

# 2019 IAA Annual State Convention

## Title Sponsors: Schrader Real Estate & Auction

### Schedule of Events - *(subject to change)* – November 13-15, 2019 – Indianapolis, IN

#### Wednesday, November 13, 2019

8:30a.m. Registration Open  
*Atrium*

9:00a.m. – 9:45a.m. Breakfast with the IAA Board (open to all attendees) First Time Attendee Recognition  
*Ballroom A-C*

9:00a.m. – 4:00p.m. Auxiliary Room Open  
*Heathrow*

10:00a.m. – 10:15a.m. Annual IAA Membership Meeting **Ballot Pick-Up**  
*Table outside of Symposium*

10:15a.m. – 11:45a.m. IAA/IAF Annual Business Meeting  
*Symposium*

12:00p.m. – 1:15p.m. Recognition Luncheon –Recognition of 25 Year Members and First Time Attendees, 2019 Vendors and Sponsors, 2019 Marketing Awards.  
*Ballroom A-C*

1:30p.m. – 5:00p.m. **TRADE SHOW**  
*Atrium A-B*

1:30p.m. – 2:30p.m. **FREE TIME/NETWORKING/VENDOR TIME**

2:30p.m. – 4:30p.m. **Seminar – Selling Rural Land at Auction (E)** - Craig King, CCIM, CAI, RLI, AARE  
*Symposium*

6:00p.m. Welcome Dinner/Networking Event with Games and FUN!  
*Ballroom A-C*

#### Thursday, November 14, 2019

7:30a.m. Registration Open  
*Atrium*

8:00a.m. – 11:00a.m. **Seminar- Contracts (M)** – Mike Brandly, CAI, AARE  
*Symposium*

9:00a.m. – 5:00p.m. **TRADE SHOW**  
*Atrium A-B*

11:00a.m. – 12:00p.m. Presidential Lunch (Recognition of BoD, Outgoing and Incoming Presidential Addresses, NAA)  
*Ballroom A-C*

12:15p.m. – 3:15p.m. **Seminar – Ethics (M)** – Mike Brandly, CAI, AARE  
*Symposium*

2:00p.m. – 4:30p.m. Auxiliary Room Open  
*Heathrow*

3:15p.m. – 5:15p.m. **Seminar – Auction Best Practices (E)** – Mike Brandly, CAI, AARE  
*Symposium*

6:00p.m. Reception  
*Ballroom A-C*

6:30p.m. Dinner, Hall of Fame Inductions, Special Fund-Raiser- **(Black Tie Event)**  
*Ballroom A-C*

**Friday, November 15, 2019**

8:00a.m. – 9:30a.m. Hall of Fame Breakfast/Meeting  
*Logan*

8:00a.m. – 10:00a.m. **Seminar: The Future of Video and It's Impact on Auction Marketing (E)** – Wes Sigler  
*Amphitheater*

9:00a.m. – 12:00p.m. **TRADE SHOW**  
*Atrium A-B*

9:00a.m. – 4:00p.m. Auxiliary Room Open  
*Heathrow*

10:15a.m. – 12:15p.m. **Seminar: A Walk Through Google Ads (E) - Billie Jo Schultz, CAI, AMM and Ambra Sanner, AMM**  
*Amphitheater*

12:15p.m. – 1:00p.m. Networking Lunch  
*Ballroom A-C*

1:15 p.m. – 3:15p.m. **Seminar: Tips and Tricks for the Traveling Auctioneer (E) - Laura Mantle, CAI, CAS**  
*Symposium*

3:30 p.m. – 5:30p.m. **Seminar: Building A Winning Team (E) – Seth Seaton, CAI, AARE, BAS**  
*Symposium*

6:00p.m. Indiana Champion Auctioneer Contest  
*Ballroom A-C*