



# Nebraska Auctioneers Association

## TENTATIVE CONVENTION SCHEDULE

May 18-20, 2018

Holiday Inn Hotel & Conference Center, 110 2nd Ave., Kearney, NE



### Friday, May 18, 2018

7:00 - 7:45 am Foundation Board of Directors Meeting- Stateroom 174  
 8:00 a.m. Registration Opens - ABC Registration  
 8:30 - 11:45 a.m. **Real Estate Session I "Caveat: Rules & Regulations 0305R"** - Instructor, Craig Larabee - Stateroom C  
 Lunch Break - Stateroom F  
 11:45 - 12:30 p.m. **Real Estate Session II "One Talks, One Listens 0599"**  
 12:30 - 3:45 p.m. Instructor, Craig Larabee - Stateroom C  
 3:00 - 4:00 p.m. Exhibitor Set-up - Prefunction Area  
 4:00 - 5:00 p.m. Check-in Fun Auction Items /Exhibits Open - Staterooms DEF  
 5:00 - 6:00 p.m. Grand Buffet - Cocktails & Dinner - Staterooms DEF  
 6:00 - 10:00 p.m. Fun Auction - Staterooms DEF

### Saturday, May 19, 2018

7:00 a.m. Registration Opens - ABC Registration  
 7:00 - 8:00 a.m. Exhibitors Set-Up - Prefunction Area  
 7:30 - 8:30 a.m. NeAA Auxiliary Board Meeting - Stateroom D  
 7:30 - 8:30 a.m. NeAA Board Meeting - Stateroom 174  
 8:00 - 8:30 a.m. Continental Breakfast in the Exhibits - Prefunction Area  
 8:30 - 9:30 a.m. NeAA General Membership Meeting - Staterooms BC  
 8:30 - 9:30 a.m. NeAA Auxiliary General Membership Meeting- Stateroom D  
 9:45 - 10:45 a.m. "Auctioneering - Motivation - Success" by Leroy Van Dyke - Staterooms BC  
 10:45 - 11:00 a.m. Break - Prefunction Area  
 11:00 - 12:00 p.m. "Internet Auction Best Practices" More and more auctioneers are incorporating internet bidding into their business models, but some are having more success than others. This course challenges our understanding of how we've translated our in-person auctions to the internet and discusses the nuances of how the decisions we make can impact bidder participation and engagement--by Aaron Traffas - Staterooms BC  
 12:00 - 1:30 p.m. Luncheon - Exhibitor Introductions - Staterooms EF  
 12:00 - 1:15 p.m. Exhibits Open - Prefunction Area/Advertising Contest Check-In - Stateroom D  
 1:15 - 2:00 p.m. "Humor & Creativity in the Work Environment" - presentation by T. Marni Voss - Staterooms BC  
 2:00 - 2:15 p.m. Break - Prefunction Area  
 2:15 - 4:15 p.m. "Slumdog Auctioneer" - The presentation is based on actual experiences (successes and failures) in the real estate world. Scott will share tips and strategies of what not to do. If you are just starting your auction career or are a seasoned veteran, you will want to make sure to attend-- by Scott Shuman -Staterooms BC  
 4:15- 5:00 p.m. Free time  
 5:00 - 6:00 p.m. Social Hour - Ballroom  
 6:00 - 8:00 p.m. Banquet and Awards Presentation - Business Attire Requested- Ballroom  
 8:00 - 9:30 p.m. Entertainment by "Leroy Van Dyke and the Auctioneers" - Ballroom

### Sunday, May 20, 2018

7:30 a.m. Registration Opens - ABC Registration  
 7:30 - 8:00 a.m. Breakfast Buffet Open - Staterooms EF  
 8:00 - 9:30 a.m. Advertising Contest Awards and Installation of Officers - Staterooms BC  
 9:30 - 10:45 a.m. "Where Are We Headed" - You have been taught how to market what you are selling and you have been taught how to promote yourself and your business. This session will help you to understand how networking can lead to the next deal. Presentation by Scott Shuman - Staterooms BC  
 10:45 - 12:00 p.m. "Considerations of a Fuller Life" - presentation by T. Marni Voss- Staterooms BC

### Your Presenters



Leroy Van Dyke, of "Auctioneer" and "Walk On By" fame and movie star is known around the world as an entertainer, recording artist, radio and television star, actor, auctioneer and veteran of the Las Vegas circuit. He has recorded over 500 songs, and probably holds the record for most repeat-performance bookings of any working, name country music entertainer. He has performed an estimated 3,500 shows at agricultural events, including fairs and livestock events, in addition to a great variety of other engagements. In his six decades of performances, Leroy has never missed a show!



Scott Shuman is a real estate partner and auctioneer for Hall and Hall Auctions. He has more than 30 years of auction experience. He attended Missouri Auction School in 1986 and opened an auction firm shortly thereafter. Scott was awarded the 1997, 2002, and 2014 Auction of the Year awards from the NAA, as well as the prestigious Rose Award presented at the Certified Auctioneers Institute.

Scott has served as an instructor for CAI and Trustee for the NAA Education Institute. He is currently serving as President of the NAA. He holds auction and real estate licenses in 24 states. Scott and his wife, Krista, reside in Eaton, Colorado, with their three children.



Aaron Traffas, is a first-generation auctioneer, and Aaron is currently Purple Wave's community evangelist. He is an instructor and co-author of the NAA's AMM designation and also teaches the Internet Auction Methods class. He is a past trustee of the NAA's Education Institute and is the immediate past president of the Kansas Auctioneers Association. Aaron is originally from Sharon, Kansas, and now lives in Medicine Lodge, Kansas. He holds a bachelor's degree in animal science from Kansas State University.



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.



Regardless of her time slot, T. Marni Vos knows she is part of the welcoming committee for all who have made their way to your event. Marni will let them know, on and off stage, that they have arrived at a fabulous gathering! She wants to be the part of your event that delivers the "I'm so glad I'm here," response. Vos resets attitudes, regenerates individuals, and renews community!