

2019 Iowa Auctioneers Annual Convention Agenda

February 1-3, 2019

hosted at: Sheraton Hotel, West Des Moines, IA



THURSDAY, JANUARY 31

- 8:00 am - 5:00 pm Pre- Conference Education
Real Estate Classes (8 CEUs)
- Kyle Swicegood, CAI, BAS, GPPA, CCIM
- Jason Hallberg, Continental Auctioneers School
- Bill Jennings, RE/MAX
- 7:00 pm - 10:00 pm 2018 IAA Board Meeting

FRIDAY, FEBRUARY 1

- 8:00 - 11:00 am Vendor Setup
- ATTENDEE MORNING BREAKOUT SESSIONS:**
- 8:00 - 9:00 am A) **What is Working in Iowa**
- Brent Wears (moderator)
A) **Better Your Bid Call**
- Joseph Mast
- 9:10 - 10:10 am B) **Fraud**
- Larry Oxemham
B) **Marketing Your Business**
- Peter Gehres
- 10:20 - 11:20 am C) **Contract Auctioneering**
- Dustin Rodgers
C) **Technology/Tech Bar**
- Dwayne Leslie & Russ Hilke
- 11:30 am - 1:00 pm **Lunch on your own**
- ATTENDEE AFTERNOON BREAKOUT SESSIONS:**
- 1:00 - 2:00 pm A) **What is Working in Iowa**
- Brent Wears (moderator)
A) **Better Your Bid Call**
- Joseph Mast
- 2:10 - 3:10 pm B) **Fraud**
- Larry Oxemham
B) **Marketing Your Business**
- Peter Gehres
- 3:20 - 4:20 pm C) **Contract Auctioneering**
- Dustin Rodgers
C) **Technology/Tech Bar**
- Dwayne Leslie & Russ Hilke
- 4:30 - 5:00 pm Fun Auction items & Ring Person check-in
- 4:30 - 6:30 pm Dinner on your own**
- 5:00 pm *ALL CONTESTS - Reg. Deadline**
- 6:45 - 7:45 pm * Ring Person Contest (NEW TIME)
- 7:45 - 9:00 pm * Fun Auction (NEW TIME)
- 9:00 pm Social Hour - Hosted by IAA President**

SATURDAY, FEBRUARY 2

- 7:00 am Donuts and Coffee**
- 8:00 - 10:00 am Online Auctions -What you need to know
- Chris Rasmus
- 10:00 am Break & Visit with Vendors
- 10:30 am - 12:00 pm IAA Annual Member Meeting
- Election & Installation of Officers
- 12:00 - 1:15 pm Lunch at the Hotel (included w/ reg.)**
- 1:15 pm Mandatory Meeting for all Auctioneer Contest Participants**
- 1:30 - 4:30 pm * Auctioneer Contest
* Rookie Contest (to follow)
- 5:00 - 6:00 pm Vendor Social Hour
- 6:00 - 8:00 pm Grand Banquet**
- Hall of Fame Induction
- Announce winners:
Ring Person Contest
Top 20 Auctioneer Contestants
Advertising Awards
- Kids Auction
- 8:00 pm Adjourned - See You Next Year!
Save the Date: Jan 31 - Feb2, 2020**

SUNDAY, FEBRUARY 3

- 8:00 -9:45 am 2019 IAA Board Member meeting

IMPORTANT NOTICES:

- *Registration deadline for **ALL CONTEST** - 5:00 PM on Friday, February 1, 2019.
- NEW TIMES! Ring Person Contest and Fun Auction have been moved to Friday, February 1, 2019 at 6:45 PM and 7:45 PM respectively - see schedule.
- Convention will not provide breakfast, but donuts and coffee are available Saturday morning before sessions
- The 2019 IAA Convention adjourns at 8:00 Saturday, February 2, 2019.
- Visit: iowaauctioneers.org/events for more information and speaker bios