

2019 PAA Tentative Conference Schedule

(Trade Show will be open all day Wednesday through Friday)

TUESDAY, JANUARY 8, 2019

6:30 - 7:00pm Registration
 7:00 - 8:00pm FREE SEMINAR - *From Boot Camp to the Big Stage* by Patrick K. Morgan

WEDNESDAY, JANUARY 9, 2019

7:30am Registration, Trade Show Opens, Continental Breakfast, Welcome Booth
 8:00am *SEMINAR - *Go More in Depth with AuctionFlex Software* by Kris Kennedy
 8:00am *SEMINAR - *Go More in Depth with Wavebid Software* by Russ Hilk
 8:00am *SEMINAR - *Bid Calling Critique* by Matthew Hurley & Matthew Hostetter
 10:00 1st Time Attendee Meeting
 10:20 SEMINAR - *General Auctioneer to Real Estate Specialist: Making the Transition* by Matthew Hurley
 11:45 Buffet Lunch and Auction
 12:45pm NAA Presentation - Tim Mast
 1:00 SEMINAR - *Better Sales and Negotiation Tactics* by Tim Mast
 2:30 SEMINAR - *Understanding Your Competition (and it's not who you think it is)* by Tim Keller
 2:30 Audit Committee Meeting
 4:00 & 4:45 Bus Leaves for Auctioneer Competition at Farm Show
 5:30 @ Farm Show Pennsylvania State Championship Auctioneer Competitions
 8:30pm @ Hotel Hospitality Reception
 8:30 Mr. B - DJ and Karaoke - Upbeat modern music
 8:45 & 9:15 Bus Returns to Hotel from Farm Show
 9:30 Nominating Committee Meeting
 11:30pm PCN (PA Cable Network) airs coverage of PA Auctioneer Competitions (subject to scheduling changes)

THURSDAY, JANUARY 10, 2019

7:00am Registration, Trade Show Opens
 7:00 Breakfast Buffet
 8:15 SEMINAR - *Five Keys to Successful Real Estate Auctions* by Tim Mast
 9:30 *SEMINAR - *Direct Mail + Digital =The Perfect marriage* by Jenny Gamblin of Shearer Printing
 9:30 *SEMINAR - *The Auctioning of History - Capturing the Past* by Bob Lucas, Historian
 9:45 PAA Hall of Fame Meeting

11:45 Luncheon, Ad Awards, Presentations and SEMINAR - *Principles & Business Side of Sheetz, Inc.: History & Growth* by Earl Springer of Sheetz, Inc.
 1:45 Budget & Finance Committee Meeting
 2:00 Chapter Leadership Meeting
 2:30 PAA Annual Meeting
 2:30 Vendor Appreciation
 2:30 PAA Auxiliary Meeting and Auction
 5:00 Fun Auction Dinner (doors open 4:45)
 6:00 Annual Fun Auction
 9:30 Ice Cream Sundae Bar
 9:30 Presidential Reception

FRIDAY, JANUARY 11, 2019

7:00am Continental Breakfast, Trade Show, Registration
 8:00 *SEMINAR - *PART I - National Shooting Sports Foundation (NSSF)* by Jean Zabel
 8:00 *SEMINAR - *The Art & Science of Working the Auction Ring* by Sam Grasso
 9:00 RADIO SHOW - Michael Ivankovich, Host, WBCB 1490AM, "What's it Worth?"
 9:45 *SEMINAR - *PART II - NSSF* by Jean Zabel
 9:45 *SEMINAR - *Contract Auctioneering - More Than Just a Bid Caller* by Matthew Hostetter
 9:45 *SEMINAR - *Bedding & Upholstery Laws for Auctioneers* by Penny Myers & Karen Strong of the Dept. of L&I
 11:30 Luncheon and SEMINAR - *The Lighter Side of Entrepreneurship* by Timothy Sweet, Professor at Grove City College
 1:30 *SEMINAR - *Facebook Marketing* by Joel Gavaletz & Mike Keller
 1:30 *SEMINAR - *To Tow or Not to Tow?* By Kevin Havern, PA State Police, DOT
 3:00 SEMINAR - *Various Legal Subjects* by George Michak, PAA Legal Counsel
 5:30 Doors open for Banquet, Cash Bar open
 6:00 Annual President's Banquet, Auctioneer Tribute, Presentation of contest awards, President's Farewell Address, Passing the Gavel with Past PAA Presidents
 8:30 Social Hour
 8:30 Mr. B - DJ and Karaoke - Upbeat modern music

(*Concurrent seminars)