

March, 2012
Certified Auctioneers Institute - Indiana Memorial Union
Class III - Frangipani

<i>SUNDAY</i>	<i>MONDAY</i>	<i>TUESDAY</i>	<i>WEDNESDAY</i>	<i>THURSDAY</i>
10:00 a.m. - Noon	8:00 - 11:30 a.m.	8:00 - 11:30 a.m.	8:00 - 11:30 a.m.	7:30 - 11:00 a.m.
<i>Opening Brunch and Orientation</i> Alumni Hall	Mark Manley <i>Working with the Bankruptcy Court</i> Break at 9:00 a.m. <i>Lunch</i>	Jere Daye <i>Operating Cost Analysis</i> Break at 9:00 a.m. <i>Lunch</i>	John Hamilton <i>Advanced Negotiations</i> <i>Lunch</i>	Kurt Aumann <i>Business Planning Presentations</i> Break at 9:00 a.m. <i>Lunch</i>
1:30 - 5:00 p.m.	1:00 - 4:30 p.m.	1:00 - 4:30 p.m.	1:00 - 4:30 p.m.	11:30 - 3:15 p.m.
Mark Manley <i>Prospecting 2012</i>	Larry Latham <i>Foreclosures and REO's</i> Break at 2:00 p.m.	<i>Case Studies</i> Break at 2:00 p.m.	Kurt Aumann <i>Business Leadership and Design</i> Break at 2:00 p.m.	Kurt Aumann <i>Business Plan Presentations</i> Break at 1:00 p.m.
7:00 p.m. Networking Event		6:00 p.m. Fun Auction Alumni Hall	6:00 - 8:30 p.m. Kurt Aumann <i>Projects</i>	