

2019 CONVENTION SCHEDULE
KENTUCKY AUCTIONEERS ASSOCIATION INC
FEBRUARY 8-10, 2019
HOLIDAY INN UNIVERSITY PLAZA SLOAN CONVENTION CENTER
1061 WILKINSON TRACE, BOWLING GREEN KY 42103

FRIDAY FEB 8, 2019

- 8:00 AM **Registration for CORE Class** (see notes below)
9:00 AM–12 Noon **CORE Session 1** (3 hours CE) Ballroom A, Joe Gribbins instructor
12 Noon-1:00 PM **Lunch on your own**
1:00 PM-4:00 PM **CORE Session 2** (3 hours CE) Ballroom A, Joe Gribbins instructor

Notes: CORE is required for all auctioneers every 4 years. Those with birthdays in July, August, or September are required to attend the full 6 hour CORE before their license renewal date of June 30, 2019. However, it will also serve as the required CE for any auctioneer, 3 hours for each session. This class is also 6 hours of the 12 hours of education required to take the Apprentice Auctioneer or Auction House Operator license exam. The other 6 hours, Kentucky Auction Basics, will be presented on Saturday. See schedule below.

- 4:30 PM-6:00 PM **KAA Board Meeting**, Crosswinds Boardroom

- 6:30 PM-10:00 PM **Welcome Party**, Ballroom B

Renew old friendships, make new ones, learn from your peers, or just relax and enjoy the light appetizers and music provided by Broken Road. This free event is open to all convention attendees, vendors, and guests. Convention registration is not required.

SATURDAY FEB 9, 2019

- 7:30 AM **Registration/packet pickup open in the main lobby**
8:00 AM-8:30 AM **Opening Ceremony**, Ballroom A, Russell Mills, President presiding
Recognition of US Military Veterans, Pledge of Allegiance, Invocation
8:30 AM-9:15 AM **Barrett Bray**, Featured Speaker, Ballroom A
Barrett is the Oklahoma State Auctioneer Champion and 2018 NAA IAC Champion, winning on his first try. Barrett is a first generation auctioneer from Oklahoma City OK and is celebrating his 10th year in the business. (1 Hour CE)
9:00 AM **Vendor Booths Open**
9:15 AM-9:30 AM **Refreshment Break**

- 9:30 AM-4:30 PM **Kentucky Auction Basics Course**, Salon C, Steve Henry instructor
This course is open to all registered attendees and will provide the 6 hours of required CE credit. However, it is specifically designed for and required by those seeking to acquire the Apprentice Auctioneer or Auction House Operator license. This course, in conjunction with the 6 hour CORE course offered on Friday will satisfy the 12 hours of classroom instruction required to apply to take the Apprentice or Auction House Operator License exam. A separate registration is required for those seeking the 12 hours of education for licensing. (6 hours CE)

- 7:30 AM-10:00 AM **Turn all “Fun Auction” items in at the registration desk.**
Some of the Fun Auction items will be used for an online auction class to be taught by Caitlin Wardlow, so we need them early. Your cooperation is appreciated. Only items deemed legal for sale at auction per KRS statutes will be accepted. No alcohol will be accepted.

- 9:30 AM-11:20 AM **Auction Contract Workshop, Ballroom A,**
 Joe Gribbins and Steve Cherry, Facilitators
 See examples of the good, the bad, and the ugly (illegal) in the auction contract world. Joe and Steve will be taking examples from actual contracts currently in use and giving you the tools to develop a legal and mutually beneficial contract. This has been a much requested course and fully supported by the Board of Auctioneers, (2 hours CE)
- 9:30 AM-10:20 AM **Construction of an Online Auction, Room TBD, Caitlin Wardlow,**
 Hands-on training on setting up and using an online bidding platform. Bring your laptop and follow along an online pro Caitlin and her team show you how to catalog and post lots for online auction. Caitlin will use some of the Fun Auction items you and others bring to create an actual online auction. (1 hour CE)
- 10:30 AM-11:20 AM TBD (1 Hour CE)
- 11:30 AM-12:50 PM **Lunch Buffet and Awards Presentations, Ballroom B**
 A ticket is required for this event and must be purchased in advance. No meal tickets will be available for purchase at the convention. FIRST TIME ATTENDEES EAT FREE but will need notify the convention staff you are a first timer at registration. Winners of the Advertising Contests, Scholarships, Hall of Fame, and Auctioneer of the Year will be recognized. Don't miss this important event.
- 1:00 PM-3:00 PM **Round Table Discussions, Ballroom A**
 This session is a favorite of convention attendees. Spend time exchanging ideas on four different topics that will help you do your business better, rotating every 30 minutes. (2 hours CE)
- 3:00 PM-5:00 PM **Break**
- 3:30 PM Mic check for ALL bid calling contest participants, Ballroom B
- 5:00 PM-5:45 PM **Buffet Dinner, Ballroom B**
 A ticket is required for this event and must be purchased in advance. No meal tickets will be available at the convention.
- 6:00 PM-8:00 PM **Fun Auction and Ringman Contest, Ballroom B**
 Doors will open for all non-eating guests and bid calling contestant supporters at 5:45. Auction registration and a bid card will be required to participate in the auctions. Registration and clerking services will be provided by Mills Auction Group.
- 8:00 PM-Until Completion **State Professional Bid Calling Championship, Ballroom B**
- Pre-registration for the bid calling and Ringman contests is required. The complete contests rules are available on this site or by contacting the KAA Executive Director at KyAuctioneerAssoc@gmail.com prior to the convention. The winners of the Ringman and bid calling contests will be named immediately following the competition.

SUNDAY FEB 10, 2019

- 8:00 AM-8:50 AM **Worship Service, Ballroom A**
- 9:00 AM-9:50 AM **Learning from the Legends, Ballroom A**
 Some of Kentucky's most successful veteran auctioneers will share their formula for success in the business. No use to reinvent the wheel when you can avoid many pitfalls by learning from these legends. (1 hour CE)

10:00 AM-11:00 AM **Q and A with the Kentucky Board of Auctioneers, Ballroom A**
Here is your opportunity to ask those questions that have been on your mind and get answers directly from those on the Board. The re-alignment of state government has changed the function of the KBA. Question you may have can be addressed live and in person. (1 hour CE)

9:30 AM-12 NOON **KAA Auxiliary Meeting, Hartland Boardroom (across from Atrium Lounge)**

11:00 AM-12 NOON **Lunch on Your Own**
Late hotel check-out is available until 1:00 PM, but please make every effort to check out by Noon if you are not staying over.

12:00 PM-2:00 PM **Annual General Membership Meeting, Ballroom A**
Open to all dues paid KAA members. Convention registration is not required.

2:00 PM-3:00 PM **Closing Events, Ballroom A**
Outgoing President Russell Mills farewell address
Incoming President Adam Haley Remarks
Passing of the Gavel-All past presidents are requested to participate
Installation of Officers
Announcement of 2020 Convention location
Dismissal