

## 2025 Annual Convention Santa Ana, California Agenda

	Sunday, October 26, 2025
	ctivity: Disneyland – meet up for lunch at 1pm at Earl of Sandwich in Downtown ed tickets here: https://disneyevent.com/TM2J25C
, ,	Monday, October 27, 2025
8:30 am to Noon	DSAA Board Meeting – Santa Ana Room
3 pm – 6 pm	Registration – Foyer
3 pm – 3:30 pm	Exhibitor Orientation with Prince – Pacific Ballroom Laguna and La Jolla
3:30 pm – 6 pm	Exhibitor Set Up – Pacific Ballroom Laguna and La Jolla
6 pm – 6:30 pm	New Attendee Orientation – Pacific Ballroom Laguna and La Jolla
6:30 pm – 8 pm	Opening Reception with Exhibitors—Pacific Ballroom Laguna and La Jolla
	Tuesday, October 28, 2025
7 am	Breakfast – on your own
8 am – 5:30 pm	Exhibits Open – Pacific Ballroom Laguna and La Jolla
Sem	inars held in Pacific Ballroom – Newport & San Clemente
8:15 am – 8:25 am	Lynn Rogers, DSAA President. Welcome!
8:30 am – 10:00 am	Holly Mandel, iMergence. The Improv Mindset for Greater Connection and
	Communication: learn improv-based tools to improve listening, communication
	and adaptability.
10:10 am – 10:30 am	Exhibitor Introductions
10:30 am – 11:30 am	Jenny Turner, Open Road Driving School. This Car Runs On Love: Paving the
	way for strong student-instructor relationships.
11: 30 am – 12:20 pm	Campbell McInally, Driveato. BTW Economics: Scale Your Way to Higher
	Profits: Boost profitability for your BTW services. This session covers true cost
	analysis, break-even calculation, applying economies of scale, and crafting
	competitive pricing. Make informed decisions for fleet, instructors, and growth.
12:20 pm – 1:30 pm	Lunch with Exhibitors
1:30 pm – 2:50 pm	Holly Mandel, iMergence. Try It, Use It, Own It: Practical Tools + An Interactive
	Demonstration. Practice in applying principles of listening, communicating and
2.00 2.50	adaptability.
3:00pm – 3:50 pm	<b>Patrick Barrett</b> , Driver Ed in a Box. Price Elasticity: Create awareness of options for setting fees.
4:00 pm – 4:50 pm	Carrie Mae Nelson, Booking Times. Al or Die: The Future of Driving School
	Marketing and Operations. Your competition isn't just the school across
	town—it's AI-powered platforms reshaping how students find and choose
	services. This session will show you how to market to AI (yes, really), automate
	your business processes, attract more students, and stay relevant in an
	increasingly digital world. Walk away with actionable strategies and tools to
	drive growth, save time, and dominate your market.
6:30 pm	Meet in Lobby to carpool or walk to social event.
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7 pm – 9 pm	Social Event
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	Wednesday, October 29, 2025
7 am	Breakfast – on your own
8 am – 5:30 pm	Exhibits Open – Pacific Ballroom Laguna and La Jolla
9 am – 9:50 am	Carrie Mae Nelson, Booking Times. Al in the Driver's Seat: Smarter Training
	for a New Generation: Discover how AI can revolutionize the way
	instructors engage, teach, and support students. From adaptive learning
	tools to real-time feedback and virtual simulations, this session will break
	down practical, instructor-friendly AI tools you can start using now to
	improve outcomes and keep learners motivated. No tech degree
	required—just curiosity and a desire to work smarter.
10:00 am – 10:50 am	Meghan Carter, MADD. Preventing Underage Impaired Driving: MADD will
	present on its free prevention programs, Power of You(th)® and Power of
	Parents®, designed to reduce underage substance use and impaired driving
	among middle and high school students and their parents.
10:50 am – 11:30 am	Break with Exhibitors
11:30 am – 12:20 pm	Dr. Bill Van Tassel, AAA Foundation. Navigating the High Road: The Latest
	Research on Cannabis and Driving Impairment: Beyond THC Levels:
	Understanding Persistent Effects, Perceptual Discrepancies, and Policy
	Implications.
12:20 pm – 1:30 pm	Lunch with Exhibitors – Pacific Ballroom Laguna and La Jolla
1:30 pm – 2:20 pm	<b>Bud Chauncy</b> , First Class Driving School. Keys to Confidence: A Parent's Guide
	to Coaching Teen Drivers. Effectively engage parents in the learning-to-drive
	process. We'll explore communication techniques that build trust, structured
	lesson plans parents can use for practice sessions, and how to position your
	school as a unique partner in their teen's safety. Discover how a strong parent-
	instructor partnership not only enhances student safety but also showcases
2.00	your school's unique commitment to their child's success.
2:30 pm – 3:20 pm	Liz Madden, A+ Academy Driving School. Talking to Al: A Practical Guide for
	Instructors. Which AI tools best suite your teaching needs and how to ask the
2.20 4.20	right questions to get useful, reliable results.
3:30 pm – 4:20 pm	Ryan Turner, Open Road Driving School
4:20 pm – 5:30 pm	Exhibits Open
6:30 pm – 9:30 pm	Awards Dinner Social – Dress to impress and pack those dancing shoes!
	Thursday, October 30, 2025
9:00 am – 9:50 am	Henning Mortensen, Bond Driving School Neuro-diverse clients
10:00 am – 10:50 am	G. Amarbayar, Narnii Elch Driving School. From Nomadic Roads to Digital
	Highways: Mongolia's First Online Driver Theory Education System: Explore
	Mongolia's journey to deliver structured, accessible driver training through a
	fully online theory system, sharing key insights and digital strategies.
11:00 am – 11:50 am	