

TENNESSEE AUCTIONEERS ASSOCIATION

2021 CONVENTION

NOVEMBER 14 – 15, 2021 | EMBASSY SUITES | NASHVILLE

10 CENTURY BLVD, NASHVILLE, TN 37214 | 615-871-0033

SUNDAY, NOVEMBER 14, 2021

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|-------------------|---------------------------------------------------------------------------------|
| 10:00 AM-Noon | Board of Directors Meeting |
| Noon | Lunch on Your Own |
| 1:00 PM | Registration Desk Opens & Vendor Setup |
| 1:00-2:00 PM | Foundation, Past Presidents, Hall of Fame Meeting |
| 2:00 – 3:00 PM | Vocal Coach-Maintaining a Healthy Voice – Jacob Burton (1 CEU) |
| 3:00 – 4:00 PM | Strategies for Accelerating Your Real Estate Marketing Morgan Hopson (1 CEU) |
| 4:15-5:30 PM | Membership Meeting |
| 5:30 PM | Tennessee Bid Calling Championship Contestants Meeting |
| 5:30 – 6:15 PM | Cocktail and Social |
| 6:00 PM | Registration Desk Closes |
| 6:15 – 7:15 PM | Banquet |
| 7:15 PM | Tennessee Bid Calling Championship Competitions |
| Following Contest | Fun Auction |
| Til 11:00 PM | Hospitality Suite |

MONDAY, NOVEMBER 15, 2021

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|-----------------|-------------------------|
| 7:45 AM | Registration Desk Opens |
| 8:00 AM-2:30 PM | 2021 TAA CE |

Schedule at a Glance:

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| 8:00 – 8:30 AM | Leveraging Your Associations – Morgan Hopson & Jay Cash |
| 8:30 – 9:30 AM | Activating Your Prey Drive – Coach Michael Burt (1 CEU) |
| 9:30 – 10:30 AM | Legacy Selling System – Coach Michael Burt (1 CEU) |
| 10:30 – 11:30 AM | Million Dollar Follow Up – Coach Michael Burt (1 CEU) |
| 11:30 – 12:30 PM | Lunch & Customer Relations Management – Mike Doyle |
| 12:30 – 2:30 PM | The Right Next Step/Leading Leaders – Joseph Mast (2 CEUs) |