

2012 OSAA WINTER MEETING AGENDA

Thursday, February 2nd, 2012

6:00 p.m. **Board members only** - gather at Heritage Place for last minute board meeting

Friday, February 3th, 2012

8:00 a.m. Begin registration & morning coffee
8:45-9:00 a.m. Welcome & Opening Remarks - **OSAA President Jeff Crissup**
9:00-10:30 a.m. Seminar #1 –**“Power Selling” Cary Aasness *****
10:45-12:00 a.m. Seminar #1 continued- **“Power Selling” Cary Aasness *****
12:00 -1:00 p.m. Lunch, available at the Heritage Place dining room, catered by **Snider Catering**.
1:00-2:00 p.m. Seminar #2 – **“Risk Management for your auction business” Larry Harb**
2:00-2:15 p.m. Networking break with exhibitors
2:15 p.m.-3:15 Seminar #2 continued – **“Risk Management for your auction business” Larry Harb**
3:15-3:30 p.m. Networking break with exhibitors
3:30-5:00 p.m. Seminar # 3 **“What is your Digital Footprint ” Robert Mayo, CAI, AARE, ATS, GPPA, NAA Director**
5:00 p.m. Return to Embassy suites for evening events
5:30-p.m. Contestants meeting for all auctioneer and ringman contestants (mandatory)
6:00-p.m. Evening meal at Embassy suites ball room (part of registration fee)
7:00-10:00 p.m. Rookie Auctioneers contest, Ringman contest, Open Auctioneer contest, Fun Auction
10:00-12:00 a.m. Social time, OSAA will have a hospitality suite available for after hours gatherings.
*** **Cary Aasness** will be available for 30 minute one on one workshops for a fee

Saturday, February 4th, 2012

8:00 a.m. Begin registration & morning coffee
9:00-10:30 a.m. Seminar #3 – **Auction Team work- Craig & Angie Meiers**
10:30-10:45 a.m. Networking break with exhibitors
10:45-12:00 noon Seminar #4 –**“ Auction Technology is More Than a Website” Robert Mayo, CAI, AARE, ATS, GPPA**
12:00-1:00 p.m. Lunch available at the Heritage Place dining room, catered by **Snider Catering**.
1:00-2:45 p.m. 2nd part **“ Auction Technology is More Than a Website” Robert Mayo, CAI, AARE, ATS, GPPA**
2:45-3:00 p.m. Networking break with exhibitors
3:00-4:00 p.m. Marknet Alliance-**Matt Corso-CEO**
4:00-5:00 p.m. Open Division Auctioneers Finalist Interview
5:00-p.m. Return to Embassy suites for evening events
6:00 p.m. Presidents Banquet Meal
7:00-p.m. Final round of Open Division Auctioneers Contest, Award presentation- Hall of Fame presentation
10:00-12:00 a.m. Social time, OSAA will have a hospitality suite available for after hours gatherings.

Sunday, February 5th, 2012

9:30 a.m. Cowboy Church-**Charles Kaupke** - Cowboy Church Presenter at Embassy Suites
11:00 a.m. OSAA Annual Business meeting at Embassy Suites

2012 OSAA Winter Meeting officially ends

Daytime events will be held at **Heritage Place** * 2829 S. MacArthur, OKC, OK
All Evening events will take place at **Embassy Suites Hotel** *1815 S. Meridian, OKC, OK