

EXPERIENCE TAA

Whoop!

MAY 5-8, 2018

**Annual Convention, State Championship
& TCAP Business Course**

Hilton | College Station, TX



REGISTRATION INFORMATION



Discover the Central Brazos River Valley - a growing modern city with small town charm. Enjoy diverse attractions including the nationally recognized Texas A&M University, Bonfire Museum, Kyle Field, George Bush Presidential Library & Museum, Natural History Museum, American GI Museum, Messina Hof Winery and many more galleries, parks and sites. Discover all AggieLand has to offer and enjoy the Brazos Valley full of fun for the entire family.
www.experiencebcs.com

AGENDA AT A GLANCE

As of February 5, 2018. Subject to edits. ALL CE listed is for TDLR Auctioneer License, unless noted.

SATURDAY, MAY 5

8:30AM-9:30AM	TAA Board Meeting
9:30AM-5:30PM <i>(working lunch)</i>	NEW! Texas Certified Auction Professional [8 hrs] <ul style="list-style-type: none">■ Mike Brandly - Business Plan/Business Set up, Insurance, Contracting & Negotiations (3.5 hrs)■ Chris Scotti - Financial Expectations and Capital (1.5 hrs)■ Aaron Traffas - Technology Set UP Boot Camp (2 hrs)■ Hard Knocks Panel - TAA Members and Hall of Fame Auctioneers (1 hr)
5:30PM-9:30PM	President's Shindig & Swigert Skeet Calcutta – Tonkaway Ranch *Shuttles start at 5:30 from hotel and last return leaves ranch 9:30pm * Additional ticket required

SUNDAY, MAY 6

7:30AM-8:30AM	First Timer Breakfast *FREE for 1st timers to convention/HOF/BOD <i>First Timer Breakfast Hosted by Hall of Fame</i>
8:30AM-10:30AM	Hall of Fame Annual Business Meeting
8:30AM-10:30AM	CE Lectures [2 hrs CE] Class 1: RINGMAN SEMINAR <ul style="list-style-type: none">■ Shawn Hagler (1 hr)■ Champion Ringman Panel (1 hr): Shawn Hagler, Wade Pierce, Angie Meier, Tom Johnson <i>Moderator: Troy Robinett</i> <hr/> Class 2: AUCTION LAW: Auction Case Law & Lawsuit Review <ul style="list-style-type: none">■ Mike Brandly
10:30AM-10:45AM	Break with Exhibitors
8:30AM-5:30PM	Auction Item Check In Open *all items must be checked in Deadline for Contest Items is 1pm. Deadline for Fun Auction items is 5:30pm.
10:45AM-12:45PM	CE Lectures [2 hrs CE] Class 1: DIVERSIFYING YOUR CHANT <ul style="list-style-type: none">■ Doak Lambert <hr/> Class 2: FROM INVISIBLE TO INVINCIBLE: Marketing with Data Driven Techniques <ul style="list-style-type: none">■ Sara Bytnar
12:45PM-2:00PM	FCAI Lunch *additional ticket donation required
1PM	Contestant Deadline to turn items in and sign up
1:15PM	Contestant Meeting - MANDATORY
1:30PM-2:30PM	Firearms Lecture <ul style="list-style-type: none">■ Mike Brandly
2:00PM	Judges Meeting
2:45PM-6:30PM	Contestant Preliminaries *bid on great items & support your contestants!
7PM-10PM	Fun Auction - Fiesta Dinner & Cash Bar *international dance presentation & more surprises

AGENDA AT A GLANCE

As of February 5, 2018. Subject to edits.

MONDAY, MAY 7

8AM-6:30PM
(break 1PM-3:15PM)

Real Estate CE Track *DUAL CREDIT: 8hrs TREC; 6hrs TDLR AUC CE
LEGAL UPDATE 1 & LEGAL UPDATE 2 (*2 hrs AUC LAW CE pending)
Provided in partner by: Champion School of Real Estate

8:30AM-10:30AM

CE Lectures [2 hrs CE]
Class 1: **AUCTIONEER AUDIO AND VIDEO**
■ Aaron Traffas
Class 2: **ESTATE AUCTIONS AND RELEVANCY**
■ David Whitley

10:30AM-10:45AM

Break with Exhibitors

10:45AM-12:45PM

CE Lectures [2 hrs CE]
Class 1: **INTERNET AUCTION BEST PRACTICES**
■ Aaron Traffas
Class 2: **REAL ESTATE AUCTIONS: ROCKING THE 3 R'S - REAL ESTATE, REVENUE & RELEVANCE**
■ Sara Bytnar

12:45PM-1:15PM

Grab & Go Lunch with Exhibitors

1:15PM-3:30PM

TAA Annual Membership Meeting & Elections

4PM-6PM

Finalist Interviews

4PM-6PM

CE Lecture
Class 1: **AUCTION LAW**
■ Lance Swigert

7PM-10PM

State Champion Finals & Awards Dinner *Dinner & Bar
Emcee: Lance Swigert
■ Hall of Fame & Scholarship Recipients Awarded
■ New Board of Directors Inducted
ALL AUCTION ITEMS MUST BE PAID/PICKED UP

TUESDAY, MAY 8

9AM-10:30AM

TAA New Board Meeting & Assignments *breakfast provided

8:30AM-10:30AM

CE Lectures [2 hrs CE]
Class 1: **CONDUCT YOUR FIRST INTERNET ONLY AUCTION**
■ David Whitley
Class 2: **BE A DESIRABLE HIRE**
■ Shawn Hagler

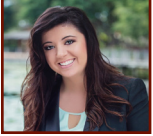
EXHIBITS OPEN

Sunday 10AM - 6:30PM | Monday 8AM - 6PM

SPEAKERS



Mike Brandly - National Speaker, NAA Faculty, Auctioneer since 1979, Real Estate Appraiser, and approved Continuing Legal Education instructor for attorneys by Ohio Supreme Court and serves as Adjunct Faculty for Hondros College of Business.



Sara Bytnar - Naples FL - Sara is a third generation real estate and fundraising auctioneer, and is the 2017 International Auctioneer Champion, Women's Division. By being named the CAI Rose Award recipient in 2012 and competing at the state and national level, Sara has developed her own lectures to share in the auction industry and advance the highest level of professionalism.



Shawn Hagler - Ft. Lupton, CO - 2003 Colorado Auctioneer State Champion , 2009 WWAC Ringman Champion . Shawn is a full time auctioneer and graduate from University Northern Colorado-where he played on the 1997 Division II National Football Championship team. He also competes as a professional rodeo team roper. He actively promotes the auction method and enjoys sharing his passion. *Ringman Panelist*



Doak Lambert - Dallas, TX - Graduate of University Texas A&M , owner of Lambert Auctions since 1986 and 1999 Texas State Champion Auctioneer. Specializes in purebred cattle, auto, equipment, and real estate. He also is currently one of the auctioneers on the nationally televised Barrett-Jackson Classic Auto Sales.



Chris Scotti - TX A&M Engineering School, experienced entrepreneur and provides strategic consulting, fundraising and executive coaching to emerging technology companies through TEES and the Research Valley Innovation Center.



Lance Swigert - Vice President of SWICO Auctions, started working full time with SWICO Auctions in 2008 after graduating with a Bachelors' degree from Texas A&M University and Master's degree from Oklahoma State University. Lance graduated from Texas Auction Academy in June of 2005 and soon after received his license. Lance is a member of both the Texas Auctioneers Association and the National Auctioneers Association. He is currently the President of the Texas Auctioneers Association.



Aaron Traffas - NAA Instructor. Kansas auctioneer, farmer, singer and national speaker for NAA on Internet Auctions and co-wrote ATS designation course as well as served on the NAA Education Institute.



David Whitley - Eaton, CO - David is an Auctioneer and Lawyer. He owns Rocky Mountain Estate Brokers and Whitley Auction which is a full service Auction Company selling Real Estate, Personal Property, Business Liquidations and More in Colorado and the Rocky Mountain Region. As 2003 Wyoming Champion and 2015 IAC Finalist, David shares his knowledge as an instructor at WWCA Auction School.

RINGMAN PANEL:

Angie Meier

2007 Texas Champion Ringman, 2007 IRC Champion, 2007 Auto Auction Team Champion and 2011 Texas State Auctioneer Champion. Fulltime Auctioneer from Ennis.

Tom Johnson

Distinguished Ringman specializing in purebred livestock, performance horses & thoroughbreds. From Wortham, TX.

Wade Pierce

2002 WWAC Champion Ringman - Fulltime Ringman from Bellville, TX.

Troy Robinett

2014 Texas State Champion & Graduate Professional Ringmens Inst.

AUCTIONEER & RINGMAN CONTEST RULES

TO REGISTER FOR THE CONTEST VISIT THE TAA WEBSITE WWW.TEXASAUCTIONEERS.ORG FOR THE REGISTRATION FORM.

Purpose of Competition:

In order to promote the skill, dedication and achievement of the professional Auctioneer and bring public recognition of the Texas Auctioneers Association, we the members shall sponsor, promote and participate in an Annual Contest in an effort to improve our skills and strive with every effort to represent our profession, industry and association with the highest standards of salesmanship, sportsmanship and integrity.

Divisions of Competition:

State Champion Auctioneer • Senior Champion Auctioneer • Rookie Champion Auctioneer • State Champion Ringman

GENERAL CONTEST RULES & COMMENTS: Applies to All Divisions

I. ELIGIBILITY FOR CONTESTANTS

1. Except for the Rookie & Ring Person Divisions, contestants must be a current paid Full Member in good standing with TAA. A Full Member is defined by Article II Section 2.a of the TAA Bylaws and excludes Associates, Associate Non Resident and Honorary members.
2. Staff will verify that early entry State Champion and Senior Champion contestants are Texas Licensed auctioneers and Rookie Champion contestants are either a Texas licensed or Association auctioneer. Late entries must submit a copy of their TDLR Texas Auctioneers pocket license card or produce it at the time of entry.
3. Contestants may be a member of the TAA Board of Directors and/or Hall of Fame.
4. Contestant's convention registration fee, contest entry fee (if applicable) must be paid and items must be submitted and **received by the Contest Chair prior to 1PM on Sunday of the Preliminaries of the Annual Convention.**
5. Contestants may enter as many Divisions for which they qualify. Contestant must not have ever won the Division(s) they are entering.
6. Contestant must bring (2) two items valued at \$50 each of their choosing to sell in the Preliminaries.
7. Contestants must be present and ready to compete when they are called or they will be disqualified without refund until the following year.
8. All Contestants entered in any Division must attend the Mandatory Meeting on the day of the Preliminaries Contest (See *onsite meeting schedule for time*). The location of the meeting will be the same location of the contest. The Contest Chair will "Seal the Room" at which point any contestant not present for the Meeting will be disqualified without refund from competition until the following year.
9. For all categories, note that items will be available for previewing. During the auction, items may be shown on public screen only.

II. JUDGES AND SCORING CRITERIA FOR ALL DIVISIONS

1. Judges will NOT be Texas Resident Auctioneers.
2. Although preferred, Judges do not have to be auctioneers.
3. Judges will be selected by the Contest Committee by simple majority no later than 30 days prior to Contest and submitted for approval by the TAA President.
4. Judges will be notified and will receive the Rules and the Judging Criteria prior to the Contest Preliminaries.
5. Judges should be the same for Preliminaries, Semi-Finals and Finals. If a change in Judges must be made, then the Committee will select someone new if the number of Judges falls below 5.
6. The number of Judges will be from 5-8.
7. Judges will be seated to afford privacy for each Judge.
8. Judges will be granted one (1) ten-minute (10) break during the Contest between Divisions at the discretion of the Contest Chair.
9. Judges will evaluate and score each contestant in the areas specific to the Division on a scale of 1 to 10. Judges can score in the tenth of a point.
10. Judges will score based on the Judge's experience, preferences and professional knowledge.
11. The Contest Committee will tabulate the score sheets to arrive at a cumulative total for the contestant.
12. In the event of a cumulative total tie at the end of any specific round, the highest score sheet from that specific round will be used to separate.
13. Contestants should not be eliminated from the competition for skipping any of the judging criteria, only penalized as the individual Judges see fit.
14. TAA will provide items for the State Champion & Ring Person finals.
15. Contestants will be mailed copies of their judging sheets within 10 days of the contest.
16. Should a situation arise that is not addressed in the Contest Rules, it is the duty of the Contest Committee to fairly, honestly and without prejudice arrive at a solution and inform the TAA President of their decision. The majority decision of the Contest Committee is final.

AUCTIONEER & RINGMAN CONTEST RULES

SPECIFIC DIVISION RULES & COMMENTS

1) STATE CHAMPION AUCTIONEER *(To hold the contest there must be at least 3 people registered to enter the contest by 1PM Sunday.)*

I. PROCEDURES

1. The top ten (10) cumulative scoring contestants will be announced as Semi-Finalists, at the Annual Business Meeting. Contestants should be prepared to compete in the Semi-Finals immediately following the Annual Business Meeting.
2. The Semi-Finalists will be asked two (2) questions, one (1) pertaining to TAA membership and one (1) pertaining to the Auctioneering profession.
3. The Contest Committee will tabulate the score sheets to arrive at a Semi-Finalists cumulative total for the contestant. The contestants Preliminary and Semi-Finalists cumulative scores will be added together to determine the Top five (5) finalists. Ties will be separated as stated in the General Rules using Semi-Finals Score Sheets.
4. The top five (5) Finalists will be announced at the beginning of the President's Banquet.
5. The Finalist Contestants will sell three (3) items provided by TAA in the Finals.
6. The Contest Committee will tabulate the score sheets to arrive at a Finalist's cumulative total for the contestant. The Contestants Preliminary, Semi-Finalists and Finalists cumulative scores will be added together to determine the rank. Ties will be separated as stated in the General Rules using the Finals Score Sheets.
7. Judges will score Contestants in areas as required by the specific Score Sheet.

II. ENTRY FEES AND PRIZE CATEGORIES

1. Pay a \$100 Entry Fee before April 1st and \$150 after April 1.
2. Contestants will provide two (2) items valued at \$50 each to sell in the Preliminaries.
3. Prize - \$1500 and a plaque.
4. Reserve Champion Auctioneer - A plaque.

2) SENIOR CHAMPION AUCTIONEER *(To hold the contest there must be at least 3 people registered to enter the contest by 1PM Sunday.)*

I. SPECIFIC RULES

- Contestant must be 55 years of age or older on the day of the contest.
- Contestant may be a Past Texas State Champion Auctioneer.

II. ENTRY FEES AND PRIZE CATEGORIES

1. Pay a \$50 Entry Fee before April 1st and \$75 after April 1st.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - A plaque.

3) ROOKIE CHAMPION AUCTIONEER *(To hold the contest there must be at least 3 people registered to enter the contest by 1PM Sunday.)*

I. SPECIFIC RULES

- Contestant must NOT have held any type of Auctioneers license for more than a total of 36 months in their lifetime at the time of the contest.
- Contestant must be a Texas Resident Full or Associate Member of the TAA and must be licensed as a Texas Auctioneer or Associate Auctioneer.

II. ENTRY FEES AND PRIZE CATEGORIES

1. Pay a \$30 Entry Fee before April 1st and \$80 after April 1.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - A plaque.

3) STATE CHAMPION RING PERSON

I. SPECIFIC RULES

- Contestant must be a Texas resident and TAA member in good standing.
- Contestant may select their own TAA Member Auctioneer or may elect to use a Contest Committee Member.
- Finalist in the State Champion Auctioneer Contest may NOT be used as an Auctioneer in the Ring Person Finals.
- Contestant will ring from the floor without the use of a microphone.
- Champion will serve as ex-officio on TAA Board of Directors for 1 year and attend quarterly meetings and Scottish Rite event.
- Champion will co-chair Contest Committee the next year.
- All winners will be used in press releases, media referrals and videos for promotion of auctioneering.

II. PROCEDURES

1. The top three (3) cumulative scoring contestants will be announced as finalists at the beginning of the President's Awards Banquet.
2. The Finalists will sell three (3) items provided by TAA in the Finals.
3. The Contest Committee will tabulate the score sheets to arrive at a Finalists cumulative total for the contestant. The contestants preliminary and finalists cumulative scores will be added together to determine the rank. Ties will be separated as stated in General Rules using Finals Score Sheets.

III. ENTRY FEES AND PRIZE CATEGORIES

1. Pay a \$75 Entry Fee before April 1st and \$125 after April 1.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - \$500 and a plaque.

PHOTO CONTEST ENTRY FORM

FULL NAME _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

PHONE _____

EMAIL _____

SIGNATURE REQUIRED

I _____ (print name) certify by submitting this photo that I have the right to permit the Texas Auctioneers Association to use and publish this photograph, and that I understand that all photographs submitted to the Texas Auctioneers Association may be published, used or distributed in print, electronic or other media.

Signature: _____ Date: _____

INFORMATION

We invite each of you to start snapping those cameras and send your entries in for judging. Do not worry about professional images. We are looking for FUN photos. The winner of each category, as well as a Best Over-All winner, will be selected by convention attendees.

DO NOT be concerned with the professional quality of the photo itself. The content of the photo is what will be judged. Photos will not be returned and your entering the fun photo contest allows us to use your photos and name in articles, ads or newsletters. Photos should be no more than two years old. *Photos must be submitted in print sized 4 X 5 or in a digital jpg format to be eligible.*

- **Deadline for Entries is April 10, 2018**
- Photos will be displayed throughout the convention
- Photos will be judged by convention attendees
- **Winners will be announced during the Annual Business Meeting at the Convention**
- **Winners will receive an award**

CATEGORIES *(select the category you are entering)*

- Category 1: Auctioneer in Action** - Pictures of the auctioneer doing what they do best, working that crowd and getting those bids up there.
- Category 2: Ringman** - Show us your bid spotters strutting their stuff and pulling out that extra bid increment just one more time.
- Category 3: Auction Crowd** - We want to see the great smiling faces of your auction customers, funny faces or whatever you think is interesting when it comes to the auction bidder and buyer.
- Category 4: Merchandise for Sale** - Show off the merchandise you sell. If you have a great or unusual piece, or if you think it is "off the charts" unusual, by all means send it to us. We would love to share it with the membership!
- Category 5: Behind the Scenes** - This includes all of those hard-working cashiers, registration people, clerks, load out crew and basically anyone that works at your auction and helps to make you the success you are. We definitely want to see them at their finest. None of us could do what we do without them.
- Category 6: Most Unusual** - This category can include photos of anything and everyone associated with the auction industry. The only requirement is that it is not typical. Make us laugh, make us smile, make us cry, or just make us say "what went wrong here?" If the car caught fire while you were selling it, and you happened to catch it on film, then this is your category!

Submit your entries in any of the following formats: JPG/CD/PRINTS
Send your entries to: Send your entries to Colette Clift Mayers
6907 Atwell Dr, Houston, TX 77081
or you may email them to: Colette@myrealestateexpert.com
For questions please contact: Colette Clift Mayers @ 713-703-7487.

ADVERTISING CONTEST ENTRY FORM

FULL NAME _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

PHONE _____

EMAIL _____

CONTEST CATEGORIES

- Category 1: **Video**
- Category 2: **Multi-Colored Brochure**
- Category 3: **Media** (*Advertising of a Specific Auction other than Brochures*)
(Includes all media - newspaper, broadcast, audio/visual, signage & catalog)
- Category 4: **Website** - www. _____
- Category 5: **Social Media** (*Facebook, Twitter, LinkedIn*)

SIGNATURE REQUIRED

I certify by submitting this photo that I have the right to permit the Texas Auctioneers Association to use and publish this photograph, and that I understand that all photographs submitted to the Texas Auctioneers Association may be published, used or distributed in print, electronic or other media.

Signature: _____

Date: _____

CONTEST CRITERIA

Criteria for entering Contest:

1. Must be a TAA member in good standing.
2. All material relating to a specific auction must be for auctions conducted between June 30, 2017 and April 10, 2018.
3. Winners in the Advertising Contest may not compete in any Category in 2018 that they won in 2017.
4. Entries must be submitted by April 10, 2018 to be eligible.
5. All entries must display the TAA emblem or contain the statement that the auctioneer is a member of the TAA.

Criteria for selecting Judges:

1. Judges will not be a Texas Resident member of TAA.
2. Judges may come from the civilian community.
3. Judges will be selected by the Advertising Committee and approved by Executive Committee. Different judges may be used for different categories.
4. A minimum of three judges will be used.

Criteria for Judging:

1. Judges will evaluate each entry in up to 5 areas. Each area is worth 10 points. Minimum average score for an entry to be eligible for an award is 30 points.
2. Scores will be added together and divided by the number of judges.
3. Judging areas for entries promoting specific auctions are:
 - A. Aesthetics of the entry. First Impression.
 - B. Proper Information for attendance and all legal information.
 - C. Based on entry, how likely would you want to attend this auction?
 - D. Layout is easy to read and well presented. E. Proper spelling and use of abbreviations.

GENERAL RULES & INFORMATION

1. Two copies of each entry must be submitted. One for display and one for judging.
2. Each entry into each category must be accompanied by the Advertising Contest Entry Form.
3. Each contestant may only enter one item in each Category, but may enter in as many Categories as they choose.
4. There will be a winner and runner-up in each judged

- category. Winner will receive an award plaque.
5. The Advertising Committee will have the final decision as to the eligibility of an entry in a specific category, if an entry form appears to have been submitted in the wrong category and will resolve any disputes that may arise without further review.
6. There must be a minimum of two entries in a category in order to judge that category.

INFORMATION

- **Deadline for Entries is April 10, 2018**
- **Winners will be announced during the Annual Business Meeting at the Convention**
- **Winners will receive an award plaque**

Send your entries to Colette Clift Mayers
6907 Atwell Dr, Houston, TX 77081
or you may email them to: Colette@myrealestateexpert.com
For questions please contact
Colette Clift Mayers @ 713-703-7487

2018 SPONSORSHIP & EXHIBIT OPPS

Banner Sponsors [all banner sponsors receive recognition on the champion auctioneer banner]

Rising Star Streaming Video Sponsor Champion Night | \$5000.00

- Free commercial, introduction & listing during live streaming video on champion contest night.
Can create video ad onsite or provide clip to insert
Video Distribution Audience = 2500+ replays
- Recognition on streaming video during preliminary contest
- One display booth and one registration TAA convention
- Full page ad in the official convention brochure
- TAA membership list (Excel format-email)
- Free pre-conference ad eblast to all members
- Feature article/ad in June TAA newsletter & Block Talk (e-news)
- Recognition and link on TAA web-post conference
- 4 tickets to Champion Contest Banquet

Titanium Sponsor | \$1500.00

- One display booth & one registration TAA convention
- Listing on live streaming video for Monday night contest
- Half page ad in the official convention program
- Listing on the TAA website with link
- TAA attendee list (Excel format-email)
- Pre & post conference ad in TAA eblast to all members
- Profile featured in monthly TAA Block Talk (e-news)

Platinum Sponsor | \$1250.00

- One display booth & one registration TAA convention
- Quarter page ad in the official convention program
- Recognition on the champion auctioneer banner
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

Gold Sponsor | \$1000.00

- One display booth at TAA convention
- Quarter page ad in the official convention program
- Recognition on the champion auctioneer banner
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

Silver Sponsor | \$750.00

- Business Card size ad in the official convention program
- Recognition on the champion auctioneer banner
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

Bronze Sponsor | \$500.00

- Listing in the convention program
- Recognition on the champion auctioneer banner
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

Specialty Sponsors

President's Ranch Reception Sponsors

- Contact info@texasauctioneers.org

Lecture Room Sponsors | \$1000.00

- Includes up to 5 minute introduction of company in room in AM & PM
- Listing in the convention program

Lunch Sponsor (Monday) Partner | \$750.00

- Includes announcement in lectures before lunch

Display Exhibit Table | \$350.00

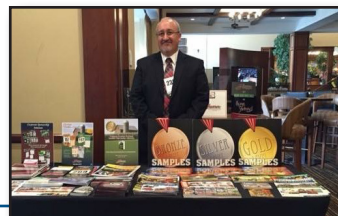
- 6' table, 2 chairs & ID sign provided
- Eblast to members of any promotions offered during meeting
- TAA attendee list (Excel format-email)

Break Sponsor Partner | \$250.00

- Choose between Sunday AM or PM and Monday AM or PM

Dinner Table Sponsor-Contest Finals Night | \$250.00

- Introduction & recognition and entry sign



- Display exhibit table (and all benefits)

[EXHIBIT TIMES: Sun. 10AM-6:30PM & Mon. 8AM-6PM]

- Listing in TAA convention program & on scavenger hunt form
- Display in high visibility area with one lunch & all breaks

- Company name displayed on table & table can be reserved

2018 SPONSORSHIP & EXHIBIT FORM

PLEASE SELECT YOUR LEVEL OF PARTICIPATION

COMPANY or DONOR NAME CONTACT NAME

ADDRESS CITY STATE ZIP

PHONE EMAIL {confirmation and details will be sent via email} FAX

ONSITE REPRESENTATIVE(s) FULL NAME ATTENDING CONVENTION EMAIL(s)

Banner Sponsors:

- | | | | |
|---|-----------|--|-----------|
| <input type="radio"/> Rising Star Streaming Video Sponsor | \$5000.00 | <input type="radio"/> Titanium Sponsor | \$1500.00 |
| <input type="radio"/> Platinum Sponsor | \$1250.00 | <input type="radio"/> Gold Sponsor | \$1000.00 |
| <input type="radio"/> Silver Sponsor | \$750.00 | <input type="radio"/> Bronze Sponsor | \$500.00 |

Specialized Sponsors:

- | | | | |
|---|----------|--|-----------|
| <input type="radio"/> President's Ranch Reception Sponsors
Contact info@texasauctioneers.org | | <input type="radio"/> Lecture Room Sponsors
Please circle one: Sunday: Rm 1 or Rm 2
Monday: Rm 1 or Rm 2 | \$1000.00 |
| <input type="radio"/> Lunch Sponsor Partner | \$750.00 | <input type="radio"/> Break Sponsor Partner
Please circle one: Sunday: AM or PM
Monday: AM or PM | \$250.00 |
| <input type="radio"/> Display Exhibit Table
Electricity Required: <input type="radio"/> YES <input type="radio"/> NO | \$350.00 | | |
| <input type="radio"/> Dinner Table Sponsor
Please circle one: Sunday (Fun Auction) or Monday (Finals) | \$250.00 | | |



Sponsorship/Donation Referred By: _____ (full name)

ADDITIONAL SPONSOR GUEST TICKETS: *tickets will be given to the main onsite contact listed above.

- Saturday President Reception-\$75 | Qty: ___ Sunday Fun Auction Dinner-\$60 | Qty: ___
 Monday Champion Contest Dinner-\$60 | Qty: ___

PAYMENT (To request payment plan, contact TAA office.)

Check Visa MasterCard Amex Discover **TOTAL \$** _____

CREDIT CARD NUMBER EXPIRATION DATE SEC. CODE

CARDHOLDER NAME CARDHOLDER SIGNATURE

BILLING ADDRESS BILLING CITY BILLING STATE BILLING ZIP

SEND COMPLETED FORM with payment to: TAA • 201 Stillwater, Ste. 8 • Wimberley, TX 78676
512-285-2727 • (c) 512-626-3674 • taa.execdir@gmail.com • www.texasauctioneers.org

LOGOS: Email info@texasauctioneers.org your digital logo in jpg, eps or ai format. If no logo received, text will be used.

DEADLINE FUN AUCTION ITEMS: If shipping or faxing, receive by Apr 23 at TAA office. If bringing to convention, check in May 6 by 1pm.

REGISTRATION FORM

REGISTER ONLINE AT www.TexasAuctioneers.org OR send completed registration form(s) and fees payable to: Texas Auctioneers Association
201 Stillwater, Ste. 8., Wimberley, TX 78676
Fax: 888.394.1123 | Email: info@texasauctioneers.org

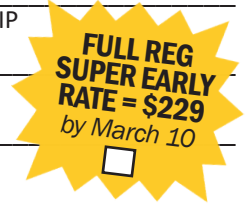
FULL NAME _____ DESIGNATION (CAI, BAS, ATS, GPPA, AARE, CES, PRI, AMM, CAS) _____

COMPANY _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ CELL PHONE _____ EMAIL (confirmations will be sent via email) _____

SPOUSE/GUEST/CHILD NAME (if applicable - additional registration required) _____



REGISTRATION & CONTEST FEES

Before 4/5/18 After 4/5/18 Total

	Before 4/5/18	After 4/5/18	Total
FULL REGISTRATION includes May 6-8 - All lectures/TDLR CE. Sunday Dinner, Monday lunch & dinner. Additional tickets available as listed.			
<input type="checkbox"/> Member	\$279	\$329	
<input type="checkbox"/> Non-Member	\$379	\$479	
<input type="checkbox"/> 1st Time Member to the Convention	\$170	\$190	
<input type="radio"/> YES! Please RSVP for 1st Timer Breakfast Sunday (Free for HOF, BOD & 1st Timers)			
<input type="checkbox"/> Full Guest Pass (no CE credit)	\$140	\$190	
TCAP COURSE ATTENDEE CONVENTION STAYOVER DISCOUNT - MAY 5			
Must register separately for course. Use separate form or see web.	\$179	\$229	
DUAL CREDIT TREC - MAY 7			
<input type="checkbox"/> TREC Classes	\$ 29	\$ 49	
ADDITIONAL EVENTS (events below require an additional ticket)			
<input type="checkbox"/> Presidents Shindig (5/5) - 1 Adult	\$ 68	\$ 88	
<input type="checkbox"/> Presidents Shindig (5/5) - 2 Person Skeet Team NAMES: _____	\$ 50	cash onsite	
<input type="checkbox"/> FCAI Luncheon (5/6)	\$ 32	\$ 38	
ADDITIONAL CATERING TICKETS			
<input type="checkbox"/> Sunday Fun Auction Dinner	\$ 40	\$ 50	
<input type="checkbox"/> Monday Finals & Awards Dinner	\$ 45	\$ 55	
<input type="checkbox"/> Monday Grab & Go Lunch	\$ 20	\$ 30	
CONTEST FEES (Note Contest Rules on Pg 5-6 in Registration Brochure)			
<input type="checkbox"/> Champion Contest Entry Fee (must be TX resident, TAA member, TDLR licensed)	\$100	\$150	
<input type="checkbox"/> Rookie Contest Entry Fee (must be TX resident, TAA member, TDLR licensed)	\$ 30	\$ 80	
<input type="checkbox"/> Ringman Contest Entry Fee (must be TX resident, TAA member)	\$ 75	\$125	
<input type="checkbox"/> Senior Contest Fee (must be TX resident, TAA member, TDLR licensed)	\$ 50	\$ 75	
TAA MEMBERSHIP DUES			
<input type="checkbox"/> 2018 TAA Renewal Membership Dues after 2/1	\$165	\$165	
<input type="checkbox"/> 1st Time New Member	\$135	\$135	
TOTAL FEES PAID Registration fees may be tax deductible as an ordinary and necessary business expense, however please consult your Tax Advisor.			

REFUND CANCELLATION POLICY: \$50 cancellation fee after 3/2/18; and no refunds will be made after 4/5/18.

CHECK ALL APPROPRIATE AREAS:

Member Non Member First Timer TAA Officer Director Hall of Fame Past President
Past Contest Champions: World Automobile NAA State Senior Rookie Ringman

PAYMENT: CHECK # _____ AMEX MasterCard Visa Discover

CREDIT CARD # _____ EXPIRATION DATE _____ SECURITY CODE _____

CARDHOLDER NAME _____ SIGNATURE _____

BILLING ADDRESS _____ CITY _____ STATE _____ ZIP _____

HOTEL INFORMATION: Hilton College Station & Conference Center [801 University Drive East, College Station, TX 77840]
 Phone #: 979-693-7500 | TAA Group Code: TAA18 | TAA Rate: \$109 (single/double)
 Room Rate Deadline: **March 31, 2018** *based on availability until March 31 | **AFTER MAR 31 - hotel may be sold out or rate higher**

- ◆ Course 1 - Business Fundamentals Intensive
- ◆ Course 2 - Marketing At All Angles: Self, Client, Online
- ◆ Course 3 - Logistics with Internship - Ground Up Set Up

- *Offered May 5 at TAA Convention!
- *Offered 2019 (with Course 1)
- *Offered 2020 (with Course 1 & 2)

WHO CAN ATTEND?

- ◆ **NEW Auctioneers, Auction Professionals & Future Auctioneers**
- ◆ **Auctioneers Ready To Grow Business**
- ◆ **Experienced Auctioneers That Want Business Update Refresher**

This new certification pathway is designed to help bridge the gap between auction school and get up and running as an auctioneer professional in Texas. Completion of each course will provide acknowledgement & certificate for each course: TCAP BUSINESS, TCAP MARKETING, TCAP OPERATIONS.

Upon completion of all 3 courses, graduates will be awarded "TCAP Certified" distinction which will include: adding to your credentials, lapel pin, use of logo, mentoring, free ad in TAA news, custom press release for local marketing and status. Attendees can take 1, 2, or all 3 courses. To become TCAP Certified and use the credential, graduates will need to complete all 3 courses, be a TAA member and a Texas Licensed Auctioneer in good standing.

COURSE 1 DESCRIPTION: TCAP Business Fundamentals Intensive

May 5 | 8 hrs | 9:30AM-5:30PM | Hilton, College Station, TX *Held in conjunction with TAA Annual Convention*
TDLR Auction CE-Non Law hours provided. Course code pending. Working lunch & materials provided including SB Handbook.

AGENDA & SPEAKERS

- Business Plan, Business Setup, Contracting, Negotiation, Q&A** **3.5 hrs**
Mike Brandy - National Speaker, NAA Faculty, Auctioneer since 1979, Real Estate Appraiser, and approved Continuing Legal Education instructor for attorneys by Ohio Supreme Court and serves as Adjunct Faculty for Hondros College of Business.
- Start up Financial Expectations & Capital** **1.5 hrs**
Chris Scotti - Tx A&M Engineering School, experienced entrepreneur and provides strategic consulting, fundraising and executive coaching to emerging technology companies through TEES and the Research Valley Innovation Center.
- Technology Boot Camp for Start Ups** **2.0 hrs**
Aaron Traffas - NAA Instructor. Kansas auctioneer, farmer, singer and national speaker for NAA on Internet Auctions and co-wrote ATS designation course as well as served on the NAA Education Institute.
- Hard Knocks Panel – New and Experienced Auctioneers Share Insight** **1.0 hr**
Distinguished TAA Members & Hall of Fame Auctioneers - insight from business consultants, new & experienced auctioneers.

REGISTRATION FORM

Full Name: _____ Email: _____
 Mailing Address: _____ Phone: _____
 TX Auctioneer License: _____ Other Professional Distinctions: _____
 Year you received Tx Auction License: _____ What part of Auction Business do you currently work in: _____

***Send resume or experience background summary with application.**

- TAA Member: \$395 - by April 1 (After April 1 - \$425) Non Member: \$495 - by April 1 (After April 1 - \$595)
- STAY OVER for the TAA Annual Convention & Contest - \$179 (\$100 off regular convention fee) (After April 1 - \$229)
 - President's Shindig - May 5 - 5:30-9:30pm - Tonkaway Ranch - \$ 68 per adult

*See Convention Agenda for details and Convention registration for additional events and guest tickets for dinners.

PAYMENT: Payment must be enclosed to be confirmed for course. Check (Chk # _____ made out to TAA.) MC Visa AMEX

Credit Card #: _____ Exp. Date: _____ Sec code: _____

Name on Card: _____ Signature: _____

Full Billing Address: _____

Phone: _____ Fax: _____ Email: _____

OR Payment Plan: 2 payment plan: 1st payment with form. 2nd Payment due by April 15.

***BONUS:** TCAP Attendees receive \$100 discount to stayover May 6-8 for TDLR legal hours, TAA Convention & State Championship Contests. Reference TAA Convention Registration to sign up. Confirmations will be emailed. Refund Policy: No refund after April 5.