

2026 VAA ANNUAL CONFERENCE

Schedule of Events - *(subject to change)* – January 2026

Thursday, January 22, 2026

5:00p.m. Networking with fellow attendees at the Sportsman Grille (everyone will be on their own tab).

Friday, January 23, 2026

8:00a.m. – 4:30p.m. Registration

8:00a.m. – 9:00a.m. Coffee/Social Hour

9:00a.m. – 11:00p.m. **Seminar: *Tactical Negotiations***- Jason Deel

10:00a.m. –5:00p.m. **TRADE SHOW**

11:00a.m. – 12:00p.m. **Round Table/Forum (AI)** – Michael Grimm, Erik Rasmus, Stephen LaRaviere

12:00p.m. – 1:00p.m. Luncheon (recognition of first-time attendees, marketing awards, vendors, scholarship)

1:00p.m. – 3:00p.m. **Seminar: *Beyond the Bid: Crafting Winning Proposals with Modern Tools*** – Morgan Hopson

3:00p.m. – 4:30p.m. **Seminar: *Customer & Staff Relations*** – Jason Deel

4:30p.m. – 6:00p.m. Past Presidents Welcome Reception- (**open to all attendees. New Members and First Time Attendees will be VIPs**)

6:00p.m. – 8:00p.m. Dinner/Gala – Recognition of Jake Horney, Auctioneer of the Year, HOF, Gala style Fundraising

Saturday, January 24, 2026

8:00a.m. Registration

8:00a.m. – 9:00a.m. Past President Breakfast

9:00a.m. – 12:00p.m. **TRADE SHOW**

9:00a.m. – 10:00a.m. **Seminar: *Bidding on Your Life Beyond the Business*** – Naomi Lewis

10:00a.m. – 11:00a.m. **Seminar: *Real Estate Forum*** – John Nicholls, Linda Terry, Tim Dudley

11:00a.m. – 11:15a.m. Annual Meeting Registration/Package Pick Up

11:15a.m. – 12:00p.m. Annual Business Meeting

12:30p.m. – 4:00p.m. Presidential Lunch/VAA Championship