

2023 IAA Annual State Convention

Title Sponsors:

Schedule of Events - *(subject to change)* – November 2-4, 2023 – Indianapolis, IN

Thursday, November 2

2:00 pm – 3:00 pm Exhibitor Set Up
Waters Pre-Function

3:00 pm – 5:00 pm Registration Open
Waters Pre-Function

3:00 pm – 5:00 pm **TRADE SHOW**
Waters Pre-Function

5:00 pm – 6:00 pm Reception (Drinks and Finger Foods)
Stoney A-B

Friday, November 3, 2023

7:30 am Registration Open
Waters Pre-Function

8:00 am – 11:00 pm **Seminar- Law, Ethics, Contracts (M)** – Mike Brandly, CAI, AARE
Waters E

9:00 am – 5:00 pm **TRADE SHOW**
Waters Pre-Function

11:00 am – 11:15 am Ballot pickup for IAA annual Board of Directors Elections
Outside of Waters E

11:15 am. – 12:00 pm IAA Annual Membership Meeting
Waters E

12:15 pm – 1:30 pm Presidential Lunch (Recognition of BoD, Outgoing and Incoming Presidential Addresses, NAA, Vendor Recognitions)
Waters C

1:30 pm – 3:30 pm **Seminar – ATF (E)**
Waters E

3:30 pm – 6:30 pm **Seminar – Law, Ethics, Contracts (M)** – Mike Brandly, CAI, AARE
Waters E

6:00 pm Hall of Fame Dinner
Waters C

Saturday, November 4, 2023

8:00 am – 9:30 pm Hall of Fame Breakfast/Meeting
Stoney Creek A

8:00 am – 10:00 am **Seminar: Auction Shipping & Packing Methods (E)** - Shipping Saint
Waters E

9:00 am – 3:00 pm **TRADE SHOW**
Waters Pre-Function

10:00 am – 3:00 pm Auxiliary Activities
Stoney Creek A

10:15 am – 12:15 pm **Seminar: Marketing your Brand (E)** - Blue River Digital
Waters E

12:15 pm – 1:00 pm Networking Lunch – Marketing Awards- NAA Presentation
Waters C

1:15 pm – 2:15 pm **Seminar: Mayberry Method (E)** – Rik Roberts
Waters E

2:30 pm – 5:30 pm **Seminar: Mastering the Digital Age: AI and Digital Marketing Tactics for Auctioneers – (E)**
Waters E John Schultz

6:00 pm Indiana Champion Auctioneer Contest
Waters C