

2019 Montana Auctioneers Association Convention Schedule

Thursday, January 24

5pm **MAA Board of Directors Meeting**

Friday, January 25

8:00-8:30 **Registration Desk Opens**

8:30-9:00 **Welcome and Intro**

9:00-10:30 **“Auction Verdicts”** by Mike Brantley - NAA Speaker

10:30-10:45 **Break**

10:45-Noon **“Auction Verdicts”** continued...

Noon-1:00 **Lunch** (Pork Loin)

1:00-2:45 **“Sales & Negotiating”** by Tim Mast- NAA Speaker

2:45-3:00 **Break**

3:00-4:00 **New Website Introduction** - Wade Affleck

4:00-5:30 **Cocktail Hour!** “Relax and prepare for the Bid Call Championship”

5:30-6:00 **Bid Calling Contest Pre-Meeting for Contestants**

6:00-9:00 **MAA Bid Calling Competition Championship**

9:00-10:30 **Social Hour**

Saturday, January 26

8:00-9:00 **Breakfast in Hotel Lobby**

9:00-10:30 **“5 Keys to Successful Auctions”** by Tim Mast- NAA Speaker

10:30-10:45 **Break**

10:45-Noon **“Negotiating’s Missed Opportunities”** by John Hamilton

Noon – 1:00 **Lunch** (Soup & Sandwiches) and Presentation by last year’s winner on MAA sponsored trip to NAA Conference & Show

1:00 – 2:30 **MAA Annual Business Meeting for the Membership**

2:30 – 2:45 **Break**

2:45 –4:45 **“UCC 2-328”** by Mike Brantley

4:45-5:30 **Round Table Discussions with NAA Speakers-** Tim Mast, Mike Brantley & John Hamilton

5:30-6:30 **Cocktails/Entertainment** - No Host Bar

6:30 **MAA Annual Awards Banquet & Advertising Auction**

