

# AUCTIONEERS ASSOCIATION OF NORTH CAROLINA

## 2021 CONVENTION AGENDA

JUNE 18-19 | EMBASSY SUITES | GREENSBORO  
204 CENTREPORT DRIVE, GREENSBORO, NC 27409 | 336-668-4535

### FRIDAY, JUNE 18, 2021

- 12:00 PM – 12:30 PM Committee Meetings
- 12:30 PM – 1:30 PM How Can I Ever Thank You? – Crafting a Gratitude Plan for Your Business – Michael Parker – (1CEU)
- 1:30 PM – 1:45 PM Break
- 1:45 PM – 2:45 PM Becoming a Great Communicator – Terri Walker – (1CEU)
- 2:45 PM – 3:00 PM Break
- 3:00 PM – 5:00 PM Legal Issues, Best Practices and Risk Management for Professional Auctioneers –  
I. Understanding the “Rules”  
II. Auction Types and the Legal Implications of Each  
George Michak – (2 CEUs)
- 5:00 PM Preliminaries for Open Bid Calling Competition
- 6:00 PM – 7:00 PM Dinner, Fun Auction  
**Open Bid Calling Competition, Grand Champion and Rookie Competition**

### SATURDAY, JUNE 19, 2021

- 6:30 AM – 8:00 AM Breakfast Available From Embassy Suites for Hotel Guests
- 8:00 AM – 8:30 AM NCALB Updates
- 8:30 AM – 9:15 AM Agenda Review/Business Meeting
- 9:15 AM – 9:30 AM Break
- 9:30 AM – 11:30 AM Getting Started in the Auction Business – Rick Lashmit – (2 CEUs)
- 9:30 AM – 10:30 AM Understanding Yourself Through the Enneagram – Terri Walker – (1 CEU)
- 10:30 AM – 10:45 AM Break
- 10:45 AM – 11:45 AM Legal Issues, Best Practices and Risk Management for Professional Auctioneers –  
III. The Uniform Commercial Code  
IV. The Consequence of the Fall of the Hammer  
V. Current Issues and Best Practices  
George Michak – (1 CEU)
- 11:45 AM – 1:00 PM Lunch on Your Own
- 1:00 PM – 2:00 PM Marketing & Branding: Cutting Through the Noise – Daniel Lyles – (2 CEUs)
- 2:00 PM – 2:15 PM Break
- 2:15 PM – 3:15 PM Marketing & Branding: Cutting Through the Noise – Daniel Lyles – (continued)
- 3:15 PM – 3:30 PM Break
- 3:30 PM – 4:30 PM Open Discussion
- 6:00 PM Dinner