



NAA CONFERENCE & SHOW

July 11-15, 2017
Columbus, Ohio





C&S 2017

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2017

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Explore Columbus!

Arts, coffee and ale trails, a riverfront walk and more, this year's Conference and Show host city offers a ton of stuff to see and do.

By Nancy Hull Rigdon, contributor

At this year's NAA International Auctioneers Conference and Show, NAA members can step away from the event and quickly arrive at one of many destinations unique to Columbus, Ohio.

So that members can not only take advantage of the event's professional opportunities but also make the most of the location, we bring you several exploration ideas. Whether you'll only be able to fit in a quick stroll or are tying C&S into a family vacation, the following list highlights some top options.

1. Walk the historic arts district

The Greater Columbus Convention Center, located in the heart of downtown Columbus, plays host to C&S.

"If you walk just north of the convention center, you'll hit the

Short North Arts District, where you'll find dozens and dozens of locally owned art galleries and boutiques for all tastes along with incredible local food options," says Megumi Robinson, associate director of public relations at Experience Columbus (the city's convention and visitors bureau).

Seventeen colorful arches line the district – a feature that earned Columbus a nickname as "the arch city."

2. Experience German Village

From the venue, hop on the CBUS – a free circulator bus that hits stops every 10 minutes – to visit German Village. The neighborhood features brick-lined streets and beautifully preserved historic homes built in the late 1800's. Plus, the area includes boutiques as well as Schiller Park, where you'll find a free Shakespeare theater series in the summer.



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3. See the Riverfront

“July is a great time of year to spend outdoors in Columbus, and I encourage everyone to make their way to the Riverfront,” Robinson says.

A multi-million dollar restoration recently transformed the area by way of green space, connected pathways and pedestrian bridges. The destination is Battelle Riverfront Park, which runs along the east side of the Scioto River in downtown.

4. Bike the city

Break from the conference for some exercise and exploration via Columbus’ bike share program, named CoGo.

5. Hit a fun kind of trail

Columbus offers a “coffee trail,” “ale trail” and “made-in” trail. Grab a trail map at the convention center and head out to participating businesses. If you go to all the shops on the coffee trail, you’ll score a free t-shirt.

“Columbus has a thriving coffee scene,” Robinson says. “The coffee trail is a great way to dive in and explore not just the coffee scene but the neighborhoods as well.”

Visit all establishments on the ale trail? You earn a pint glass. The made-in trail, which is the newest addition to the city’s trail family, highlights locally owned businesses.

6. Venture out to visitor staples

Robinson also recommends seeking out a classic Columbus destination. The Columbus Museum of Art recently underwent a massive renovation and expansion. You’ll see gorgeous Chihuly glass artwork at Franklin Park Conservatory. COSI (Center of Science and Industry) features a space theme this summer. Columbus Zoo and Aquarium has a kid-friendly claim to fame: the only zoo with a water park.

She encourages NAA members to take advantage of the city’s various transportation options to explore the city. There’s Uber, Lyft and car-sharing service Car2go in addition to CBUS.

“It is very, very easy to get around Columbus,” she says.

For details on these highlighted attractions as well as information on many other things to see and do in Columbus, check out the convention and visitors bureau at experiencecolumbus.com. ❖





C&S Education: Serving members' needs

Contract Auctioneer info, firearms, overcoming objections to the auction method, and more ... it's all set for Columbus.

By Sarah Bahari, contributor

Education will be on center stage at the National Auctioneers Association Conference and Show.

NAA will offer some 40 classes, ranging from sales of firearms, stamps and even comic book collections to land trends, contract law and business planning.

Aaron Ensminger, NAA's Director of Education, said the Education Committee sought suggestions from association members, but it also evaluated needs and gaps in existing education efforts. Once the committee selected courses, NAA identified subject matter experts to offer instruction.

"Rather than offer classes on what everyone wants to talk about, we wanted to offer classes on what we need to be talking about," Ensminger said. "This is a different way of doing things for us, and we think we have a great lineup."

One highlight will be a daylong summit for Contract Auctioneers, which are getting a new professional designation.

Ensminger said the designation aims to provide a network and platform for contract workers to discuss issues important to them.



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and Online Auction Platform



First Timers Breakfast



CAI Breakfast



Marketing Competition Reception

This year's lineup shows why education is a major draw of Conference and Show.

"Contract Auctioneers tend to get overlooked," he said. "The world of contract auctioneering moves really fast, and we want to them and build a community for them so they can learn from each other, find gigs and remain relevant in today's landscape."

Another summit will address selling personal and commercial assets.

Courses are designed for both novice Auctioneers and veterans, Ensminger added. One class will help Auctioneers find sellers, while another will cover an issue important to everyone: what to charge for an auction.

One of last year's most popular courses — firearms sales — is returning for a second year. The deputy director of the Bureau of Alcohol, Tobacco, Firearms and Explosives will offer legal guidance on gun sales.

Additional courses will address overcoming objections to the auction method, maximizing Return on Investment through best online practices and working with agency brokers.

A class on governance and transition planning will help veteran professional consider the next generation of their companies, while another class will discuss how to work as a professional ringman.

This year's lineup shows why education is a major draw of Conference and Show, Ensminger said.

"Education has always been a cornerstone of Conference and Show. We have a unique opportunity to reach a lot of people and educate them on a lot of different topics," he said. "We can expose people to new trends and different fields within the industry. We're all there to share ideas and learn from each other."

Check out the full education sessions slate at conferenceandshow.com. ❖

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SCHEDULE

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JUNE 3 - 11

OCT. 7 - 15

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#NAACS17 Keynote cheated death on a mountain

Mountain climber Jim Davidson says “fear is contagious, but so is confidence.”

By Sarah Bahari, contributor

Jim Davidson knows about resilience.

In 1992, the Colorado mountain climber survived a snow bridge collapse that dropped him and a partner into an 80-foot crevasse on Mount Rainier. To survive, he had to climb out alone with minimal gear.

The ordeal became the subject of an adventure memoir, “The Ledge: An Adventure Story of Friendship and Survival on Mount Rainer.” The story also was featured in a one-hour episode of “I Shouldn’t Be Alive” on Animal Planet.

Davidson, a former environmental geologist, now travels the country sharing his wisdom on the importance of resilience in life and business. He will share his insights as the keynote speaker this July at the National Auctioneers Association International Auctioneers Conference and Show.

“Absolutely fear is contagious, but so is confidence,” Davidson says in a speech on his website, www.speakingofadventure.com. “You want to be the person who projects confidence in that moment of fear and crisis. That doesn’t mean you have all the answers yet, but basically by doing so you will spark resilience in yourself and the people near you.”

During his 30 years of high-altitude climbs and rescues, Davidson has climbed the sixth highest peak in the world, Cho Oyu in Tibet; climbed and led expeditions to Alaska, Argentina, Australia, Bolivia, Ecuador, Mexico and Nepal; and has spent more than a year of his life sleeping in tents.

With training in wilderness first aid, avalanche safety and vertical rescue, Davidson has volunteered to rescue other hikers and climbers on numerous

occasions and been commended twice by the U.S. Park Service for leadership and personal sacrifice.

In 2015, Davidson was at Camp 1 on Mount Everest when a 7.8-magnitude earthquake struck Nepal. News outlets around the world covered his harrowing story, including photos and videos.

“After 31 years of climbing high icy mountains I have found most important thing to bring with you on a tough expedition is a great partnership,” Davidson says on his website. “Powerful partnerships make us stronger, safer and more successful than any one of us could be on our own.”

Davidson said he became interested in mountain climbing as a teenager and began reading everything he could. Since then, climbing has taught him the importance of dreaming big, he said.

“When you pick a dream, don’t pick a small one it should be big and audacious. It should make you nervous,” he said. “It should demand more of you than you have, more than you are.”

Achieving those dreams requires hard work and resilience, he says.

“We all have a small comfort range but a really big survival range,” he says. “Resilience is the ability to move outside our comfort range and still be OK, to go through the tough times and know it will work out.”

Davidson lives in Colorado with his wife and two children. Every spring, he volunteers to teach hundreds of elementary school children to climb. In addition to rock and ice climbing, Davidson enjoys skiing, backpacking and photography and has run in numerous half-marathons and one marathon. ❖



Davidson

NATIONAL AUCTIONEERS ASSOCIATION
EDUCATION CALENDAR

2017 Benefit Auction Summit

Cancun, Mexico • August 27-29, 2017

Uniform Standards of Professional Appraisal Practice

Portland, ME • Clarion Hotel • November 18, 2017

Designation Academy

Las Vegas, NV • The Linq Hotel & Casino • December, 10-16, 2017
Specific Dates for Classes Below

Auction Marketing Management (AMM)

Richmond, VA • Hilton Short Pump Hotel • January 9-11, 2018

Wichita, KS • DoubleTree by Hilton • January 23-25, 2018

Uniform Standards of Professional Appraisal Practice

Cleveland, OH • Cowan's • January 11-13, 2018

DESIGNATION ACADEMY EDUCATION SCHEDULE

AARE • Dec. 10-12

AMM • Dec. 11-13

BAS • Dec. 14-16

CAS • Dec. 10-11

CES • Dec. 14-16

GPPA • Dec. 10-14

Internet Auction Methods • Dec. 10

Expert Witness • Dec. 11-12

Interpersonal Communications for Auction Professionals • Dec. 13-14

USPAP (15-Hour) • Dec. 15-16

USPAP (7-Hour) • Dec. 10

Real Estate Workshop • Dec. 13

Please note the information above is subject to change as events approach. This calendar will be updated as information becomes available.

www.auctioneers.org



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The best of the best

IAC Champions are considered to be “the best of the best” within the auction industry. From livestock and auto Auctioneers, to real estate and Benefit Auctioneers, each auction professional competes against his or her peers to be crowned an IAC Champion. Catch live commentary, reactions, interviews, and more with the 2017 NAA IAC Live webcast! On Friday, July 14, visit conferenceandshow.com to stream the live feed from Columbus. You can also see the entire event on Facebook Live through facebook.com/naaauctioneers.



2016

TJ Freije, CAI, CAS
Beth Rose, CAI, AARE

2015

Peter Gehres, CAI, CES
Tammy TIsland

2014

Jason Miller, CAI
Wendy Lambert, BAS

2013

Andy White, CAI, Ashland, OH
Megan McCurdy Niedens, CAI, BAS,
Wichita, KS

2012

Justin Ochs, Hendersonville, TN
Lynne Zink, CAI, BAS, CES, Joppa, MD

2011

Camille Booker, CAI, CES, Kennewick, WA
Joseph Mast, CAI, Millersburg, OH

2010

Kristine Fladeboe-Duininck, BAS, Spicer, MN
Eli Detweiler, Jr., CAI, Ruffin, NC

2009

Kevin Borger, Hutchinson, KS
Terri Walker, CAI, BAS, CES, Memphis, TN

2008

Jodi Sweeney, BAS, Waukon, IA
C.D. “Butch” Booker, Colfax, WA

2007

Denise Shearin, Brandywine, MD
Bryan Knox, CAI, GPPA, Decatur, AL

2006

Barbara Bonnette, CAI, AARE, GPPA,
Alexandria, LA
John Nicholls, Fredericksburg, VA

2005

Carey Aasness, Dalton, MN
Johnna Wells, Portland, OR

2004

Merv Hilpipre, Cedar Falls, IA
Dawn Wilfong, Goshen, IN

2003

Kajja Kokesh, Palisade, MN
Jeff Stokes, Edgewood, WA

2002

Jill Doherty, Bay Shore, NY
William Sheridan, CAI, AARE, GPPA,
Mason, MI

2001

JillMarie Wiles, CAI, BAS, Canby, OR
Scott Musser, CAI, BAS, Kenniwick, WA

2000

Amy Assiter, Alex, OK
Mike Espe, Elburn, IL

1999

Cheri Boots-Sutton, Louisiana, MO
Wayne Wheat, Fulshear, TX

1998

Pamela Rose, CAI, AARE, Maumee, OH
Mike Jones, CAI, BAS, GPPA, Dallas, TX

1997

Lori Kiko, CES, Canton, OH
Andy Dunning, Houston, TX

1996

Greg Rice, Coshocton, OH
Renee Jones, CAI, AARE, BAS, CES,
Houston, TX

1995

Scott Steffes, CAI, CES, Fargo, ND
Shannon Mays, AARE, El Dorado Springs,
MO

1994

Marcy Goldring-Edenburn, Farmington,
IL
Greg Highsmith, Vinita, OK

1993

Tracy Sullivan, Prague, OK

1992

Shane Ratliff, Lemont, IL

1991

Spanky Assiter, CAI, AARE, Canyon, TX

1990

Neal Davis, Beebe, AK

1989

Marvin Alexander, CAI, Martin, TN

1988

Paul C. Behr, CAI, BAS, Denver, CO

#NAACS17: What to know before you go

- Airports:** Get real-time flight information for departures and arrivals at John Glenn Columbus International Airport on flycolumbus.com.
- Shuttle/ground transportation.** There are lots of great options to get around the city from public transportation to car sharing services. Columbus is also home to all major national car rental brands including Dollar, Enterprise, and Thrifty. For complete information on getting around Columbus by cab, bike, bus, car, Uber, and Lyft, check out: <https://www.experiencecolumbus.com/travel-tools/get-around-cbus/>.
- Location** – Conference events are held at the Hyatt Regency Downtown Columbus, except the Welcome Party (COSI).
- Dress attire/packing** – Be prepared for seasonably warm/hot weather outdoors and cool temperatures indoors. Wear comfortable shoes.
- Important documents** – Bring hotel reservation confirmation and conference registration confirmations with you in case you experience issues onsite. Haven't registered yet? No worries! For ease of checking in, register now, and we'll have your packet ready for you when you arrive.
- Meal tickets** – If you haven't already, purchase these now. Seating and meals are not guaranteed to be available for purchase onsite. Purchase in advance. Meals can and have sold out in the past.
- Plan your schedule in advance** – Use the Conference app to review the available education opportunities and create a personalized calendar.
- Seminar Reference Guide** – The guide is available online. If you prefer a paper copy, print a copy in advance and bring it with you.
- Voting** – If you plan to cast an absentee ballot, completed ballots must be received at the NAA HQ office no later than July 1. If you plan to cast a ballot onsite, the ballot desk is open only from 7:30-9 a.m. No ballots will be distributed after the desk closes.
- Welcome party!** – Conference and Show 2017 will get kicked off Tuesday night at the COSI Museum! Designed by internationally renowned architect Arata Isozaki, COSI is famed for being the No. 1 Science Museum in the country. Explore the interactive exhibits at your leisure. Dinner and transportation are included.
- Private parties/functions** – If you received an invitation to a private function, have you responded? If not, please RSVP now to reserve your seat. (Hint: CAI, First timers, Marketing Competition winners and NAA Presidents, etc.)
- Livestreaming** – Livestreamed events are Annual Business Meeting, President's Gala/Hall of Fame awards banquet and IAC all day long. Information on how to access the livestream will be posted on auctioneers.org and conferenceandshow.com.

2017 CONFERENCE & SHOW SCHEDULE

TUESDAY, JULY 11

10 a.m. - 6 p.m.	Registration	Franklin Foyer
10 a.m. - 6 p.m.	Tech Bar (Tuesday only)	Union A Foyer
6 - 8:30 p.m.	Welcome Party	COSI Museum

WEDNESDAY, JULY 12

7 - 8:15 a.m.	First-Timers Breakfast	Taft A-B
7 - 8:15 a.m.	International Breakfast (private event)	Nationwide II
7:45 - 8:15 a.m.	Coffee and Conversation	Regency Foyer
8 a.m. - 4 p.m.	Registration	Franklin Foyer
8:30 - 10:30 a.m.	Opening Session	Regency Ballroom
10:30 - 10:50 a.m.	Meet the Candidates	Regency Foyer
10:30 a.m. - 5 p.m.	Trade Show Official Opening	Franklin/Delaware
11 - 11:30 a.m.	Master LinkedIn to Build Your Professional Brand	Tech Bar/Delaware
11 a.m. - 12 p.m.	Town Hall Meeting	McKinley
11 a.m. - 3 p.m.	Auction Donation Check-in (formerly fun auction)	Clark
12 - 12:30 p.m.	Simple Websites in 3...2...1...	Tech Bar/Delaware
12 - 5 p.m.	Auxiliary Luncheon/Fun Auction	Taft C-D
1 - 2 p.m.	Designation Open House	AuctionTime.com and Auction Flex Stage/Franklin
1 - 1:30 p.m.	IJAC Contestant Orientation (mandatory for contestants)	Knox
1 - 1:30 p.m.	Top 10 Apps-on-the-Go: Apps That Help When You Are 000(Out of Office)	Tech Bar/Delaware
1 - 2:30 p.m.	How Much to Charge for Your Auction Services	Union A
1 - 2:30 p.m.	More Awesomely YOU!	Union B
1 - 2:30 p.m.	Overcoming Objections and Closing the Deal	Union C
1 - 2:30 p.m.	Quarter Horse Basics	Union E
1 - 2:30 p.m.	Unexpected Benefits: Understanding the Value of Attracting New Faces to the Auction Industry	Fayette
1 - 2:30 p.m.	Auction School, Now What?	Morrow
1 - 4:30 p.m.	Accredited Auctioneer Real Estate (AARE) Day 1*	Marion
1 - 4:30 p.m.	The Art and Science of Working the Auction Ring	Union D
2 - 3 p.m.	Demystifying Cyber Security	Tech Bar/Delaware
2 - 3:30 p.m.	International Junior Auctioneer Championship Preliminaries	Regency Ballroom
3 - 4 p.m.	Boomers to Millennials	AuctionTime.com and Auction Flex Stage/Franklin
3 - 4:30 p.m.	Valuing the Invaluable	Union A
3 - 4:30 p.m.	Maximize ROI Through Online Best Practices	Union B
3 - 4:30 p.m.	Heavy Equipment Panel	Union C
3 - 4:30 p.m.	Keeping the Fish in the Boat - Live Auction vs. Sealed Bids vs. Accelerated Listing	Union E
3 - 4:30 p.m.	Making It As A First Generation Auctioneer	Fayette
3 - 4:30 p.m.	Capture the Magic - Methods to Record Your Benefit Auction	Morrow
3:30 - 4 p.m.	Tips & Tricks to Maximize Your Use of Google	Tech Bar/Delaware
4:30 - 6:30 p.m.	Auction & Appetizers (formerly Fun Auction)	Regency Ballroom

THURSDAY, JULY 13

6:30 - 7:30 a.m.	Election Committee Breakfast	Private Dining Room
7 - 8 a.m.	CAI Breakfast	Taft C-D
7 a.m. - 5 p.m.	Registration	Franklin Foyer
7:30 a.m.	Ballot Distribution	Regency Foyer
8:30 a.m.	NAA and NAF Annual Business Meetings	Regency Ballroom
10:30 a.m. - 5 p.m.	Trade Show	Franklin/Delaware
11 - 11:30 a.m.	Top 10 Apps-on-the-Go: Apps That Help When You Are 000 (Out of Office)	Tech Bar/Delaware
11 a.m. - 12 p.m.	Boomers to Millennials	AuctionTime.com and AuctionFlex Stage/Franklin
12 - 12:30 p.m.	Overview of Social Networks	Tech Bar/Delaware
12 - 1 p.m.	Auction Schools Luncheon (private event)	Nationwide II
1 - 2 p.m.	Learning from the Legends	AuctionTime.com and Auction Flex Stage/Franklin
1 - 2:30 p.m.	Land Trends	Union A
1 - 2:30 p.m.	Delegating for Dollars: How to Make More Money by Outsourcing	Union B
1 - 2:30 p.m.	Lawyers, Bankers & Judges, OH MY!	Union C
1 - 2:30 p.m.	Automobile Auctioneers Forum	Union D
1 - 2:30 p.m.	Diamond in the Rough: Stop Missing Potential Valuable Property	Fayette
1 - 2:30 p.m.	Guns, Guns, Guns	Morrow
1 - 4:30 p.m.	Next Gen: Governance and Transition Planning in Your Auction Company	Union E
1 - 5 p.m.	Accredited Auctioneer Real Estate (AARE) Day 2*	Marion
2 - 2:30 p.m.	Simple Websites in 3...2...1...	Tech Bar/Delaware
3 - 3:30 p.m.	Master LinkedIn to Build Your Professional Brand	Tech Bar/Delaware
3 - 4 p.m.	Marketing Competition Panel	AuctionTime.com and Auction Flex Stage/Franklin
3 - 4:30 p.m.	Making IAC a Reality!	Union A
3 - 4:30 p.m.	Working with Agency Brokers	Union B
3 - 4:30 p.m.	Building a Successful Business Plan	Union C
3 - 4:30 p.m.	Benefit Auctions for Non-Benefit Auctioneers	Union D
3 - 4:30 p.m.	Express Mail Your Stamps at Auction	Fayette
3 - 4:30 p.m.	Financial Planning for Auctioneers	Morrow
4 - 4:30 p.m.	CRM & Client Data Management	Tech Bar/Delaware
4 - 5:30 p.m.	NAA and USA Today Marketing Competition Reception	Nationwide I-II
4:30 - 5:30 p.m.	Women Auction Professionals Reception	Knox
6 - 9 p.m.	President's Gala / Hall of Fame Awards	Regency Ballroom
9 - 10 p.m.	Presidential and Hall of Fame Tribute Reception	Regency Foyer

FRIDAY, JULY 14

6:30 - 6:55 a.m.	IAC Contestant Sound Check (optional)	Regency Ballroom
6:30 - 7:30 a.m.	IAC Judges Breakfast	Madison
7 - 8 a.m.	IAC Contestant Roll Call & Orientation (mandatory)	Knox
8 a.m. - 5 p.m.	Registration	Franklin Foyer
8 a.m.	International Junior Auctioneer Championship: Finals Round	Regency Ballroom

8 a.m.	International Auctioneer Championship: Preliminary Round <i>Regency Ballroom</i>
8 a.m. - 5 p.m.	Accredited Auctioneer Real Estate (AARE) Day 3* <i>Marion</i>
8:30 - 10:30 a.m.	MM NALLOA Education: Staying in the Auction Business <i>Fayette</i>
9 a.m. - 12 p.m.	Trade Show..... <i>Franklin/Delaware</i>
9:30 - 10:30 a.m.	Learning from the Legends <i>AuctionTime.com and Auction Flex Stage/Franklin</i>
9:30 - 10:30 a.m.	Visual Marketing for Your Business..... <i>Tech Bar/Delaware</i>
10:30 a.m. - 12:30 p.m.	NALLOA Annual Business Meeting..... <i>Fayette</i>
11 - 11:30 a.m.	CRM & Client Data Management..... <i>Tech Bar/Delaware</i>
12 - 2 p.m.	Presidents Luncheon..... <i>Madison</i>
12 - 2 p.m.	Auxiliary HOF/Past Presidents Luncheon <i>Garfield</i>
1 - 2:30 p.m.	MM How Auctioneers Can Become Invincible to Lawsuits and Save Thousands in Taxes <i>Union A</i>
1 - 2:30 p.m.	BA Marketing Your Benefit Business..... <i>Union B</i>
1 - 2:30 p.m.	BA Finish That BAS Report!..... <i>Union C</i>
1 - 2:30 p.m.	PCA Simple Tips for Identifying and Evaluating Furniture <i>Union D</i>
1 - 2:30 p.m.	PCA The Estate Experience..... <i>Fayette</i>
1 - 2:30 p.m.	BA Strategies to Use Public Speaking to Grow Your Business <i>Morrow</i>
1 - 4:30 p.m.	MM The Anatomy of Contracts..... <i>Union E</i>
2:30 - 4:30 p.m.	NAA Hall of Fame Committee Meeting <i>Nationwide I</i>
2:30 - 4:30 p.m.	Auxiliary Hall of Fame Committee Meeting <i>Grant</i>
3 - 4:30 p.m.	MM How Auctioneers Can Become Invincible to Lawsuits and Save Thousands in Taxes..... <i>Union A</i>
3 - 4:30 p.m.	MM Do You Want Your Content to Be Good...or Great? <i>Union B</i>
3 - 4:30 p.m.	PCA Bazinga Bonanza! Selling Comic Books At Auction <i>Union C</i>
3 - 4:30 p.m.	MM Never Dump Your Candy in the Room..... <i>Union D</i>
3 - 4:30 p.m.	BA Beyond Fundraising: Donor Focused Benefit Auctions <i>Fayette</i>
3 - 4:30 p.m.	MM How to Find Sellers..... <i>Morrow</i>
5:30 - 6:30 p.m.	IAC Dinner..... <i>Regency Ballroom</i>
6 - 9 p.m.	International Auctioneer Championship: Finals Round <i>Regency Ballroom</i>

SATURDAY, JULY 15

8 a.m. - 5 p.m.	Accredited Auctioneer Real Estate (AARE) Day 4* <i>Marion</i>
8:30 - 9:45 a.m.	IAC Breakfast of Champions..... <i>Delaware B</i>
8:30 - 10 a.m.	MM "Communication Is Key"...How to Live Your Dreams Through Effective Communication!..... <i>Union E</i>
8:30 - 10 a.m.	MM Communication: What Are You Seeing, Hearing and Saying? <i>Morrow</i>
8:30 - 11:30 a.m.	MM Contracts..... <i>Union C</i>
8:30 a.m. - 5 p.m.	Uniform Standards of Professional Appraisal Practices (USPAP) 7 hr *..... <i>Union D</i>
10 - 11:30 a.m.	The Foundation's Children's Auction..... <i>Delaware C-D</i>

RE	Real Estate
MM	Marketing & Management
BA	Benefit Auctions
PCA	Personal and Commercial Assets
CO	Contract Auctioneers

NATIONAL AUCTIONEERS ASSOCIATION 2017 - 2018 EDUCATION CALENDAR

Benefit Auction Summit
Cancun, Mexico - August 27 - 29, 2017

**Uniform Standards of
Professional Appraisal Practice**
Portland, ME - TBD - November 18, 2017

Designation Academy
Las Vegas, NV - The Linq Hotel & Casino - December 10 - 16, 2017*
*Specific dates for classes are listed below

Auction Marketing Management (AMM)
Richmond, VA - TBD- January 9 - 11, 2018
Wichita, KS - DoubleTree by Hilton - January 23 - 25, 2018

**Uniform Standards of
Professional Appraisal Practice**
Cleveland, OH - Cowan's
15 Hour: January 11 - 12, 2018
7 Hour: January 13, 2018

DESIGNATION ACADEMY 2017 EDUCATION SCHEDULE

AARE • Dec. 10 - 12 AMM • Dec. 11 - 13
CES • Dec. 14 - 16 BAS • Dec. 14 - 16

Internet Auction Methods • Dec. 10
USPAP (15-Hour) • Dec. 15 - 16
USPAP (7-Hour) • Dec. 10
Expert Witness • Dec. 11 - 12
Interpersonal Communications for Auction Professionals
• Dec. 13 - 14
Real Estate Workshop • Dec. 13



Please note the information above is subject to change as events approach.
This calendar will be updated as information becomes available.

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