

2025 IAA Annual State Convention

Title Sponsors:

Schedule of Events - *(subject to change)* – November 7-8, 2025 – Indianapolis, IN

Friday, November 7, 2025

8:00 am Registration Open
Atrium A-B

9:00 am Coffee with Vendors

9:00 am – 5:00 pm **TRADE SHOW**
Atrium A-B

9:30 am – 11:00 am ***Seminar- CRM-*** Eric Hoots
Heathrow A-B

11:00 am – 12:00 pm ***Round Table/Forum – Customer Service***
Symposium

12:00 pm – 1:30 pm Networking Lunch – (Marketing Awards- NAA Presentation-Vendor Recognitions)
Ballroom A-C

1:30 pm – 3:00 pm ***Seminar – EOS (Entrepreneur Operating System)*** – Brian Wiebe
Symposium

3:00 pm – 4:30 pm ***Seminar – Smarter, Faster, Better: How AI is Shaping the Future of the Auction Industry -***
Mike Langthorne
Symposium

6:00 pm Dinner (Hall of Fame Induction and Fun Auction) *Fun Auction ages 8-18
Ballroom A-C

Saturday, November 8, 2025

8:30 am – 9:30 am Hall of Fame Breakfast/Meeting
Heathrow A-B

9:00 am – 3:00 pm **TRADE SHOW**
Atrium A-B

9:30 am – 9:45 am Ballot pickup for IAA annual Board of Directors Elections
Outside of the Symposium

9:45 am – 10:30 am IAA Annual Membership Meeting
Symposium

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| 10:30 am – 11:30 am <i>Heathrow A-B</i> | <i>Seminar – Trusts/Estates and Probates</i> – Justin Wall |
| 11:30 am – 12:00 pm <i>Heathrow A-B</i> | <i>Seminar – How to Start Your Auction Business</i> – Fletcher Bros. |
| 12:00 pm – 1:00 pm <i>Ballroom A-C</i> | Presidential Lunch (Recognition of BoD, Outgoing and Incoming Presidential Addresses) |
| 1:00 pm – 4:00 pm <i>Heathrow A-B</i> | Family Room Open |
| 1:00 pm – 2:30 pm <i>Symposium</i> | <i>Seminar - Voice, Presence & Stage Mastery for Auctioneers</i> - Josh Phelps |
| 2:30 pm – 3:30 pm <i>Symposium</i> | <i>Seminar - Beyond Bid Calling</i> – TJ Freije |
| 3:45 pm – 4:15 pm | <i>Panel - Champion Contest Preparation</i> |
| 4:30 pm – 5:30 pm | Contestant Roll Call Meeting and Sound Check /Judges Meeting |
| 6:00 pm <i>Ballroom A-C</i> | Indiana Champion Auctioneer Contest |