



# 2016 WINTER CONVENTION

## Thursday Evening ~ January 14

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

President's Reception/Registration

**7:00 pm**

Board of Directors followed by Past Presidents' meeting

## Friday ~ January 15

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

Breakfast & Fellowship

**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 Salesperson/Broker Core with Cheryl Huebert (REALTORS® of South Central KS)

"Taking the Mystery out of Agency" offers a fresh new approach to the topic of BRRETA. The course covers the performance of an agent or transaction broker in establishing relationships with a client or customer, as well as, the two types of misrepresentation and the ways to avoid it. With the NEW whodunit theme, the course is designed to remove the ambiguity of a topic that is puzzling and mysterious to many.

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

Vendor Spotlight Luncheon (Included with full Conference Registration)

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

Real Estate Course (3 hours CE) Psychology of Working Your Buyer with Spanky Assister

There is more to working an auction buyer than simply taking a bid. Take an in-depth look at how to navigate the psychology of a customer or client. From your appearance to your body language and behavior, it is all about image.

**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**

Cocktails

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

Kansas Auctioneer Championship Preliminary Event

**7:15 pm**

Banquet, Fun Auction, Rookie Auctioneer Competition

## Saturday ~ January 16

**7:00 - 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**

Inside Online Auctions with Wavebid

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

Break

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

Identification of Explosive Hazardous/Military Ordnances with James Moore of the Topeka Police Department

This class will help civilians identify military explosives and ordnance for the purpose of notification for hazardous device experts. Also will cover legal matters in regards to hazardous items.

- OR -



## Topeka Capitol Plaza Hotel

1717 SW Topeka Blvd

Topeka, KS 66612

**Room Rate is \$90 per night**

**800-579-7937**

**(Tell them KS Auctioneers Association or KSAA)**

**- OR -**

**[www.capitolplazahoteltopeka.com](http://www.capitolplazahoteltopeka.com)**

**(Select Group Code & enter AUCTION)**

**RESERVATION DEADLINE**

**December 15, 2015**



### First Generation Auctioneers: Paving your Way to a New Career with Shannon Mays

While many individuals are "born" into the business, there are also many men and women "blazing a new trail" and diving head first into the auction business. Where do you start? Which direction will your path take you? Live, online, auctioneer, ringmen? Forging a new path in today's auction world can bring up many questions. In this presentation, Shannon will cover different avenues in the auction business and how to "pave your way" to a new career.

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

Lunch on Your Own -OR- Auxiliary Scholarship Luncheon & Auction (Ticketed Event)

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

##### **Be a Champion with Spanky Assister**

This seminar is not about creating a champion bid call, but rather about becoming a champion auctioneer with a champion company. Individuals will learn to identify a champion's approach and how to incorporate the daily habits and specific techniques of becoming a champion in life, business and on the block.

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

Break

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

##### **Ringmen vs. Bid Spotters: Why Hire a Professional Ringman with Shannon Mays**

In this presentation, Shannon discusses the difference between Professional Ringmen and Bidspotters. Mays has been an instructor for the Professional Ringmen's Institute (PRI) along with the institute's founder, Brian Rigby. In this presentation, she will define the role of the professional ringman and the responsibilities that go along with the designation. Also included will be interactive role playing involving session attendees showing the different styles of "working the ring" including benefit, real estate and personal property.

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

KAA Annual Meeting

#### **7:00 pm**

Awards Banquet

#### **9:30 pm**

Hall of Fame Reception

### ***Sunday ~ January 17***

#### **8:00 to 8:45 am**

Non-denominational Inspirational Worship Service & KAA Memorial

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

Panel of Champions

#### **10:45 am**

Installation Brunch

#### **Immediately following Brunch**

KAA Board meeting

## ***Auxiliary Schedule***

### ***Friday ~ January 15***

**9:00 am** - Meet in Hotel Lobby for Tours

### ***Saturday ~ January 16***

**7:00 am - 7:30 am** - Christian Auctioneers Fellowship

**9:30 am** - Auxiliary Annual Meeting

**12:15 pm - 1:30 pm** - Auxiliary Scholarship Luncheon & Auction (Ticketed Event)

### ***Sunday ~ January 17***

**8:00 to 8:45 am** - Non-denominational Inspirational Worship Service & KAA Memorial

**10:45 am** - Installation Brunch

**Immediately following Brunch** - Auxiliary Board meeting



# Winter Convention Registration

\* \* \* \* CONVENTION REGISTRATION FOR MEMBERS, SPOUSES, EMPLOYEES, GUESTS \* \* \* \* \*

To receive Registration Early Bird fee, paid registration must be received by December 31, 2015

An additional \$10 will be applied when registering the day of Winter Convention.

## CONFERENCE REGISTRATION

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

Adult ..... **\$125 Early Bird** / \$150 Regular 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 = \$ \_\_\_\_\_

**AUXILIARY SCHOLARSHIP LUNCHEON & AUCTION** (Saturday)..... \$25 x \_\_\_\_\_ persons = \$ \_\_\_\_\_

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

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

If you are not able 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 c Child c First Time c

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

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

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

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

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

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

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

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

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

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.)