

March, 2012
Certified Auctioneers Institute - Indiana Memorial Union
Class II - Georgian

<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	Forres Meadows <i>Online Auctions</i> Break at 9:00 a.m. <i>Lunch</i>	John Boquist <i>Finance for Auctioneers</i> Break at 9:00 a.m. <i>Lunch</i>	Ryan George <i>Marketing and Branding</i> <i>Lunch</i>	Ryan George <i>Marketing Plan 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.
David Hart <i>Presentation Skills</i>	Darron Meares <i>Advanced Technology</i> Break at 2:00 p.m.	<i>Case Studies</i> Break at 2:00 p.m.	Ryan George <i>Marketing and Branding</i> Break at 2:00 p.m.	Chris Pracht <i>Keys to a Successful Real Estate Auction</i> Break at 1:00 p.m.
7:00 p.m. Networking Event		6:00 p.m. Fun Auction Alumni Hall		