

Oklahoma State Auctioneers Association Winter Meeting Schedule February 16-17, 2018

Time	Friday	Saturday	Saturday Track 2
8:00 AM	Registration	Registration	
8:15 AM			
8:30 AM	Welcome	Welcome	
8:45 AM	Promotions: How to Promote Yourself and Your Brand Using NAA Tools with Tim Mast	Beyond Customer Service class with Rich Schur	Auction Flex & Hibid with Kris Kennedy
9:00 AM			
9:15 AM		Break	
9:30 AM		MapRight presented by professional cartographer, Steve Roberson	Auction Flex & Hibid with Kris Kennedy
9:45 AM			
10:00 AM	Break	Break	
10:15 AM	APro.bid with Deana Cowles	Better Sales and Negotiation Tactics with Tim Mast	Auction Flex & Hibid with Kris Kennedy
10:30 AM			
10:45 AM		Break	
11:00 AM		Auction Flex & Hibid with Kris Kennedy	
11:15 AM			
11:30 AM	Break	Break	
11:45 AM	Tim Mast NAA Presentation	Break	
12:00 PM	Working Lunch	Lunch	
1:00 PM	Understanding job costs and commission rates with Rich Schur	HR Class with Rich Schur	Auction Flex & Hibid with Kris Kennedy (Back in main group for remainder of day at 2:15)
1:15 PM			
1:30 PM			
1:45 PM			
2:00 PM	Break	Break	
2:15 PM	Lee F. Tag Sales	Don't Let Drama in the Door (Good for support staff too) with Shannon Shur	
2:30 PM			
3:00 PM			
3:15 PM	Break & Gather Auction Items	Annual OSAA Business Meeting, must be an OSAA paid member to attend	
3:30 AM			
3:45 PM	Contestants Meeting for Rookie, Ringman & Pro	Finalst Interviews for Pro Bid Calling Contest	
4:00 PM			
5:00 PM	Meal	Meal	
6:00 PM			
7:00 PM	Contest & Top Ten	President's Banquet, Contest Finals, Awards & Hall of Fame	
8:00 PM			
9:00 PM			
10:00 PM	Social Hour(s)	Social Hour(s)	
11:00 PM			
12:00 AM			