

2021 PAA CONFERENCE SCHEDULE

MONDAY, MAY 10, 2021

9:00am - 4:30pm Wavebid Training Class (pre-registration required)
 6:30 - 7:00pm Registration
 7:00 - 8:00pm FREE EVENT -Round Table Discussion- Emerging from COVID-19 Stronger and Better led by Matthew Hostetter, Patrick Morgan

TUESDAY, MAY 11, 2021

8:00 - 9:00am Registration, Trade Show Opens, Continental Breakfast, Welcome Booth
 9:00 - 10:00am *SEMINAR - Bid Calling Critique by Matthew Hostetter & J. Meryl Stoltzfus
 9:00 - 11:00am *SEMINAR - Asset Protection by Larry Oxenham
 10:00 - 10:15am 1st Time Attendee Meeting
 10:20 - 11:30am *SEMINAR - Basic Sales Techniques by Jason Reed
 11:30 - 11:45am Break
 11:45 - 1:00am Buffet Lunch and Auction
 1:00 - 2:15pm LUNCH SEMINAR - "Rulebook for Preventing the SBAE from Knocking at Your Door" by Attorney Anthony Cox
 2:15 - 2:30pm Refreshment Break
 2:30 - 3:30pm SEMINAR - Streamlining Your Business Through Automation by Mike Keller
 2:30pm Chapter Treasurers Audit Committee Meeting
 4:15pm Doors open for dinner
 4:30pm Dinner
 6:00pm Auctioneer Competition/Fun Auction
 8:30pm Nominating Committee Meeting

WEDNESDAY, MAY 12, 2021

7:00am Registration, Trade Show Opens
 7:00 - 8:00am *Breakfast Buffet
 7:00 - 8:00am *Women's Breakfast
 8:15 - 9:15am SEMINAR - Top HR Pitfalls and Opportunities by Jim Weischedel
 9:15 - 9:30am Refreshment Break
 9:30 - 11:15am SEMINAR - Online Auction Panel by Majorie Hartman and Erik Rasmus
 9:45am PAA Hall of Fame Meeting
 11:15 - 11:45am Break
 11:45 - 1:55pm Luncheon, Ad Awards and seminar
 SEMINAR - Virtual Meetings, Appraisals & Contracts by Marge Hartman

Wednesday Continued...

1:45 - 2:20pm Budget & Finance Committee Meeting
 2:30 - 4:30pm *PAA Annual Meeting followed by Legislative Q&A and PAC Meeting
 2:30 - 4:30pm *Vendor Appreciation
 2:30 - 4:30pm *PAA Auxiliary Meeting
 5:30pm Doors open for Banquet
 6:00 - 9:30pm Annual President's Banquet

THURSDAY, MAY 13, 2021

7:00 - 8:00am Continental Breakfast, Trade Show Opens, Registration
 8:00 - 9:30am *SEMINAR - Safety at Auctions by the PA State Police
 8:00 - 9:30am *SEMINAR - Exceeding Customer Expectations with Great Customer Service by Jeff Pennington
 9:30 - 9:45am Break
 9:45 - 11:15am SEMINAR - How Online Advertising Can Attract Better Sellers and Grow Your Commissions by Matthew Fridg
 11:15 - 11:30am Break
 11:30 - 1:15pm Luncheon and SEMINAR - Drones
 1:30 - 2:45pm SEMINAR - How to Effectively Maintain and Grow Your Auction Business While Working a 2nd Career by Jason Reed
 2:45 - 3:00pm CLOSING - with Drawings/Raffles (must be present to win)



TRADE SHOW

Tuesday, May 11 - 8:00am - 4:30pm
 Wednesday, May 12 - 7:00am - 2:30pm
 Thursday, May 13 - 7:00am - 3:00pm

*Some items subject to change
 Refers to Concurrent Seminars