



Nebraska Auctioneers Association

CONVENTION SCHEDULE

April 27th, 28th, 29th & April 30th, 2023

Embassy Suites by Hilton, 1040 P ST, Lincoln, NE



**Schedule and room names subject to change

Thursday, April 27th, 2023

10:00 a.m. Tour of Memorial Stadium- UN-L-RSVP on Reg form
 12:00 p.m. Lunch at Lazlo's- Historic Haymarket District- RSVP on Reg form
 1:30 - 3:30 p.m. Historic Haymarket District Walking Tour/stop at local stores-RSVP
 3:30 - 4:30 p.m. Free time and check into hotel at 4:00 p.m.
 4:30 p.m. Group Therapy Pedal Bike Tour -Haymarket District- RSVP on Reg form
 6:30 p.m. Group Dinner at Misty's Steakhouse-RSVP on Reg form

Friday, April 28th, 2023

6:00 - 9:00 a.m. Breakfast - Hotel Atrium- Free to hotel guests
 7:00 - 8:00 a.m. Foundation Board of Director's Meeting- Directors Room
 8:00 a.m. Registration Opens - Pre-Convention/Courtyard Area
 8:00 a.m. Vendor Set-up & Trade Show-Pre-Convention Area/Courtyard
 8:30 - 11:30 a.m. Real Estate Class- taught by Doug Boyd-
 Regents D & E-*"Agency-The Power and Responsibility"* R Class
 Lunch - Atrium
 NOON
 1:00 - 1:30 p.m. Diamond Level Vendor Presentation #1-Regents D & E
 1:30 - 2:00 p.m. Diamond Level Vendor Presentation #2-Regents D & E
 2:00 - 2:30 p.m. Diamond Level Vendor Presentation #3-Regents D & E
 2:30 - 2:45 p.m. Break and Trade Show -Pre-Convention Area/Courtyard Area
 2:45 - 3:30 p.m. Marketing Workshop- *"An Interactive No-Holds-Barred Session"*-
 Regents D & E-John Schultz, AMM- Grafe Auction Company
 3:45 - 5:00 p.m. Panel Discussion-Regents D & E
 Chantel Kimball/John Schultz/Trev Moravec/Matt Lowery
 Photo Contest Check-In- Regents F
 5:00 - 6:00 p.m. Check-in Fun Auction Items - Regents A
 5:00 - 6:30 p.m. Manager's Reception at hotel - Atrium
 5:30 - 6:30 p.m. Grand Buffet & Fun Auction - Regents A
 6:30 - 10:00 p.m. Hospitality - Alumni Room
 10:00 - Midnight

Saturday, April 29th, 2023

7:00 - 10:30 a.m. Breakfast - Hotel Atrium- Free to hotel guests
 7:00 a.m. Registration Opens - Pre-Convention/Courtyard Area
 7:00 - 8:00 a.m. NeAA Auxiliary Board Meeting -Directors Room
 7:00 - 8:00 a.m. NeAA Board Meeting - Executive Board Room
 8:00 a.m. Trade Show Opens-Pre-Convention Area/Courtyard Area
 8:15 - 9:15 a.m. NeAA General Membership Meeting - Regents B & C
 8:15 - 9:15 a.m. NeAA Auxiliary General Membership Meeting-Directors Room
 9:15 - 9:30 a.m. Break and Trade Show- Pre-Convention/Courtyard Area
 9:30 a.m. Photo Contest Entry Deadline- Regents F
 9:30 - 10:45 a.m. John Schultz -Regents B & C
"How to use technology to best benefit your business & Creating Organic Content For Real Estate & Auctions"
 10:45 - 11:00 a.m. Break and Trade Show - Pre-Convention Area/Courtyard Area
 11:00 a.m. - 12:30 p.m. Chantel Kimball -Regents B & C - *"Game Ready"*
 12:30 - 1:30 p.m. Luncheon - Regents A
 1:30 - 3:00 p.m. John Schultz -Regents B & C
"Finding Sellers Using Organic and Paid Search Campaigns"
 3:00 - 3:15 p.m. Break and Trade Show-Pre-Convention/Courtyard Area
 3:15 - 4:45 p.m. Chantel Kimball - Regents B & C
"Staying Connected in an Overly Connected World"
 4:45 - 5:30 p.m. Free time
 5:30 - 6:30 p.m. Reception-Chancellor's Hallway-Business Attire Requested
 6:30 - 8:30 p.m. Banquet and Awards Presentation - Regents B & C
 8:30 - 10:30 p.m. Entertainment by Dirty Boots Band - Regents B & C
 10:30 - Midnight Hospitality- Alumni Room

Sunday, April 30th, 2023

7:00 - 10:30 a.m. Breakfast - Hotel Atrium- Free to hotel guests
 8:30 - 9:00 a.m. Entertainment- Regents D & E
 9:00 a.m. Photo Contest Awards -Regents D & E
 9:15 a.m. Installation of Officers- Chantel Kimball-Regents D & E
 9:30 a.m. Recognition of 2022 Auctioneer/Ringman Champions
 9:45 a.m. Quilts of Valor Ceremony- Phyllis Schoenholz-Regents D & E
 10:30 a.m. Adjournment and final words- Scott Jarman, Outgoing President

Your Presenters



John Schultz will present a **Marketing Workshop**- *"An Interactive No-Holds-Barred Session"*, *"Creating Organic Content For Real Estate & Auctions"* and also *"Technology- How to use Technology to Best Benefit Your Business"* and *"Finding Sellers Using Organic and Paid Search Campaigns"* along with serving on a panel discussion.

John Schultz is a 25-year veteran of the auction industry. He is currently a Partner and Chief Marketing and Technology Officer at Grafe Auction Company, a Minnesota-based nationwide commercial and industrial auction company. He is a member of the National Auctioneers Association (NAA), Minnesota State Auctioneers Association (MSAA), and American Marketing Association (AMA). John served as a Director on the NAA Board of Directors from 2019-2022 and is currently an instructor for the Auction Marketing Management (AMM) designation. He received the President's Award of Distinction from the NAA in 2022. He has served in various leadership roles in the NAA and MSAA, including serving as MSAA's 60th President in 2009 and receiving the Golden Gavel Award for outstanding service to the auction industry.



Chantel Kimball will present *"Game Ready"* and also *"Staying Connected in an Overly Connected World"* along with serving on a panel discussion.

Chantel Kimball is the 2022 Women's International Auctioneer Champion. She is a third-generation auctioneer; coming from a strong heritage of personal property, livestock and real estate auctioneers. In May of 2021 her and her husband Seath, in addition to their 3 year old son Ace, welcomed their second son, Callum. Growing their family, while continuing to work in the auction industry, has not only provided her the opportunity to pursue benefit auctions and

provide the clients of Booker Auction Company with agri-business solutions, but it has also allowed her to introduce yet another generation to this great industry.

Chantel graduated from Reppert Auction School in 2005. Received her BA in Communications from Boise State University in 2010 and graduated from the Certified Auctioneers Institute in 2013. She was the 2013 Northwest Auctioneer Champion. Chantel has served on the Washington Auctioneers Board since 2015 and was the president from 2019-2021.

Friday's Panel Discussion also includes:



Trevor Moravec
2021 World Auto
Auctioneer



Matt Lowery
2008 World Livestock
Auctioneer



Doug Boyd
*Real Estate Continuing Ed
Presenter*

Your Presidents



Scott Jarman
The Auction Mill

Scott is currently the NeAA President. Scott and his wife, Michelle, reside in Cedar Bluffs, NE



Michelle Jarman
The Auction Mill

Michelle is currently the NeAA Auxiliary President. She, and her husband, Scott, reside in Cedar Bluffs, NE