

NEBRASKA AUCTIONEERS ASSOCIATION



TENTATIVE CONVENTION SCHEDULE

Holiday Inn Conference Center
110 2nd Avenue, Kearney, NE
May 19-21, 2017



Friday, May 19, 2017

8:00 a.m. Registration Opens
8:30 - 11:45 a.m. **Real Estate Session I "Red Flags For Risk" (0349)** – Instructor, Craig Larabee
Lunch Break
11:45 - 12:30 p.m. **Real Estate Session II "Contracts & How To Write Them To Keep Your License" (0928R)** – Instructor, Craig Larabee
12:30 - 3:45 p.m. Optional **Exhibitor Set-up**
4:00 - 5:00 p.m. **Contestants Check-in for Competition**
4:30 - 5:00 p.m. **Check-in Fun Auction Items**
4:00 - 5:00 p.m. **Tailgate Party** – Cocktails & Dinner
5:00 - 6:00 p.m. **Auctioneer & Ringman Competition and Fun Auction**
6:00 - 10:00 p.m.

Saturday, May 20, 2017

7:00 a.m. Registration Opens
7:00 - 8:00 a.m. Exhibitors Set-Up
7:30 - 8:30 a.m. **Auxiliary Board Meeting**
8:00 - 8:30 a.m. **Continental Breakfast in the Exhibits**
8:30 - 9:30 a.m. **Association and Auxiliary General Membership Meetings**
9:30 - 10:15 a.m. **"The Grit"** Grit = passion & persistence for very long-term goals. Perseverance is only a part of the equation – presentation by Dr. Kathe Perez
Break
10:15 - 10:30 a.m. **"How to Still Make Money with Small Estate Auctions"** An interactive discussion about how to make money and conduct auctions for estates that will gross under \$10,000. Ways to use guarantees, fees and commissions to make these auctions profitable as well as the use of internet-only auctions to sell the items in place – presentation by David Whitley
10:30 - 11:30 a.m. **Luncheon** – Exhibitor Introductions
11:30 - 1:00 p.m. **Exhibits Open / Advertising Contest Check-In**
1:00 - 1:30 p.m. **Self Defense** – presentation by John Cahill
1:00 - 2:00 p.m. **"Color Survey"** – Get insight into your personality with this fun survey – presentation by Regina Andrijeski
2:00 - 2:45 p.m. Break
2:45 - 3:00 p.m. **"Conduct Your First Internet Only Auction"** A hands-on discussion of best practices in how to set-up, catalog, market and settle an Internet-Only Auction – presentation by David Whitley
3:00 - 4:00 p.m. Free time
4:00 - 5:00 p.m. **Social Hour**
5:00 - 6:00 p.m. **Banquet and Awards Presentation** – Business Attire Requested
6:00 - 8:00 p.m.

Sunday, May 21, 2017

7:30 a.m. Registration Opens
7:30 - 8:00 a.m. **Breakfast Buffet Open**
8:00 - 9:00 a.m. **Advertising Contest Awards and Installation of Officers**
9:00 - 11:00 a.m. **"Voice Care"** – presentation by Dr. Kathe Perez
11:00 - 12:00 p.m. **"Auctions & The Law"** How the law can and does affect us in the auction business. Information to help keep you on the right side of the law and out of the courtroom – presentation by David Whitley

YOUR PRESENTERS:



David P. Whitley
CAI, CES

David Whitley teaches auction law, technology, marketing and bid calling at the World Wide College of Auctioneering. He has a BS in Agriculture Economics and a Juris Doctorate from the University of Wyoming College of Law. He also attended the Western College of Auctioneering.

Whitley Auction conducts around 60 auctions a year in real estate, commercial and industrial liquidations, government surplus, business liquidations, estates and other specialties.



John Cahill

John Cahill is the Owner and Senior Instructor for Nebraska School of Martial Arts in Kearney, Nebraska. He has a 2nd degree black belt specializing in self defense and has trained in martial arts for the last 20 years. John is also a certified instructor in Tae-Kwon-Do and Kenpo Karate.



Dr. Kathe Perez

Kathe Perez is the founder and president of Exceptional Voice, Inc. As a certified Speech-Language Pathologist, Kathe has been working in the field for more than 25 years.

Author of the much acclaimed textbook, Professional Voice: the science and art of clinical care, she has continued to contribute to her field through investigative research published in professional journals.

Kathe has taught graduate and undergraduate courses at the University of Colorado-Boulder, Metropolitan State College-Denver and the University of Northern Colorado-Greeley. Nationally, Kathe has conducted customized workshops, seminars and training programs for professionals who wish to improve their voices.



Craig Larabee

Craig Larabee is the Education Director and former owner and President of Larabee School of Real Estate & Insurance, Inc. with schools and classes throughout Nebraska. Craig now operates JMSK Corporation out of Lincoln, Nebraska.

Craig has taught pre-licensing and continuing education since 1977 for private schools, colleges, Boards of Realtors, and Certified Commercial Investment Broker's (CCIM) Chapters. He has been a featured speaker at many conventions including the Nebraska Auctioneers and has instructed at the Nebraska Realtors Association State Convention. Mr. Larabee has also instructed at the Real Estate Educator's, REEA, National Convention.