

# AUCTIONEERS ASSOCIATION OF NORTH CAROLINA

## 2021 CONVENTION TENTATIVE 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	Auctioneers as Marketplace Facilitators – Ed Strickland – (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 <b>Open Bid Calling Competition, Grand Champion and Rookie Competition</b>

### SATURDAY, JUNE 19, 2021

6:30 AM – 8:00 AM	Breakfast Available From Embassy Suites for Hotel Guests
8:00 AM	National Anthem – John Loy, Jr.
8:00 AM – 8:30 AM	NCALB Updates
8:30 AM – 9:15 AM	Agenda Review/Business Meeting and Election of Officers
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