday, September 16 – Tuesday, September 17

At the conclusion of each day's program, cap off your day with Afterglow Networking in the lobby bar – a casual way to connect with colleagues.

Best Practice Roundtable Discussions

Tuesday, September 17, 12:00pm – 1:30pm

Join your colleagues for a deep dive into the topics shared throughout the conference.

The discussion will get started as we explore EVs and Fleet Policy Best Practices.

We encourage you to bring your questions to gain insight and resources from your peers.



CONNECTION EVENTS

Corporate Buyer Workshop

Sunday, September 15, 2:30pm – 4:30pm

This event is open to fleet managers only. Come with any issues, concerns, and insights you have with other fleet managers and leave with crucial solutions to help you succeed with your fleet.

Poolside Social

Tuesday, September 17, 12:00pm – 5:30pm, Resort Pool

Enjoy a fun afternoon by the pool with your colleagues.

Sponsored by



Golf Scramble

Tuesday, September 17, 12:00pm – 5:30pm, La Cantera Golf Course

Join your colleagues on the La Cantera Golf Course with natural water features, streams, live oak groves, limestone rock outcroppings, 75 dramatic white sand bunkers and breathtaking views of San Antonio. **Pre-Registration Required.**

Sponsored by



Serve San Antonio

Tuesday, September 17, 1:30pm – 4:00pm, San Antonio Food Bank

Give back to the local community while in San Antonio. AFLA will take volunteers to the San Antonio Food Bank to sort and pack food at their warehouse. Meet in the La Cantera lobby at 12:30pm to board the shuttle. **Pre-Registration Required.**

Networking Reception & Dinner

Tuesday, September 17, 6:00pm – 9:00pm

Dust off your cowboy boots and grab your best hat while we enjoy line-dancing lessons and delicious eats. Saddle up and join your friends for a more casual night of fun under the Texas sky.

Sponsored by





SESSIONS AND SPEAKERS

Monday, September 16

10:30am – 11:30am

Driving Spirit of Being Remarkable

Moderator: **Megan Mahon**, PTR Premier Truck Rental

Speakers: **Kim Davidson**, The Hourglass Foundation

Karla Jackson, Black Fleet Network

Laura Jozwiak, Wheels

This session aims to inspire attendees to take an active role in both their personal growth and the growth of those around them. By hearing from women who are making significant impacts, participants will leave with actionable insights and a renewed commitment to fostering an environment where everyone can thrive.

1:00pm – 2:00pm

Keynote | **David Horsager**

David Horsager is The Wall Street Journal best-selling author of *The Trust Edge* and the leading global expert in building high-trust leaders and organizations.

David has advised leaders and delivered lifechanging presentations on six continents, with audiences ranging everywhere from FedEx, Toyota, MIT and global governments to the New York Yankees and the Department of Homeland Security.



2:00pm – 3:00pm

Session | **How to Have Influential Communication**

Speakers: **Alison Betz, PhD, BCBA-D**, ABA Technologies, Inc

Katherine Vigneau, MBA, MDS, CAFM, Matrix Consulting Group

Effective business communication is a strategic imperative to fuel success in today's competitive landscape. This session will explore ways to develop authentic communication strategies, articulate vision with clarity and conviction, and elevate presentation abilities to meet the needs of diverse audiences. Participants will leave with valuable insights to implement immediately.

3:15pm – 4:15pm

Session | **Rise of AI and its Impact on Fleet**

Speakers: **Mike Branch**, Geotab

Gautam Kunapuli, Motive

The rapid evolution of Generative AI-powered tools and their influence on our professional lives will be comparable to the introduction of the Internet or smartphones. In the automotive industry and customer service realms, AI tools are quickly becoming game changers. To help navigate the brave new world, this session will examine Generative AI tools and discuss what fleet professionals will need to consider going forward.



SESSIONS AND SPEAKERS

4:15pm – 5:15pm

Session | **Technology: Tips, Tricks and Hacks**

Speakers: **Jordan Henry**, Element Fleet Management
Tim Mundahl, Merchants Fleet

The aim of the session is how little tips, tricks and ideas can be used by anyone to streamline, organize and automate various work tasks, highlighting a number of ideas throughout the session that can help attendees find immediate assistance in managing their workloads (or personal lives).

Tuesday, September 17

8:15am – 9:15am

Keynote | **Meridith Elliott Powell**

Meridith Elliott Powell is a top female Business Strategy Keynote Speaker who gets her audiences to do the impossible – take action, powering through today's uncertainty. Meridith's presentations are full of powerful content, highly interactive, and fun. She helps her clients learn the leadership development, sales and business growth strategies to turn uncertainty to competitive advantage.



9:30am – 10:30am

Session | **Working Together: Human Resources, Procurement, Finance and Fleet**

Moderator: **Jim Petrillo**, FUJIFILM Holdings America Corp.

Speakers: **Michael Bieger**, Fleet 360
Linda Ellis, UCB Pharma
Kimberly Fisher, NOV
Jim Spera, Holman

Whether you are a seasoned HR professional or new to fleet management, this session is designed to provide valuable insights, actionable strategies, and real-world examples of how working together has transformed fleet engagement strategies. Panelists will highlight different strategies used to connect with program partners and the importance of cultivating relationships for successful outcomes.

10:30am – 11:30am

Session | **EVs and Real-Life TCO**

Speaker: **Josh Green**, Inspiration Mobility

The wave of electric vehicles (EVs) coming into the market brings a new consideration to the procurement experience. New data about EVs specifically illustrate the importance of weighing cost of ownership with the total "cost" of owning an EV compared to an ICE vehicle.



SESSIONS AND SPEAKERS

Wednesday, September 18

8:30am – 9:30am

Keynote | *Jack Uldrich*

No one can predict the future; but Jack Uldrich can help you prepare for it. Jack Uldrich is a leading futurist, author, and speaker who helps organizations gain the critical foresight they need to create a successful future. His work is based on the transformational principles of unlearning – or freeing yourself from obsolete knowledge and assumptions – as a strategy to survive and thrive in an era of unparalleled change.



9:45am – 10:45am

Session | *Establishing or Refining a Fleet Program*

Moderator: **SuYvonne Bell**, Gilead Sciences

Speakers: **Dain Giesie**, Enterprise Mobility

Sara Sweeney, Wheels

Karyna Zarate, Inframark

Teaching fleet professionals how to create or improve a fleet program is an integral part of fleet management. In this session, we will showcase the different strategies used by fleet experts, to identify key components of a successful fleet program, understand the impact of the program on drivers, program partners, their organizations, and develop strategies for cultivating strong relationships with stakeholders. This session provides attendees with an opportunity to engage in spirited discussions about best practices for implementing similar programs and leaving with actionable takeaways to improve their own program.

10:45am – 11:45pm

Session | *Industry Update*

Moderator: **Suresh Rajapakse**, Wheels

Panelists: **Theresa Belding**, Exact Sciences

Sahar Burney, Element Fleet Management

Erin Gilchrist, IntelliShift

Lori Olson, Geotab

Peter Young, Ranger Design

One of the unique features of AFLA is that our membership represents every facet of the fleet industry. This session will tap into the wealth of knowledge within our association to give you insights into what is currently happening within the industry and a look into what the future holds.



2024 PRESIDENT'S AWARD WINNERS



Heidi DiAngelo
Ridecell



Laura Jozwiak
Wheels



Judie Nuskey
Advanced Driver Training Services



Peter Young
Ranger Design



AFLA HOTEL SHUTTLE SCHEDULE

Shuttle service to AFLA's official offsite hotels:
DoubleTree by Hilton San Antonio Southwest
SpringHill Suites San Antonio Northwest at The RIM



SHUTTLE LOOPING:

Sunday, September 15

1:00 pm - 11:30 pm

Monday, September 16

9:30 am - 12:30 pm & 5:00 pm - 11:30 pm

Tuesday, September 17

7:30 am - 1:00 pm & 4:00 pm - Midnight

Wednesday, September 18

7:30 am - 1:00 pm

Hotel shuttle available on demand during non-looping times.

Shuttle pick-up/drop-off is at the lobby of each property.



RESORT MAP



SAVE THE DATE!

2025 Canada Summit
 Hilton Mississauga/Meadowvale
February 14-15, 2024
 Mississauga, ON, Canada

2025 Annual Corporate Fleet Conference
 JW Marriott Marco Island Beach Resort
Sunday, September 14 – Wednesday, September 17, 2025
 Marco Island, FL, USA

2026 Annual Corporate Fleet Conference
 JW Marriott Las Vegas Resort & Spa
Sunday, September 27 – Wednesday, September 30, 2026
 Las Vegas, NV, USA

2027 Annual Corporate Fleet Conference
 Marriott Harbor Beach Resort & Spa
Sunday, September 19 – Wednesday, September 22, 2027
 Fort Lauderdale, FL, USA



SCHEDULE AT A GLANCE

Sunday, September 15

2:30 - 4:30 PM	Corporate Buyer Workshop
4:00 - 8:00 PM	Registration
6:00 - 7:30 PM	Hospitality Suites

Monday, September 16

8:00 - 5:00 PM	Registration
8:30 - 10:30 AM	Breakfast
10:30 - 11:30 AM	WIFM Session Driving Spirit of Being Remarkable
11:30 AM - 12:30 PM	Lunch
12:45 - 1:00 PM	President's Welcome
1:00 - 2:00 PM	Keynote David Horsager
2:00 - 3:00 PM	Session How to Have Influential Communication
3:00 - 3:15 PM	Break
3:15 - 4:15 PM	Session Rise of AI and its Impact on Fleet
4:15 - 5:15 PM	Session Technology: Tips, Tricks and Hacks
6:00 - 7:00 PM	President's Reception
7:00 - 9:00 PM	Dinner & Bobit Awards Presentation
9:00 - 9:30 PM	Awards Reception
9:30 PM	Afterglow Networking

Tuesday, September 17

7:00 - 12:00 PM	Registration
7:00 - 8:15 AM	Breakfast
8:15 - 9:15 AM	Keynote Meridith Elliott Powell
9:15 - 9:30 AM	Break
9:30 - 10:30 AM	Session Working Together: Human Resources, Procurement, Finance and Fleet
10:30 - 11:30 AM	Session EVs and Real-Life TCO
11:30 AM - 12:00 PM	Lunch
12:00 - 1:30 PM	Best Practice Roundtable Discussions
12:00 - 5:30 PM	Golf Scramble & Poolside Social
1:30 - 4:00 PM	Volunteer at San Antonio Food Bank
6:00 - 9:00 PM	Networking Reception & Dinner
9:00 PM	Afterglow Networking

Wednesday, September 18

7:30 - 11:00 AM	Information Desk
7:30 - 8:30 AM	Breakfast
8:30 - 9:30 AM	Keynote Jack Uldrich
9:30 - 9:45 AM	Break
9:45 - 10:45 AM	Session Establishing or Refining a Fleet Program
10:45 - 11:45 AM	Session State of the Industry
11:45 - 12:00 PM	Closing Remarks