



Iowa Auctioneers Association

2017 Workshop Registration

August 14, 2017

Airport Holiday Inn
6111 Fleur Drive
Des Moines, IA 50321

PLEASE REGISTER BY MONDAY, AUGUST 7, 2017

Workshop Description:

The IAA board of directors would like to invite all IAA members to join us on Monday, August 14, 2017 for some great learning opportunities. We are hosting two workshops at the Airport Holiday Inn in Des Moines, IA. Admission is free for all IAA members and \$35 for non-members. Don't forget to register by August 7! Please read below for speaker details.

3:00-5:00 PM

How to Still Make Money with Small Estate Auctions

An interactive discussion about how to make money and conduct auctions for estates that will gross under \$10,000. We will discuss ways to use guarantees, fees and commissions to make these auctions profitable as well as the use of internet-only auctions to sell the items in place.

5:00-7:00 PM

Break for dinner (on your own)

7:00-8:30 PM

Winning a Bid Calling Contest

An in-depth look at what it takes to move from being a contestant to being a finalist. It is not all about how pretty you sound.

Speaker:



David P. Whitley, CAI, CES

Whitley currently lives in Fort Collins, Colorado. Graduated in 1986 from Western College of Auctioneering, has a BS in Agriculture Economics from the University of Wyoming and Juris Doctor from the University of Wyoming College of Law. He is currently one of two instructors for the Certified Estate Specialist designation at the Certified Auctioneer Institute.

Name: _____ Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____ Website: _____

Are you current 2017 IAA Member? **YES** **NO, # of Non-Members** _____ **X \$35 =** _____

Return this form to Joan O'Brien at joano@agribiz.org by Monday, August 7, 2017