

Register for Convention 2018
February 22 - 25

“Dedicated to your Success”

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. 22-25
Weekend: (WP)

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

NOTE: Early Bird Special @ \$ 140.00/person (before January 1st, 2018)

2. **The Friday Only Plan (FP)** covers lunch and events on Friday **only.** Feb. 23
Friday Only: (FP)

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

3. **The Banquet Only Plan (BP)** covers **dinner on Saturday evening only.** Feb. 24
Banquet Only: (BP)

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

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 2018
“Dedicated to your Success”

February 22 – 25 Kitchener, Ontario



**Notice of
Annual Meeting**

Please be advised that the Annual General Meeting of the Auctioneers Association of Ontario will be held in the

Ontario Ballroom, Holiday Inn
30 Fairway Rd. S, Kitchener, ON
Friday, February 23rd, 2018
starting at 3:30 pm.

**All resolutions must be in the hands
of the Secretary before Feb. 15, 2018
to be dealt with at this meeting.**

About Our Seminars and Convention Speakers

Matthew Flagler - Feb. 22, 7:00 pm

Matthew is presently a Loss Prevention Representative for a Farm Mutual Insurance Company located in Central Ontario, a position that he has held for the past 16 years. In addition to conducting site inspections of residential, agricultural, agri-business, and commercial risks, he is a WETT-Certified Inspector and possesses a Site Basic Inspection certificate from the Canadian Oil Heating Association (COHA). Matthew recently completed a rigorous study of the curriculum required to be considered as a Chartered Insurance Professional (CIP) and is awaiting his induction into that Society. He holds a B.Sc. degree in Business Operations. Previously, Matthew was a proud member of the Fire Service in Ontario. He grew up around agriculture and is an avid attendee of auctions in and near his home town of Peterborough, Ontario.

Tammy Kimmell - Feb. 22, 7:00 pm

Tammy Kimmell began her career 10 years ago in Commercial Lines Claims at a large national brokerage and joined Pearson Dunn Insurance Inc. in 2012 as a Commercial Account Manager, working with small- and medium-sized commercial risks. She has managed the AAO Insurance Program since April 2014.

Frances Fripp - Feb. 23, 9:00 am

Frances will be speaking on benefit auctions and the many reasons for becoming involved.

Brent Shackleton - Feb. 23, 10:30 am

Brent will be speaking on “branding”, its importance to your business, and how create and maintain your brand.

Michel “Hoss” Bertrand - Feb. 23, 1:00 pm

Michel “Hoss” Bertrand has been an auctioneer since 1993. Hoss has owned The Toronto Great Nostalgia and Vintage Toy Expo show for the last 7 years. He is an avid collector of all things nostalgia, vintage toys and general store advertising. He has seen many changes in the industry over his career and would like to share some of his insight into the world of nostalgia and vintage toys.

Jerry Ruth - Feb. 23, 1:00 pm

Jerry will be speaking on the characteristics of various woods found in items commonly offered for auction.

Stephen Penney - Feb. 23, 2:00 pm

Stephen Penney is a partner at Lennox & Penney LLP in Cambridge, Ontario. Prior to joining John in 2013 Stephen articulated with a large Atlantic Canada law firm and practised with a mid-size law firm in St. John’s. Stephen serves both individual and business clients in a variety of matters including residential and commercial real estate transactions, commercial leasing, and corporate and commercial law matters. Stephen is a member of the Shades’ Mill (Cambridge) and Waterloo Law Associations, as well as the Ontario and Canadian Bar Associations.

About our Convention Hotel

The 2018 edition of the AAO Convention will be held at the Holiday Inn, 30 Fairway Road South, Kitchener, ON. It is easy to find and there is lots of parking onsite. You may reserve your rooms in the AAO block by calling 1-877-660-8550 or 519-893-1211. Directions to Bowman Auctions will be available at the convention registration desk. Come and 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.

We hope to see all your smiling faces at the convention!

Gerald Cryderman Memorial Award

Each year, AAO is pleased to offer this perpetual plaque to the member submitting the best "Sales Bill" with the AAO logo on it. This year, it has been determined that the best website shall be also considered as a submission for this award. The AAO logo must appear on the home page of the website or sales bill for consideration of the winner.

Nomination and submissions for this award are due by January 5th, 2018 and should be sent to the secretary with complete documentation.

Perhaps YOUR business will be recognized for excellence in advertising this year!

Gerald Cryderman was a past-president of AAO and knew the importance of quality advertising.

AAO 2018 Convention Program of Events - "Dedicated to your Success"

Time	Event	Location
Thursday, Feb. 22nd		
3:00pm - 9:00pm	Registration desk opens & guest check-in	Ontario Ballroom
4:00pm	Board of Directors Meeting	Erie Room
	Dinner on your own	
7:00pm - 8:30pm	Insurance Needs for Auctioneers Michael Flagler & Tammy Kimmell	Ontario Ballroom
9:00pm - 11:00pm	Meet and Greet	Michigan Room
Friday, Feb. 23rd		
8:00am	Breakfast on your own	
8:45am	Welcome, Greetings President Gerald Bowman	Ontario Ballroom
9:00am	Benefit Auctions, Frances Fripp	Ontario Ballroom
10:15 - 10:30am	Coffee Break	
10:30am	Branding, Brent Shackleton & Company	Ontario Ballroom
11:45am	Trade Show Reps	Ontario Ballroom
12:00pm	Buffet Lunch	Ontario Ballroom
1:00pm	Product Knowledge Panel - woods, toys, customs broker	Ontario Ballroom
2:00pm	Legal Issues with Auctioneers Steven Penny	Ontario Ballroom

Time	Event	Location
3:15pm	Coffee Break	
3:30pm	AAO Annual Meeting	Ontario Ballroom
5:30pm - 7:30pm	Dinner on your own	
8:00pm - 1:00am	Fun Auction	Ontario Ballroom
Saturday, Feb. 24th		
7:00am - 8:30am	Breakfast on your own	
9:00am	Auctioneers Competition - Registration begins	Bowman's Auctions
10:00am	Auctioneers Competition - Briefing	Bowman's Auctions
10:00am	Auction Begins	Bowman's Auctions
10:30am	Competition Begins	Bowman's Auctions
5:00pm - 6:00pm	Cocktail Hour	Waterloo Rotunda
6:00pm - 7:30pm	President's Banquet	Waterloo Salon AB
8:00pm	Entertainment	Waterloo Salon AB
9:00 - 10:00pm	AAO Awards Ceremony	Waterloo Salon AB
Sunday, Feb. 25th		
8:00am - 10:00am	Good Ideas Breakfast	Ontario Ballroom A
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 Dec. 31, 2017.**

To register for AAO Convention 2018 and/or the 2018 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

2018 ONTARIO AUCTIONEERS CHAMPIONSHIP

Presented by: ADESA Canada - Ontario Farmer

The Woodbridge Advertiser - Canadian Auction College

Saturday, February 24, 2018 at 10:00AM

Please have entries submitted by Wednesday, Feb. 21, 2018

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

_____ 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: 2018 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.

Rules:

- All contestants must be present at 9:00a.m. on Saturday, Feb. 24, 2018 at BOWMAN'S AUCTIONS, Wallenstein, 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 President's 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