

2018 IAA Annual State Convention

Title Sponsors: Schrader RE & Auction Co.

Schedule of Events - *(subject to change)* – November 14-16, 2018 – Indianapolis, IN

Wednesday, November 14, 2018

- 1:00p.m. – 4:30p.m. Convention Registration
- 11:00a.m. – 1:00pm Exhibitor set up
- 1:00p.m. – 4:30p.m. **TRADE SHOW**
- 2:00p.m. – 4:30p.m. Auxiliary Room Open
- 1:00p.m. - 3:00p.m. Seminar: – ***Missed Negotiating Opportunities*** – John Hamilton
- 3:15p.m. – 5:15p.m. Seminar: ***Business Building through Active Networking*** – Jason Winter, CAI, AARE, AMM, CES
- 6:00p.m. Welcome Dinner/Networking Event with Games and FUN!

Thursday, November 15, 2018

- 8:00a.m. – 4:30p.m. Convention Registration
- 8:00a.m. – 9:00a.m. Breakfast with the IAA Board (open to all attendees) First Time Attendee Recognition
- 9:15a.m. – 9:45a.m. Round Table Discussion with IAA BoD
- 9:00a.m. – 4:30p.m. **TRADE SHOW**
- 9:00a.m. – 4:00p.m. Auxiliary Room Open – **(10:00am Auxiliary Event)**
- 9:45p.m. – 10:15a.m. Annual IAA Membership Meeting **Ballot Pick-Up**
- 10:15a.m. – 11:45a.m. IAA/IAF Annual Business Meeting
- 12:00p.m. – 1:15p.m. Recognition Luncheon –Recognition of 25 Year Members and First Time Attendees, 2018 Vendors and Sponsors, 2018 Marketing Awards.

- 1:30p.m. – 3:30p.m. *Seminar: – **Communication for Auctioneers** – Tammy Miller, CAI, BAS, AARE*
- 3:45p.m. – 4:30p.m. **Updates on South Dakota vs. Wayfair** (How it is affecting Auction Industry) – John Schultz, AMM
- 5:30p.m. – 6:30pm Cocktail Hour with Live Music by TELOS
- 6:30p.m. Dinner, Hall of Fame Inductions, Special Fund-Raiser

Friday, November 16, 2018

- 8:00a.m. – 9:30a.m. Hall of Fame Breakfast/Meeting
- 9:00a.m. – 12:00p.m. **TRADE SHOW**
- 9:00a.m. – 4:00p.m. Auxiliary Room Open
- 9:00a.m. – 12:00p.m. Seminar: ***Social Media for Increased Revenue***: John Schultz, AMM
- 10:00a.m. – 12:00p.m. Seminar: ***Retirement & Succession Planning***: Brian Whistler
- 12:15p.m. – 1:30p.m. Presidential Lunch (Recognition of BoD, Outgoing and Incoming Presidential Addresses, NAA)
- 2:00p.m. - 4:00p.m. Seminar: ***Property Rights & Land Use Controls*** – Brian Lee (***Approved for IN Real Estate Elective***)
- 2:00p.m. – 4:00p.m. Panel: ***Ask the Pro's***
- 5:30p.m. - 6:00p.m. Indiana Champion Auctioneer Contestant check-in/Sound Check
- 6:00p.m. Indiana Champion Auctioneer Contest/ Dinner

*All Seminars approved for Indiana Auctioneers elective credit. Property Rights & Land Use Controls is also approved for IN Real Estate elective credit.