

2018 PAA Tentative Conference Schedule

(Trade Show will be open all day Wednesday through Friday)

TUESDAY, JANUARY 9, 2018

9:00am - 4:00pm	Strategic Planning Board of Directors Meeting	11:45	Luncheon, Ad Awards, Presentations and SEMINAR - Auction Promotion by Russ Hilk, Wavebid
6:30 - 7:00pm	Registration		
7:00 - 8:00pm	FREE SEMINAR by Leila Dunbar		

WEDNESDAY, JANUARY 10, 2018

7:30am	Registration, Trade Show Opens, Continental Breakfast, Welcome Booth
8:00am	SEMINAR - <i>Taking the Jump</i> by Jeff Pennington
8:00am	SEMINAR - <i>Determining Differences in Valuation</i> By Leila Dunbar
10:00	1 st Time Attendee Meeting
10:20	SEMINAR - <i>Building a Business to Last a Lifetime</i> By Craig Fleming
11:45	Buffet Lunch and Auction
12:45pm	NAA Presentation - Trisha Brauer, CAI, BAS
1:00	SEMINAR - <i>Powerful Presentations: Getting Attention on You and Away from Their Phones</i> By Trisha Brauer, CAI, BAS
2:30	SEMINAR - <i>Help is on the Way</i> By Jamie Shearer & David Cordier
2:30	SEMINAR - <i>Current Industry Related Items of Interest</i> By George Michak, Esq.
2:30	Audit Committee Meeting
4 & 4:45	Bus Leaves for Auctioneer Competition at Farm Show
5:30 (Farm Show)	Pennsylvania State Championship Auctioneer Competitions
8:30	Hospitality Reception
8:30	Mr. B - DJ and Karaoke - Upbeat modern music
8:45 & 9:15	Bus Returns to Hotel from Farm Show
9:30	Nominating Committee Meeting
11:30 pm	PCN (PA Cable Network) airs coverage of PA Auctioneer Competitions (subject to scheduling changes)

THURSDAY, JANUARY 11, 2018

7:00 am	Registration, Trade Show Opens
7:00	Breakfast Buffet
8:15	SEMINAR - <i>I'd Rather Eat a Bug than Speak in Public...Pointers for Handling Nerves</i> By Trisha Brauer, CAI, BAS
9:30	SEMINAR - <i>Auction Law Regarding Online Auctioneers</i> by George Michak, Esq.
9:30	SEMINAR - <i>Bid Calling Critique</i> By Nevin Rentzel & Matt Hurley
9:45	PAA Hall of Fame Meeting

1:45	Budget & Finance Committee Meeting
2:30	PAA Annual Meeting
2:30	Vendor Appreciation
2:30	PAA Auxiliary Meeting and Auction
4:45	Doors Open for Dinner (Premium Cash Bar)
5:00	Fun Auction Dinner
6:00	Annual Fun Auction
9:30	Ice Cream Sundae Bar
9:30	Presidential Reception

FRIDAY, JANUARY 12, 2018

7:00am	Continental Breakfast, Trade Show, Registration
8:00	SEMINAR - <i>Credit Card Processing: Chargebacks 101</i> by Lori Cherry of UMPA
8:00	SEMINAR - <i>Identifying & Valuing Quilts</i> By Dana Balsamo
9:00	RADIO SHOW - Michael Ivankovich, Host, WBCB 1490AM, "What's it Worth?"
9:45	SEMINAR - <i>Financial Planning</i> By Andy Sedora, Liberty Financial Strategies
9:45	SEMINAR - <i>Today's Market and the Good, Better, Best Theory</i> By Jamie Shearer
11:30	Luncheon and SEMINAR - <i>Teaser Topics</i>
1:30	SEMINAR - <i>Working with the Pro's</i> By Thomas Bayles, Ryan Mellinger & Steve Wenzel
1:30	SEMINAR - <i>Communication Skills</i>
3:00	SEMINAR <i>Lessons Learned</i> by Sandy Alderfer, Sandy Brittingham & Sherm Hostetter
5:30	Doors open for Banquet, Cash Bar open
6:00	Annual President's Banquet, Auctioneer Tribute, Presentation of contest awards, President's Farewell Address, Passing the Gavel with Past PAA Presidents
8:30	Social Hour
8:30	Mr. B - DJ and Karaoke - Upbeat modern music

