

# 2025 IAA Annual State Convention

## Title Sponsor: Schrader Real Estate and Auction Co.

### 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  
*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 -**  
*Symposium*                      Mike Langthorne

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*

10:30 am – 11:30 am <i>Heathrow A-B</i>	<b><i>Seminar – Trusts/Estates and Probates</i></b> – Justin Wall
11:30 am – 12:00 pm <i>Heathrow A-B</i>	<b><i>Seminar – How to Start Your Auction Business</i></b> – 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>	<b><i>Seminar - Voice Production, Health, and Care for the Auction Professional</i></b> - Josh Phelps
2:30 pm – 3:30 pm <i>Symposium</i>	<b><i>Seminar - Beyond Bid Calling</i></b> – TJ Freije
3:45 pm – 4:15 pm	<b><i>Panel - Champion Contest Preparation</i></b>
4:30 pm – 5:30 pm	Contestant Roll Call Meeting and Sound Check /Judges Meeting
6:00 pm <i>Ballroom A-C</i>	Buffet Dinner/Indiana Champion Auctioneer Contest