

2018 NYSA Convention

Schedule of Events - (subject to change) – February 17-19, 2018

Saturday, February 17, 2018

2:00p.m. – 4:30p.m. Registration

3:00p.m. – 5:00p.m. **Seminar: Rocking the 3 R's: Real Estate, Revenue, and Relevance** – Beth Rose

3:00p.m. – 6:00p.m. Trade Show

4:00p.m. – 6:00p.m. Welcome Reception with Vendors (dinner on your own)

Sunday, February 18, 2018

8:00a.m. – 5:00p.m. Registration

8:00a.m. – 9:00a.m. Past President Breakfast

9:00a.m. – 5:00p.m. **TRADE SHOW**

9:00a.m. – 11:00p.m. **Seminar: How to Create Your Value as a Professional Benefit Auctioneer...and How to Charge For It** – Bobby D. Ehllert and Erin Ward

11:15a.m. – 12:30p.m. NYSA Annual Membership Meeting/Elections

12:30p.m. – 1:30p.m. Luncheon (Bid Call Preliminaries, Marketing Awards, Recognition of Vendors/Sponsors, NAA)

1:30p.m. – 2:30p.m. Vendor Time

2:00p.m.-4:00p.m. **Seminar: Creating a Fantastic Customer Experience** – Tim Keller

4:15p.m. – 5:00p.m. Ask the Experts Panel

6:00p.m. Presidential Dinner, Awards, Bid Call Finals, **FUN AUCTION**

Monday, February 19, 2018

8:30a.m. – 9:00a.m. Registration

9:00a.m. – 12:00p.m. Seminar: *Social Media for Increased Revenue*–John Schultz