

2027 VAA ANNUAL CONFERENCE

Inspire-Educate-Protect

Schedule of Events - (subject to change)

Thursday, January 21, 2027

7:00p.m. Welcome Party with casino games, cash bar, and hors d'oeuvres

7:00p.m. Jack's Playhouse – supervised kids' area with games, activities, treats

Friday, January 22, 2027

8:00a.m. – 4:30p.m. Registration

8:00a.m. – 8:30a.m. Coffee/Social

8:30a.m. – 8:50a.m. Speaker: ***The Mission of the Convention: Inspire, Educate, and Protect*** - Chip Jones

9:00a.m. – 10:00a.m. Seminar: ***A Fair Deal is a State of Mind*** - Mike Fisher, NAA President

10:00a.m. – 5:00p.m. **TRADE SHOW**

10:15a.m. – 11:15a.m. **Keynote: *Change or Be Changed: Leading Transformation in the Auction Industry*** - Helen Rothberg, PhD

11:15a.m. – 11:30a.m. Break

11:30a.m. – 12:00p.m. Seminar: ***How to Get the 20- to 30-Year-Olds to Your Auction*** - Chip Jones

12:15p.m. – 1:00p.m. Luncheon (recognition of first-time attendees, marketing awards, vendors, scholarship)

1:30p.m. – 1:50p.m. Seminar: ***The Old Way vs. The New Way of Selling*** - Kyle Hause, Long & Foster Real Estate

1:50p.m. – 2:00p.m. Break

2:00p.m. – 2:20p.m. Seminar: ***How to Work with Banks, Buyers, and Auctioneers*** - McKim Beale, TowneBank

2:20p.m. – 2:30p.m. - Break

2:30p.m. – 3:30p.m. Seminar: ***Breaking Down the \$55 Million Auction Sale***- Gene Klingaman, CAI, Vice President, Schrader Real Estate & Auction Co.

3:30p.m. – 3:40p.m. Break

3:40p.m. – 4:40p.m. Seminar: ***How AI is reshaping cybersecurity work*** – Dr. Chengqi "John" Guo, James Madison University- Cinquegrana Presidential Chair for Teaching Excellence & Research

4:45p.m. – 5:15p.m. Seminar: ***Onboarding New Clients*** – Pat Rasmus

5:30p.m. – 6:00p.m. Past Presidents' Reception (cash bar)

5:30p.m. – 9:30p.m. Jack's Playhouse- Pizza, games, activities with adult supervision

6:00p.m. Awards Dinner/Fundraising/Championship

Saturday, January 23, 2027

8:00a.m. Registration

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

9:00a.m. – 12:00p.m. TRADE SHOW

9:00a.m. – 9:20a.m. Seminar: ***How to Build Your AI Team*** – Trae Dudley

9:25a.m. – 11:30a.m. Seminar: ***Effective Tactics in Auction Negotiations*** – Jason Deel

11:30a.m. – 11:45a.m. Annual Meeting Registration/Package Pick Up

11:45a.m. – 12:30p.m. Annual Business Meeting

12:30p.m. – 1:30p.m. Presidential Lunch