

**March, 2012**  
**Certified Auctioneers Institute - Indiana Memorial Union**  
**Class I - Solarium**

<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 - 9:45 a.m.	7:30 a.m. - Noon	7:30 - 11:00 a.m.
<b><i>Opening Brunch and Orientation</i></b>  Alumni Hall	David Hart  <b><i>Ethics</i></b>  Break at 9:00 a.m.	Rich Schur <b><i>Human Resources</i></b> <hr/> 10:00 - 11:30 a.m. <hr/> Tom Saturley <b><i>Legal Issues</i></b>  Break at 9:00 a.m.	Jack Christy  <b><i>Auction Operations</i></b>	Chris Rasmus  <b><i>Technology</i></b>  Break at 9:00 a.m.
	<b><i>Lunch</i></b>	<b><i>Lunch</i></b>	<b><i>Lunch</i></b>	<b><i>Lunch</i></b>
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.
Randy Wells  <b><i>Communication Skills and DiSC</i></b>	David Hudgins  <b><i>Auction Proposals</i></b>  Break at 2:00 p.m.	  <b><i>Case Studies</i></b>  Break at 2:00 p.m.	John Hamilton  <b><i>Negotiation Skills</i></b>  Break at 2:00 p.m.	Lance Walker  <b><i>How to Conduct a Benefit Auction</i></b>  Break at 1:00 p.m.
7:00 p.m. <b>Networking Event</b>		6:00 p.m. <b>Fun Auction</b> Alumni Hall		