

Schedule

**All events will held at held Embassy hotel. See room locations onsite.

Note: Some speakers may be live remote.



THURSDAY, AUGUST 13

- 4:00PM Registration Open and Fun Auction Item Check-In
- 5:30PM-6:00PM TAA Board Meeting - Meeting Assignments
- 7:30PM-9:30PM President's Welcome Cowboy Luau & Fun Auction
Hawaiian attire!
- Enjoy lite bites, drink and fun auction!
 - Prizes for best attire.
 - All attendees are encouraged to help auction items.
 - Exchange of wedding vows for:
Renee Sample and Kenny Bohot



Online Bidding & Simulcast Sponsor: **One Goal**

FRIDAY, AUGUST 14

- 6:00AM-8:00AM Display Setup & Vendor Check-In
- 7:00AM Registration Open
- 7:30AM-8:30AM First Timer Welcome Gathering * Guests may take lobby breakfast to Spring Lake A room (just off lobby)
Hosted by: TAA Hall of Fame
- 8:00AM-6:00PM Exhibit Displays Open

TCAP COURSES: *Additional fee and pre-registration required*

- Lunch is provided for TCAP attendees.

Sponsored by: **Auction Spear, Bid Wrangler and S3 One Goal**

- Headshots provided during lunch & break by: **Myers Jackson**

TEXAS Certified Auction Professional
LEADS
Path to Power...

8:30AM-5:00PM **TEXAS CERTIFIED AUCTION PROFESSIONAL (TCAP) COURSE 1 [8HRS]**

Business Fundamentals Intensive

Course Moderator: **Heather Kaspar, CAI, GRI, BAS, SRES**

- Business Plan, Business Setup, Contracting, Negotiation, Labor & Insurance Overview - Mike Brandly, CAI, AARE
- Start Up Financial Expectations & Trends - Caleb Holt, Axle Box Inc.
- Technology Boot Camp for Start Ups and Q&A - Aaron Traffas, CAI, ATS, CES
- Hard Knocks Panel: Auctioneers Share Insights
- Scott Swenson, CAI, GPPA, Jim Swigert, and Walt Cade, CAI, ATS, BAS, CES

8:30AM-5:00PM **TEXAS CERTIFIED AUCTION PROFESSIONAL (TCAP) COURSE 3 [8HRS]**

Auction Logistics from the Ground Up

Course Moderator: **Jackie Lemons-Shillingburg, CAI, AMM, PRI**

BONUS: Attendees that complete Logistics class will have access to TAA auctioneer mentors for 6 months to intern or advise.

- Auction Logistics Intro: Identifying Needs & Audience - Jack Christy, Jr., CAI, ATS, BAS, GPPA
- Logistics Basics: Physical Setups, Clerking/Cataloguing, Using Checklists, Online vs Live Needs, Distribution & Future Trends - Jack Christy, Jr., CAI, ATS, BAS, GPPA
- Audio Visual & Sound Tips - Aaron Traffas, CAI, ATS, CES
- Live Set Mini Auction - Jack Christy, Jr., CAI, ATS, BAS, GPPA & Volunteers
- Insurance Trends - Heath Groves
- Logistics Panel: Differences in Auction Types, Safety Cautions, Labor Tips, Q&A
- Lori Campbell, CAI, GPPA, PRI and Liz Drake, CAI, ATS, GPPA

Congratulations TCAP Graduates! 2020 Attendees that complete all 3 tracks will be the FIRST TCAP designees and will be recognized during the Awards Dinner Saturday evening and receive a pin.

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FRIDAY, AUGUST 14 *continued*

- 8:30AM-10:30AM **GENERAL SESSION CE LECTURE** [2 hrs CE]
Class: **PLANNING AND INVESTING BEYOND THE BLOCK**
Speaker: **JOSEPH MAST, CAI**
- 10:30AM-10:00PM Auction Item Check-In, Viewing & Pick-Up **Room: Veramendi A**
All items must be checked in with Clerk
Deadline for Contest Items is 2pm.
- 10:30AM-10:45AM Break with Exhibitors
- 10:45AM- 12:45PM **GENERAL SESSION CE LECTURE** [2 hrs CE]
Class: **SUCCESS WITH SIMULCAST AUCTIONS**
Speaker: **WADE FISHER**
- 12:45PM-2:00PM Lunch On Your Own
- 2:00PM **Contestant Deadline to turn items in and sign up for contests** **Room: Veramendi A**
- 2:00PM-4:00PM **GENERAL SESSION CE LECTURE** [2 hrs CE]
Class: **FRONT & CENTER and MAXIMIZING PRESENTATION SKILLS**
Speakers: **MORGAN HOPSON, CAI**
Q&A: **PAST AUCTIONEER CHAMPIONS**
- 5:10PM Contestant Meeting - **MANDATORY** **Verify Room Onsite**
Must arrive promptly by 5:10pm or cannot compete.
- 5:45PM Judges Meeting
- 6:30PM Dinner & State Contest Preliminary Auction *Bid on great items & support your contestants!*

SATURDAY, AUGUST 15

- 8:00AM-6:30PM Registration Open
- 8:00AM-4:00PM Exhibit Displays Open
- 8:30AM-10:30AM **GENERAL SESSION CE LECTURE** [2 hrs CE **Meets TDLR law CE requirements*]
Class: **AUCTION CASE LAW & FORUM WITH TIPS FOR SURVIVING COVID IMPACT**
Speaker: **MIKE BRANDLY, CAI, AARE**
- 10:30AM-10:45AM Break with Exhibitors
- 10:45AM-12:45PM **GENERAL SESSION CE LECTURES** [2 hrs CE] *select 1 to attend*
Class 1: **BODY LANGUAGE & PUBLIC SPEAKING: THINKING PAST THE BLOCK & SETTING GOALS**
Speaker: **TREY MORRIS, CAI, BAS, CAS**
Class 2: **AUCTION PUBLIC RELATIONS PRO: MARKETING BEFORE & AFTER ECONOMIC CHALLENGES**
Speaker: **JOHN SCHULTZ, AMM**
- 12:45PM-2:00PM **Grab & Go Lunch with Exhibitors** **Room: Main Foyer**
Visit all vendors & thank them for their support! **Free light lunch for registered attendees.*
***Auction Item room open to pickup items** **Room: Veramendi A**
- 12:45PM-2:00PM Hall of Fame Meeting
- 2:00PM-4:00PM **TAA Annual Membership Meeting & Elections**
-Elections & President's Annual Report
-Contest Semi-Finalists Announced

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SATURDAY, AUGUST 15 *continued*

4:30PM- 5:30PM

MEMBER FORUM - INPUT ON FUTURE NEEDS, RULE CHANGES & DIRECTION FOR TEXAS AUCTION INDUSTRY

Moderators: Joel Lemley, CES, CAGA, Jim Swigert and TAA Lobbyist, Todd Kercheval

4:30PM-6:30PM

Semi-Finalist Interviews

**open to all attendees*

7:00PM-10:00PM

State Champion Finals, Awards Dinner & Scholarships

Emcee: *Joel Lemley, CES, CAGA*

- Hall of Fame & Scholarship Recipients Awarded
- New Board of Directors Inducted
- First TCAP Graduates Recognized



****ALL AUCTION ITEMS MUST BE PAID FOR & PICKED UP AT END OF SATURDAY AWARDS EVENT****

SUNDAY, AUGUST 16

8:30AM-10:00AM

FCAI Memorial Service & Auction

Hosted by: Fellowship of Christian Auctioneers International

No fee or RSVP required.

10:15AM-12:00PM

TAA Board Meeting

