

Register for Convention 2017 February 16 - 19

"Expanding our Horizons"

There are four options available for participation in the convention:

1. **The Weekend Plan (WP)** covers convention meals (excluding breakfasts) and events, **including the banquet and special Sunday breakfast.** Feb. 16-19
Weekend: (WP)

No. of A.A.O. Members/Guests ____ @ \$165./person = _____

2. **The Friday Only Plan (FP)** covers lunch and events on Friday **only.** Feb. 17
Friday Only: (FP)

No. of People ____ @ \$100./person _____

3. **The Banquet Only Plan (BP)** covers **dinner on Saturday evening only.** Feb. 18
Banquet Only: (BP)

No. of People ____ @ \$70./person _____

4. **Spousal Plan (SP)**

Spousal (Full package): (SP) @ \$125. _____

Final Total: _____

Payment by: Cheque ____ Visa ____ Mastercard ____

Make cheque payable to Auctioneers Association of Ontario.

Card No. Expiry Signature

Bring a GUEST! Please fill out the information below and indicate beside each name which plan applies to that person.

Your Name: _____

Guest Names: _____

Address: _____

Phone Fax

Email

Please submit your registration form and payment to:
Auctioneers Association of Ontario

R. R. 6 * 30959 Wyatt Road * Strathroy, Ontario * N7G 3H7



Auctioneers Association of Ontario

AAO Convention 2017 "Expanding our Horizons"

February 16 – 19 Cobourg, Ontario



Notice of Annual Meeting

Please be advised that the Annual General Meeting of the Auctioneers Association of Ontario will be held in **Ballroom B Cobourg Inn & Conference Centre 930 Burnham Street, Cobourg, ON Friday, February 17th, 2017 starting at 3:30 pm.**

All resolutions must be in the hands of the Secretary before Feb. 15, 2017 to be dealt with at this meeting.

About Our Seminars and Convention Speakers



Farah Mohammed - OMVIC: In her role as Education Officer with the Ontario Motor Vehicle Industry Council, Ms Mohammed works towards meeting the organization's mandate: To maintain a fair and informed marketplace by protecting the rights of consumers, enhancing

industry professionalism and ensuring fair, honest and open competition for registered motor vehicle dealers.

Seminar attendees will learn about OMVIC

- Registration Requirements
- Registration Exemptions; estates
- Curbsiders and how to avoid doing business with them
- Consignment agreements and trust accounts
- Code of Ethics (Regulation 332/08)

Kelly Batesman - Social Media: Social media – there's no avoiding it. And do you really want to anyway? Learn more about the popular forms of social media, how to avoid some pitfalls and how to use it to enhance your business.



Manson Slik - Real Estate

Auction: Manson Slik, CAI, AARE, CES, CPPAG, CRTS, SRES, Broker/Partner/Consultant, Gordon's Estate Services Ltd. / MaxSold.com. A Real Estate Broker and Auctioneer, Manson has sold over 3000 properties, is the lead course instructor for the National

Auctioneers Association "Accredited Auctioneer of Real Estate" designation program and sits on the NAA-AARE committee. The lead instructor and Canadian Course Manager for the CRTS Certification Program, Manson has taught, spoken and consulted in 20 US states and 4 Canadian provinces.

Manson is a Partner at Gordon's Estate Services Ltd. Gordon's Estate Services operates as an integrated real estate and downsizing company that serves about 250 families per year across Ontario. In 2009 Manson and his 2 business partners founded MaxSold.com. MaxSold conducted over 3000 personal property auctions in 2016 and currently operates in 3 provinces and 12 US states.

Manson is a Past President of the Auctioneers Association of Ontario.



Gail Scott - Live Life by Design, Not by Default: What if you knew the key to understanding yourself and others to get what you want in every area of your life?

In this presentation Gail Scott will dive into the complicated nature of human dynamics and show you how to create relationships that work every

time. Whether it's with a potential client, co-worker or boss or even a family member, friend or partner, trust is the foundation for success. Using her Four A's Proven System, Gail will help you improve how you communicate and trust yourself and others, to create successful collaboration and connection every time.

Gail Scott has been called a visionary, new thought leader, and catalytic guide. Her enthusiasm, spirited energy, and loving nature make her a favourite wherever she goes. Audiences love her passion, authenticity and ability to connect deeply and wholeheartedly in her message.

Gail is a walking, talking role model for Trust and what's possible with a desire to change. It is through her own personal story and family background in addiction and the family system, and understanding changing relationship dynamics and new science, that she creates success for her audience. She applies her personal stories, life experience, extensive knowledge, and strong spiritual connection, to help individuals connect with themselves and others, enhancing a deeper life and work experience, and ultimately life success.

Kris Kennedy - AuctionFlex: Kris Kennedy is the support and sales manager for Auction Flex and HiBid. He has been with the company since 2003 and has helped it grow to over 4,500 customers in 50 states, 8 provinces, and 22 nations. During that time he has watched the auction industry grow and change with the addition of online platforms supplementing the traditional auctioneer. In addition to his position at Auction Flex, he is an accredited instructor at multiple auction schools and conducts seminars throughout the US and Canada.

Kris will lead seminar attendees through the growth and changes that are taking place in the auction industry.

About our Convention Hotel

The 2017 edition of the AAO Convention will be held at the Cobourg Inn & Convention Centre (Best Western), 930 Burnham Street, Cobourg, ON K9A 2X9. It is easy to find and there is lots of parking on site. **You may reserve rooms in the AAO block by calling (866)COBOURG. (905-372-2105 or FAX 905-372-5905)** Directions to Stapleton Auctions available at the convention registration desk. Come enjoy the Show!

The AAO Fun Auction

Once again the fun auction will be held on the Friday night of the AAO auctioneers convention. It is always an entertaining evening when you can watch anybody who is interested, sell in preparation for the competition on Saturday, or just for fun. There are so many good items offered for sale including gift baskets of local produce from all over Ontario, a CPPAG course, some delicious home baking, and that rare item that you can't live without.

This year we are adding a new game to fun so be sure to bring your toonies so you can have the chance to win the mystery box or the cold hard cash. So come out and see what this event is all about. We hope to see all your smiling faces at the convention.

Gerald Cryderman Memorial Award

Every year the Gerald Cryderman Award for excellence in Advertising is available to be awarded to an AAO member who uses the official logo in their advertising or on their website.

The Board of Directors is pleased to announce that Nominations and Submissions for this Annual Award are open until the beginning of January.

Gerald Cryderman was a past-president of AAO and knew the importance of quality advertising. With the digital age came changes in how we advertise but it is an important component of a successful auction. This perpetual plaque is presented to the member submitting the best sales bill, advertising or website with the AAO logo on it.

The AAO logo must appear on the home page of the website or on the main sales bill/ad for consideration as the winner.

Nomination and submissions for this award should be sent to the AAO office with complete documentation. Email submissions are accepted.

Let YOUR business will be recognized for excellence in advertising this year by using the AAO logo and submitting your website home page or advertising copy today.

Award will be announced and plaque will be given out at the Annual Convention in February 2017.

AAO 2017 Convention Program of Events - "Expanding our Horizons"

Time	Event	Location
Thursday, Feb. 16th		
3:00pm - 9:00pm	Registration desk opens & guest check-in	Northumberland Rm
4:00pm	Board of Directors Meeting	Boardroom
	Dinner on your own	
7:00pm - 8:30pm	OMVIC, Farah Mohammed	Northumberland Rm
9:00pm - 11:00pm	Meet and Greet	Hospitality Rm
Friday, Feb. 17th		
8:00am	Breakfast on your own	
8:45am	Welcome, Greetings President Frances Fripp	Ballroom B
9:00am	Kelly Batesman - Social Media	Ballroom B
10:15 - 10:30am	Coffee Break	
10:30am	Manson Slik	Ballroom B
11:45am	Trade Show Reps	Ballroom B
12:00pm	Buffet Lunch	Arthur's
1:00pm	Gail Scott - Motivational Speaker	Ballroom B
2:00pm	Kris Kennedy - AuctionFlex	Ballroom B

Time	Event	Location
3:15pm	Coffee Break	
3:30pm	AAO Annual Meeting	Ballroom B
5:30pm - 7:30pm	Dinner on your own	
7:30pm - 1:00am	Fun Auction	Ballroom B
Saturday, Feb. 18th		
7:00am - 8:30am	Breakfast on your own	
9:00am	Auctioneers Competition - Registration	Stapleton's Auctions
10:00am	Auctioneers Competition - Briefing	Stapleton's Auctions
10:00am	Auction Begins	Stapleton's Auctions
10:30am	Competition Begins	Stapleton's Auctions
5:00pm - 6:00pm	Cocktail Hour	Ballroom B
6:00pm - 7:30pm	President's Banquet	Ballroom B
8:00pm	Entertainment	Ballroom B
9:00 - 10:00pm	AAO Awards Ceremony	Ballroom B
Sunday, Feb. 19th		
8:00am - 10:00am	Good Ideas Breakfast	Arthur's
10:00am	Fond Farewells	

Opportunities for Auctioneer Education

The Ruth Hart-Stephens Educational Bursary is presented annually to a deserving member in good standing who has applied for continuing education and professional development in an auction or auction-related field. The Bursary is for higher-level, academic knowledge and/or skill based education. The recipient of the Bursary is announced at the close of the convention at the President's Banquet. The Bursary award shall not exceed \$1000. Complete information is available in the current issue of AAO News. Applications shall be received by the Secretary/Treasurer and screened for completeness. At the annual convention, applications will be judged by a panel made up of the President, the Past President and two current Directors. If you would like to apply for the Ruth Hart-Stephens Educational Bursary for 2017, you may obtain an application form from the Secretary/Treasurer. **The deadline for submissions is Jan. 31, 2016.**

To register for AAO Convention 2017 and/or the 2017 AAO Auctioneers' Competition, please fill out the registration forms in this brochure and submit, along with payment to: Auctioneers Association of Ontario, R. R. 6, 30959 Wyatt Road, Strathroy, Ontario N7G 3H7

2017 ONTARIO AUCTIONEERS CHAMPIONSHIP

Presented by: ADESA Canada - Ontario Farmer

The Woodbridge Advertiser - Canadian Auction College

Saturday, February 18, 2017 at 10:00AM

Please have entries submitted by Wednesday, Feb. 15, 2017

First Name _____ Last Name _____

Address _____

City _____ Postal Code _____

Tel. _____ Email _____

I've read and agree to the rules as stated below.

Participant's Signature _____

Entries and Payment (Please check one):

_____ Experienced - Non-members: \$300 _____ Experienced - Members: \$150
 _____ Intermediate - Non-members: \$250 _____ Intermediate - Members: \$100
 _____ Novice - Non-members: \$100 _____ Novice - Members: FREE

Payment: Cheque () Visa () Mastercard ()

Cheques to: Auctioneers Association of Ontario, R. R. 6 30959 Wyatt Rd, Strathroy, ON N7G 3H7

Card Number _____ Expiry _____

Name on Card _____

Signature _____

RULES: 2017 ONTARIO AUCTIONEERS CHAMPIONSHIP

- There will be a "People's Choice" award judged by the audience at the Competition.
- The Top 3 Winners in the Experienced Division will be awarded with a cash prize. The Champion will receive a Gold Ring donated by the Woodbridge Advertiser, along with a trophy donated by the Ontario Farmer. Cash prizes will be: \$1000 for Champion, \$500 for reserve, \$300 for first runner-up. Prize money has been donated by ADESA Canada.
- The Top Novice (two years or less experience) will receive a trophy donated by the Canadian Auction College and an additional year membership to the Auctioneers Association of Ontario. The Runner-up will receive a plaque.
- If there are 5 competing Women, a Women's Championship will be awarded. The Women's Champion will receive a trophy plus \$500, Reserve will receive \$250. This award is sponsored by the Canadian Auction College.
- If there are 5 competing Intermediates (2-6 years experience) the Top Intermediate will receive a trophy plus \$300, Reserve will receive \$150.

Rules:

- All contestants must be present at 9:00a.m. on Saturday, Feb. 18, 2017 at STAPLETON AUCTIONS, 4532 Hwy 2, Newtonville, ON to complete registration and draw for positions.
- All contestants must bring with them two (2) donated articles with a perceived value of \$25 each. Failure to bring items will result in an additional \$50 fee.
- Contest will be overseen by a panel of 5 judges.
- Each contestant will sell an equal number of items in the first go-round.
- The top 5 contestants in the Novice, and the top 8 contestants in the Experienced achieving the highest scores will be selected to go on to the short-go round.
- The Olympic Average will be used in scoring with the highest and lowest scores being excused, and then the remaining three being used in the average.
- Former Champions in any given category are not eligible to compete in divisions they have already won for five years.
- ALL Prize winners MUST attend Presidents Banquet to collect prizes. (Note: Competitors are FREE)
- Contest open to Canadian Auctioneers who currently reside in Canada.

For more information or further questions, please contact the AAO office at 519-232-4138