



Skipco Auto Auction - 700 Elm Ridge Ave, Canal Fulton, OH

Convention Agenda - April 29-May 1, 2018 (all meetings will be held at Skipco Auto Auction)

Sunday, April 29

If you have questions during your stay contact Keith Blowers

5:00 PM – 6:30 PM

Meet & Greet (Meet in Lobby of hotel/Holiday Inn-Canton)

7:00PM

Dinner – On Your Own (walking distance to several restaurants)

Monday, April 30

7:30 AM

Skipco Auto Auctions - Vans Departing - meet in lobby

8:00 AM

Coffee and Welcome at Skipco Auto Auctions

8:30 AM

Opening Comments

8:45 AM – 9:45 AM

Contract Law – George Michak

10:00 AM – 10:30 AM

Seminar – Continued from above

10:30 AM – 11:00 AM

Auction Disclosures -The Case For Standardizing Announcements

Randy Gold, Carfax

11:00 AM – 12:00 Noon

Marketing, C. J. Faison, Jetty Media Group

12:00 Noon to 1:30 PM

Lunch and Learn at Skipco Auto Auctions

2:00 PM -3:00 PM

Tom Stewart, Auction Management Solutions

3:00 PM – 3:15 PM

Break

3:15 PM – 4:15 PM

Auction Edge, Dan Diedrich

4:15PM

End of Seminars – Return to Hotel

5:30 PM

Depart Hotel for Pro Football Hall of Fame

6:00PM - 10:00 PM

Dinner and Tour of Pro Football Hall of Fame

Tuesday, May 1

8:30 AM

Vans Departing - meet in lobby

9:00 AM

Coffee at Skipco Auto Auctions

9:30 AM – 11:30 AM

Business Meeting and Round Table Discussion Group

Round Table Discussion Group Forum

- Best Business Practices:
- What is your cost per unit Sold?
- Do you own your own Recon Dept. or use sub-contractors?
- Safety Procedures
- Sharing promotional ideas – giveaways, special sales, Cash prizes!
- Transport Assistance - How much is too much or not enough?
- Anniversary Sale Events - What works for you?
- Condition Reports
- Buy Here, Pay Here - Do you floor plan your dealers?

*****Skipco Auto Auction's sale is on Saturday – everyone is invited to come in early and attend**

Host Hotel – Holiday Inn Canton