

NYSAA - 2019 CONVENTION SPEAKERS

Communications for Auctioneers - Tammy Miller, CAI, BAS, AARE

Tammy will provide some proven tips to help auctioneers and their support staff be better communicators in many areas of the auction profession. Included in the presentation is a highly acclaimed tip for the daily impromptu responses we need; an opportunity to review various ways to structure your message for any audience; and discussion on how the communication process differs between live and on-line auctions.

Balance in Business & Life - Emily Wears, 2018 IAC Champion, CAI, ATS, BAS

For those who struggle to make time for everything – learn how to streamline many of your daily tasks in business and personal life. Finding balance between work and home life and making the most of your time. Work SMARTER, not harder!

Where Are Your Bidders Now? - Forres Meadows, CAI, ATS, BAS

Are you reaching today's buyers? Are you offering online auctions? Can you do more than one auction at a time? If you are online, then the answer is yes you can! We will discuss the benefits of doing online auctions as well as their. Are you a one or two person auction business and don't have a lot of employees, then online may be an answer for you to still get auctions and help your sellers. Today's buyers are changing and as auctioneers we need to adapt to meet them where they are...that's online.

NYS Tax & Finance – a representative from the NYS Tax & Finance will be speaking on updates.

Selling Coins at Auction - Ailie Byers, CAI, AMM, BAS

The ins and outs of what you need to know to have a sale that is made up primarily of coins, paper money and even stamps.