



# Florida Auctioneers Association

## 2019 Annual Winter Convention

Hilton Orlando/Altamonte Springs  
350 NORTHLAKE BLVD,  
ALTAMONTE SPRINGS, FLORIDA, 32701-5297



October 27-28, 2019

### Schedule of Events

#### Sunday Oct. 27

11:00 am	Registration Opens
11:00 am - 3:00 pm	Bid Calling Competition Registration and Auction Item Drop Off
12:00 pm - 5:30 pm	Tradeshow Open
12:30 pm - 1:00 pm	<b>Welcome:</b> FAA President Craig Fleming & Convention Chair Rick Eberhart
1:00 pm - 2:00 pm	<b>Seminar: "Digital Marketing for Increased Revenues"</b> John Schultz AMM
2:00 pm - 2:15 pm	Break and Vendor Visits
2:15 pm - 3:15 pm	<b>Seminar: "Digital Marketing for Increased Revenues"</b> cont. John Schultz AMM
2:15 pm - 5:00 pm	Board Interviews --- Interviews for upcoming Board Positions
3:15 pm - 3:30 pm	Break and Vendor Visits
3:30 pm - 5:00 pm	<b>Seminar: "Business Building through Active Networking"</b> NAA President Jason Winter CAI, AARE
5:00 pm - 5:30 pm	<b>Bid Calling Contest Orientation:</b> All Contestants meet to draw order of Competition
6:00 pm - 6:30 pm	<b>President's Welcome Reception</b>
6:30 pm - ??	<b>Dinner: Lewis C. Dell Award, Bid Calling Contest, and Fun Auction</b>

#### Monday Oct. 28

8:00 am	Registration
8:00 am - 3:00 pm	Tradeshow Open
8:30 am - 9:45 am	<b>Seminar: "Real Estate Auctions from Beginning to Close"</b> NAA President Jason Winter CAI, AARE
9:45 am - 10:00 am	Break & Vendor Visits
10:00 am - 11:15 am	<b>Seminar: "Advanced Auction Marketing Strategies"</b> John Schultz AMM
11:30 am - 12:15 pm	<b>Panel Discussion: "The Legacy Auction Business; Building A Business That Stands the Test of Time"</b> Panelists TBA
12:30 pm - 1:30 pm	Lunch/TradeShow - Marketing Awards and Legislative Discussion
1:30 pm - 2:30 pm	<b>Annual Membership Meeting and Elections</b>

15 minutes following the end of Annual Membership Meeting the New Board will meet for approx. 30 minutes.