

2019 OAA Conference Seminars

Essential Real Estate Core Topics – Mike Brandly, CAI, AARE

The seminar is designed to assist real estate auctioneers in understanding all the necessary forms (license law and property law) used in real estate transactions. This class will assist real estate auctioneers with an overview of agency and contract law as well as preview the next 5-10 years in real estate.

The Auctioneers Toolbox- Barrett Bray, 2018 IAC

Have you ever tried to drive a nail with a screwdriver? The auctioneer's toolbox must be fully stocked with tools for any situation. Online vs live vs simulcast auctions...digital vs analog marketing...software options for support staff? We'll discuss an overview of the auction landscape with best options in this interactive discussion.

Overcoming the Fear of Presenting for Business and Beyond – Tim Luke, CAI, BAS, MPPA

Keynote Presentation - Jeanne Wiedt, Dale Carnegie Trainer

Consignment Auctions...Setting a Date and Building the Auction – Camille Booker, CAI, CES

Do you have what it takes to run a consignment auction? Get an insight on how to set an auction date and then build a successful auction time and time again. We will discuss what kind of commitment is required, set-up and equipment needed and how the consignment auctions continue to evolve.

Better Sales & Negotiating Tactics - Tim Mast, CAI, AARE

In this program, Tim will share with you the tricks he has learned as he carved out a niche in negotiating complicated transactions and how you can put rapport on a fast track for better salesmanship in your first encounter.