

# 2014 WINTER CONVENTION

**January 22 – 25, 2015**  
**Drury Plaza Broadview**

400 W Douglas Ave,  
Wichita, KS 67202  
800-325-0720

Room Rate is \$89 per night  
Use reservation code: 2186283



## Thursday Evening ~ January 22

**6:00 pm - 10:00 pm**

President's Reception/Registration

**8:00 pm**

Board of Directors meeting followed by Past Presidents' meeting

## Friday ~ January 23

**7:00 am - 8:30 am**

Breakfast & Fellowship (Buffet)

**8:30 am - 9:00 am**

Legislative Update by Dan Murray, KAA Legislative Monitor

**9:00 am - 12:00 pm**

Real Estate Course (3 hours CE) **Mandatory Broker Core** by Amanda Rempe – (Wichita Area Association of REALTORS®)

**12:00 pm - 1:00 pm**

Vendor Spotlight Luncheon (Now included with a full Conference Registration)

**1:00 pm - 4:00 pm**

Real Estate Course (3 hours CE) **Auction Verdicts- Mike Brandly, CAI** - The class takes auctioneers through key United States Supreme Court and State Supreme Court cases involving auctioneers. Attendees leave with both court decisions and rules and procedures that can be immediately implemented at home.

**4:15 pm - 5:00 pm**

First Time Attendees' Orientation

**4:30 pm - 4:45 pm**

Rookie Contestants Meeting

**4:30 pm - 6:30 pm**

Fun Auction Item Check-in

**4:30 pm - 6:00 pm**

Reception by KRVN

**5:15 pm - 6:45 pm**

Kansas Auctioneer Competition Preliminary Event

**7:15 pm**

Banquet, Fun Auction, KAA Rookie Bid-Calling Competition and 25 Year Parade of Champions



## Saturday ~ January 24

**7:00 am - 9:00 am**

Breakfast & fellowship

**8:00 am - 8:35 am**

Candidate speeches for KAA Board of Directors/Officer Elections

**8:35 am - 8:50 am**

Voting

**9:00 am - 10:30 am**

**Option 1- Panel of Champions** – Have a chance to hear about competitive auctioneering from world champions. **Paul C. Behr, CAI, BAS** (International Auctioneer Champion, World Livestock Auctioneer Champion and owner of World Automobile Auctioneer Championship), **Charly Cummings** (World Livestock Auctioneer Champion), **Kevin Borger** (International Auctioneer Champion) and **Megan McCurdy Niedens CAI, BAS** (International Auctioneer Champion).

**Option 2- Benefit Auction Consulting 101- Christie King, CAI, AARE, BAS** - We will discuss various structured meetings you can conduct with your clients to keep them on track: the roles of their volunteers; your roles and responsibilities auction night; post auction wrap up.

**10:30 am - 10:45**

Break

**10:45 - 12:15 pm**

**UCC 2-328 Mike Brandly** - No other four paragraphs of auction law effect every single auctioneer in the country. These important paragraphs are explored with common interpretations, as well as dispelling longstanding myths in a humorous, memorable fashion.

**12:15 pm - 1:30 pm**

Lunch on Your Own / KAA Auxiliary Luncheon

## Saturday ~ January 24 Continued

**1:30 pm - 3:00 pm**

**Option 1- History of Auctions – Paul C. Behr, CAI, BAS** - The history of auctions dates back over 5000 years. This seminar is a fun and informative about the history of auctions. You will learn when auctions began, why they began and what were the first recorded items sold at auction. Why are auctioneers called Colonel? How have auctions changed throughout the centuries and how have they stayed the same? Why does the public like auctions and auctioneers as much as they do? This is a seminar everyone will enjoy.

**Option 2- So You Want to be a Paid Benefit Auctioneer?- Christie King, CAI, AARE, BAS**- We will discuss the auctioneer's roles and responsibilities auction night, your compensation options, and the four components of the fundraising event:, live and silent auction, special appeal and extra revenue generators.

**3:00 pm - 3:15 pm**

Break

**3:15 pm - 4:45 pm**

**Auctioneering & Bid Calling – Paul C. Behr, CAI, BAS** - The signature of the auctioneer has stayed constant even in the ever changing environment & advances in the auction profession and auction industry. This seminar will address bid calling, voice care and the relationship of being a professional auctioneer and family time. How can we better take care of our voice, how can we have a more rhythmic, smoother and more pleasing chant? Is being a good bid caller and good auctioneer the same? The auction professional today must wear many hats to be successful. How can you manage your professional demands and balance family life at the same time?

**4:45 pm - 6:30 pm**

KAA Annual Meeting

**7:00 pm**

Banquet with Presentations of Sponsors, Kansas Auctioneer Champion, Livestock Champion, Award of Distinction, Scholarship Awards, Hall of Fame, and Board of Director Service Auction

**9:30 pm**

Hall of Fame Reception

## Sunday ~ January 25

**7:30 - 8:45**

Breakfast & Fellowship

**9:00 - 10:00**

Non-denominational Inspirational Worship Service & KAA Memorial

**10:15 - 11:45**

**Using Effective Communication to Improve Your Business – Hannes Combest, NAA Executive Director**- You have been asked to speak at your local Rotary club about your business. It's a great opportunity because there are 50 business leaders from your community that will be in attendance, but you have one major problem: you can bid call with the best of them, but the thought of standing up in front of your friends and colleagues scares you to death. This short program will help you learn how to prepare your presentation so you can say yes to the Rotary and yes to more business.

**12:00**

Installation Luncheon

**Immediately following the Luncheon**

The KAA Board meeting

## Auxiliary Schedule

### Friday ~ January 23

**9:00 am**

Meet in the lobby for Tours (those not attending real-estate courses)

**9:30 am**

Tours

### Saturday ~ January 24

**7:00 am - 7:30 am**

Christian Auctioneers Fellowship

**8:00 am - 8:30 am**

KAA Auxiliary Board of Director Interviews

**9:30 am - 10:15 am**

Auxiliary Annual Meeting

**12:00 pm - 2:00 pm**

Auxiliary Luncheon and Scholarship Auction

### Sunday ~ January 25

**9:00 - 10:00**

Non-denominational Inspirational Worship Service & KAA Memorial

**12:00 pm**

Installation Luncheon

**Immediately following the Luncheon**

KAAA Board meeting



# 2015 KAA / KAAA WINTER CONVENTION REGISTRATION

## JANUARY 22-25, 2015

To receive **Registration Early Bird fee**, paid registration must be received by **December 31, 2014**

### CONFERENCE REGISTRATION

**Full Conference** (Thursday through Sunday access, including all lunch & dinners, excluding the KAAA Luncheon)

Adult ..... **\$125/** \$150 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Youth (Ages 5-12) ..... \$45 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**Saturday Conference & Dinner** (Adult 1 day access with evening banquet, excluding lunch) ..... \$100 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**Friday Meals Only** (Lunch & Dinner - ideal for Real Estate CE attends that want to stay for dinner) ..... \$50 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**Need any extra meal tickets?** (Reminder: Breakfast is included with your hotel room.)

Friday Adult Luncheon ..... \$45 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Friday Child Luncheon ..... \$25 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Friday Adult Dinner ..... \$45 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Friday Child Dinner ..... \$25 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Saturday Adult Dinner ..... \$45 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Saturday Child Dinner ..... \$25 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Sunday Adult Luncheon ..... \$45 x \_\_\_\_\_ persons = \$ \_\_\_\_\_  
Sunday Child Luncheon ..... \$25 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**KAA AUXILIARY LUNCHEON & AUCTION** (Saturday) ..... \$20 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**REAL ESTATE CONTINUING EDUCATION** (Kansas Credit Only) ..... \$65 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

**GRAND TOTAL** ..... \$ \_\_\_\_\_

If you are not able to make to attend any of the lunches or dinners that are a part of your registration, please let us know as soon as possible.

### PAYMENT INFORMATION

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Office/Cell Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Check # \_\_\_\_\_ - **OR** - Credit Card: Visa \_\_\_\_\_ MC \_\_\_\_\_ Discover \_\_\_\_\_

Card #: \_\_\_\_\_ Exp: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Signature: \_\_\_\_\_

### NAME BADGE INFORMATION

(Put name as it is on your real estate license if you are registering for Continuing Education.)

NAME: \_\_\_\_\_ Real Estate License # \_\_\_\_\_ Adult ☐ Child ☐ First Time ☐

Designations \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

KAA Member ☐ KAAA Member ☐ Spouse ☐ Family Member ☐ Employee ☐ Guest ☐

NAME: \_\_\_\_\_ Real Estate License # \_\_\_\_\_ Adult ☐ Child ☐ First Time ☐

Designations \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

KAA Member ☐ KAAA Member ☐ Spouse ☐ Family Member ☐ Employee ☐ Guest ☐

NAME: \_\_\_\_\_ Real Estate License # \_\_\_\_\_ Adult ☐ Child ☐ First Time ☐

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NAME: \_\_\_\_\_ Real Estate License # \_\_\_\_\_ Adult ☐ Child ☐ First Time ☐

Designations \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

KAA Member ☐ KAAA Member ☐ Spouse ☐ Family Member ☐ Employee ☐ Guest ☐

**Mail:** KAA ~ 11345 W. Carr Ct. ~ Wichita, KS 67209 **Email:** cindi@kansasauctioneers.com

(Any photos taken during the course of the event may be used for future advertising or posted on Association website and/or social media.)