



Florida Auctioneers Association

2018 Annual Winter Convention

Hilton Orlando/Altamonte Springs
350 NORTHLAKE BLVD,
ALTAMONTE SPRINGS, FLORIDA, 32701-5297



October 14-15, 2018

Tentative Schedule of Events **Times and Topics subject to change**

Sunday Oct. 14

11:00 am	Registration Opens
11:00 am - 3:00 pm	Bid Calling Competition Registration and Auction Item Drop Off
12:00 pm - 5:30 pm	Tradeshow Open
12:30 pm - 1:00 pm	Welcome: FAA President Sara Rose-Bytnar & Convention Chair Craig Fleming
1:00 pm - 2:15 pm	Seminar: Tim Mast CAI, AARE-NAA President <i>How to Promote Yourself and Your Brand</i>
2:15 pm - 2:45 pm	Break and Vendor Visits
2:30 pm - 5:00 pm	Board Interviews --- Interviews for upcoming Board Positions
2:45 pm - 4:00 pm	Seminar: David Whitley CAI, CES-NAA Director & Advocacy Committee Chairman; <i>Best Practices For Successful Internet Only Auctions</i>
4:00 pm - 4:15 pm	Break and Vendor Visits
4:15 pm- 5:15 pm	Seminar and Discussion: Craig Fleming CAI, CES, ATS-FAA President-elect; <i>The Future of the Florida Auctioneers Association</i>
5:15 pm - 5:30 pm	Bid Calling Contestants Orientation: All Contestants will meet to draw for order of Competition
6:00 pm - 6:30 pm	President's Welcome Reception
6:30 pm - ??	Dinner: Lewis C. Dell Award, Bid Calling Contest, and Fun Auction

Monday Oct. 15

8:00 am	Registration
8:00 am - 3:00 pm	Tradeshow Open
8:30 am - 9:45 am	Seminar: Larry Oxenham- American Society for Asset Protection; <i>Don't Kill Your Golden Goose- Protect & Perpetuate Your Business</i>
9:45 am - 10:00 am	Break & Vendor Visits
10:00 am - 11:00 am	Seminar: David Whitley CAI, CES-NAA Director & Advocacy Committee Chairman; <i>How to Make Money with Small Estate Auctions</i>
11:00 am - 11:15 am	Break & Vendor Visits
11:15 am - 12:15 pm	Seminar: Tim Mast CAI, AARE-NAA President; <i>Better Sales and Negotiation Tactics</i>
12:15 pm - 1:30 pm	Lunch/TradeShow/Checkout
1:30 pm - 2:30 pm	Annual Membership Meeting and Elections

15 minutes following the end of Annual Membership Meeting the New Board will meet for approx. 30 minutes.