

# 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**

7:00 am Registration Open  
*Waters Pre-Function*

7:30 am – 10:30 am **Seminar- Law, Ethics, Contracts (M)** – Mike Brandly, CAI, AARE  
*Waters E*

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

10:30 am – 10:45 am Ballot pickup for IAA annual Board of Directors Elections  
*Outside of Waters E*

10:45 am. – 11:30 am IAA Annual Membership Meeting  
*Waters E*

11:30 am – 12:30 pm Networking Lunch – (Marketing Awards- NAA Presentation-Vendor Recognitions)  
*Waters C*

12:30 pm – 3:30 pm **Seminar – Law, Ethics, Contracts (M)** – Mike Brandly, CAI, AARE  
*Waters E*

3:30 pm – 5:30 pm **Seminar – ATF (E)**  
*Waters E*

6:30 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 Presidential Lunch (Recognition of BoD, Outgoing and Incoming Presidential Addresses)  
*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)**  
John Schultz

*Waters E*

6:00 pm Indiana Champion Auctioneer Contest  
*Waters C*