

2018 NYSAA 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. Ehlert and Erin Ward
- 11:15a.m. – 12:30p.m. NYSAA 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