

## Register for Convention 2010! "Achieving Success"

Choose one of the following methods for remitting payment.

Cheque \_\_\_ Money Order \_\_\_ Visa \_\_\_  
American Express \_\_\_ Mastercard \_\_\_

If paying by cheque, make payable to Auctioneers Association of Ontario. If paying by credit card, please fill out the information below.

Card No. Expiry Signature

There are three options available for participation in the convention:

- The Weekend Plan (WP)** covers convention meals (excluding breakfasts) and events, including the banquet and special Sunday breakfast.
- The Friday Only Plan (FP)** covers Friday lunch and events only.
- The Banquet Only Plan (BP)** covers dinner on Saturday evening only.

### Weekend:

No. of A.A.O. Members/Guests \_\_\_ @ \$165.00 per Person \_\_\_

### Friday Only:

No. of People \_\_\_ @ \$100.00 per Person \_\_\_

### Banquet Only:

No. of People \_\_\_ @ \$ 70.00 per Person \_\_\_

### Entertainment Only:

No. of People \_\_\_ @ \$ 20.00 per Person \_\_\_

**Final Total:** \_\_\_\_\_

Please fill out the information below or attach a business card. Indicate beside each name which plan applies to that person, the Weekend Plan (WP), the Friday Only Plan (FP) or the Banquet Only Plan (BP).

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 2010

### "Achieving Success"

February 18 – 21  
Cambridge, Ontario

## Notice of Annual Meeting

The Annual Meeting of the Auctioneers Association of Ontario will be held on Friday, February 19, 2010 at the Holiday Inn, Cambridge, Ontario, starting at 4:00 p.m. All interested parties may attend. Voting will be restricted to paid members of the Auctioneers Association of Ontario.

## AAO 2010 Convention Program of Events - "Achieving Success"

DATE	TIME	EVENT DESCRIPTION	NOTES	DATE	TIME	EVENT DESCRIPTION	NOTES
<b>Thursday Feb. 18</b>	3:00pm - 9:00pm	Registration desk opens and guest check-in	Sec./Treas at Reg. Desk Hall A	<b>Saturday Feb. 20</b>	7:00am - 8:30am	Breakfast on your own	Hall B and C
	3:00pm	Tradeshow exhibitors begin to set up	Hall A		9:00am	Auctioneers Competition Registration	Grand Valley Auction Hall
	4:00pm	Board of Directors Meeting	Galt Room		10:00am	Auctioneers Competition Competitors' Briefing	154 King St. E., Cambridge
	5:30pm - 7:30pm	Dinner on your own	Fireside Lounge		10:30am	Auctioneers Competition	Competition Chair & MC David Jacob
	7:30pm - 9:00pm	On-Line Auctions Seminar	Hall B and C		2:30pm - 5:00pm	Free Time	
	9:00pm - 12:00pm	Meet and Greet	Hall B and C		5:00pm - 6:00pm	Cocktail Hour	Grand Ballroom Cash Bar
<b>Friday Feb. 19</b>	7:30am - 8:30pm	European Breakfast Buffet	Hall B and C		6:00pm - 7:30pm	President's Banquet	Grand Ballroom
	8:00am	Registration desk opens	Hall A		8:00pm - 10:30pm	Live Tribute to Elvis Presley Presented by Peter Irwin	Grand Ballroom Cash Bar
	8:00am	Tradeshow Opens	Hall A	<b>Sunday Feb. 21</b>	8:00am - 10:00am	Good Ideas Breakfast Buffet	Hall B and C John Stephens
	8:30am - 9:00am	Welcome and Orientation Remarks	Convention Chair, Len Metcalfe Hall B and C		10:00am	Farewells and Departures	
	9:00am - 10:15am	Topic: HST Seminar Presenter: Ted Wigdor, VP, Certified General Accountants	Hall B and C				
	10:15am - 10:30am	Coffee Break	Hall B and C				
	10:30am - 12:00pm	Topic: Bailiff Seminar Presenter: Kevin Richards	Hall B and C				
	12:00pm - 1:00pm	Self-Serve Buffet Lunch	Hall B and C				
	1:00pm - 1:15pm	Exhibitors' Presentations	Hall B and C				
	1:15pm - 2:30pm	Topic: Ringmen Seminar Presenter: David Moore, Frank Stapleton	Hall B and C				
	2:30pm - 2:45pm	Coffee Break	Hall B and C				
2:45pm - 4:00pm	Topic: MNR Seminar Presenter: David Critchlow, Prov. Enforcement Spec.	Hall B and C					
4:00pm - 5:30pm	Annual General Meeting	Hall B and C					
5:00pm - 7:30pm	Free Time						
5:00pm - 6:00pm	Board of Directors Meeting	Hall B and C					
7:30pm - 1:00am	AAO Fun Auction & Animal Call Competition	Hall B and C Cash Bar					

### Notice of Fun Auction

The Board of Directors of the AAO would like to invite you to expose your business to other members at our convention Fun Auction. Advertising space, discounted items, free rentals, etc. are suggestions for the Fun Auction at this year's convention.

In the past, many auctioneers and their families have purchased "new to them" products to support the AAO. If they like what they buy, the opportunity for repeat business exists for the donors.

All members are encouraged to contact people that you know could offer items for this opportunity. The more doors we open for suppliers of goods and services, the more doors we open for ourselves!

## Cryderman 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 for consideration of the winner.

Nomination and submissions for this award are due by January 5th, 2010 and should be sent to the secretary with complete documentation. Perhaps YOUR business will be recognized for excellence in advertising this year.



## Competition Hosts *Grand Valley Auctions*

Grand Valley Auctions has been providing Auctions to the Tri-cities area for more than 50 years! It sells top quality estates in Cambridge, Kitchener, Waterloo, Guelph, Paris, Brantford and all surrounding cities.

Specializing in antiques, fine art and furniture estate management, our team of auctioneers and appraisers have become known as the "Estate Specialist". We offer clients an effective way to sell real and personal property using the proven, effective method of auction marketing. Achieving fair market value for their goods, "Both buyer and seller win at auctions". Whether you wish to sell your home, consign an entire estate, downsize or simply relieve yourself of unneeded articles, we can help. Grand Valley Auctions will advertise your consignments, store them and present them for sale to the public in our modern facility. Unlike rented facilities, Grand Valley Auctions has established a regular attendance and operates regardless of weather. From estates services to estate auctions "one call does it all" from very large estates to just a couple of items. Appraisals: Grand Valley Auctions Appraisal service is the best in the area, providing certified insurance approved appraisal for 50 years. Our in-house library and expert staff can provide appraisals covering: probate, estate appraisals, matrimonial appraisals, total replacement appraisals, insurance and bankruptcy appraisals.

Principals are Roger Gourlay and Tim Bowman. Email: gva@gmail.com

## About Our Seminars and Convention Speakers...

**On-Line Auctions:** Is your auction company reaching bidders from around the world? Join our auctioneer panel as we discuss a variety of online bidding sources. We'll discuss linking bidders to traditional auction events broadcast in real time via the Internet via a few different online auction providers (ie: Proxibid, LiveAuctioneers, AuctionFlex). This type of technology connects auction houses with a global contingent of bidders who might not otherwise be able to participate in remote auctions. Please arrive with questions and comments, the auctioneer panel will discuss the advantages and challenges of offering live online bidding at your auctions.

Coordinators: Krista Richards, Ken A. Scott



**HST Seminar: Ted Wigdor** is vice-president of government and corporate affairs with the Certified General Accountants of Ontario. Prior to joining CGA Ontario, Ted was president of S.A. Murray Consulting Inc, a government relations consulting firm, where he developed and implemented comprehensive government relations strategies for a wide range of businesses and not-for-profit organizations. Other work experience includes Royal Bank Financial Group and Canada Revenue Agency. Ted is a Chartered Director. In addition, he holds a Master of Business Administration from the University of Ottawa, a Master of Public Administration from Carleton University and a Bachelor of Commerce from McGill University.

**Bailiff Seminar: Kevin Richards** is a provincially appointed Bailiff and is an expert in commercial distress and tenant default remedies under the Commercial Tenancies Act. Kevin is also well recognized for



his diverse knowledge of vehicle and equipment repossessions under the Personal Property Securities Act. Kevin is also an accredited Canadian Personal Property Appraiser.

Kevin began his profession as a bailiff in Toronto, Ontario in 1997 and has been in the auction liquidation business for 15 years. Kevin is a former director, secretary and president of the Ontario Bailiff's Association and a proud Rotarian. He is the President of Kevin Richards & Associates.

**Ringman Seminar:** Who assists you when you are taking bids? What other roles do these people fulfill? What qualifications do they need? Attend this fact-filled seminar to find out!

Coordinators: Frank Stapleton, David Moore



**MNR Seminar: David Critchlow** is an Enforcement Specialist with the Ministry of Natural Resources, Enforcement Branch. A graduate of the University of Guelph, Honours Wildlife Biology program, Mr. Critchlow has been with the MNR for 24 years, 20 as a conservation officer in various capacities. He has worked across the province, including Terrace Bay, Manitowadge, Hearst, Timmins, Aylmer, Parry Sound, Peterborough, Kemptville and Cornwall.

Currently based in Peterborough, serving as the Provincial Enforcement Specialist for wildlife, wild rice, petroleum and forest fires, David teaches the "Sale, Purchase and Transport" section of the Fish and Wildlife Conservation Act and the "Possession, Buying and Selling of Wildlife" regulation at the Ministry's introduction to law enforcement course.

## ONTARIO AUCTIONEER 2010 CHAMPIONSHIP COMPETITION

Saturday, February 20, 2010 at 10:30AM

Presented by: Ontario Farmer, The Woodbridge Advertiser, Ontario Livestock Exchange, Trillium Mutual Insurance Company and the Canadian Auction College

Please submit entries by Feb. 17, 2010

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Postal Code \_\_\_\_\_

Tel \_\_\_\_\_ Email \_\_\_\_\_

Division: (Please select one) Novice: \_\_\_\_\_ Experienced: \_\_\_\_\_

Please submit a brief biography outlining your auction experience and/or any interesting facts about you:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### Entries and Payment:

Experienced - Non-members: \$150 (includes membership) Experienced - Members: \$100  
Novice - Non-members \$100 (includes membership) Novice - Members \$50

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 \_\_\_\_\_

### 2010 AAO CHAMPIONSHIP Advisories and Rules

**New this year:** 1) Non-members pay once, meaning your membership fees for the year are covered within your competition fees. 2) The Top 3 Winners in the Experienced Division will be awarded with a cash prize, as well, the winner will receive a Gold Ring donated by the Woodbridge Advertiser, along with a trophy donated by the Ontario Farmer. Cash prizes will be: \$600 for Champion, \$250 for first runner-up, and \$150 for third runner-up. 3) The Top Novice will receive a trophy donated by the Canadian Auction College. The Runner-up will receive a plaque. 4) If there are 3 competing women in the contest, the Women's Champion trophy will be presented to the top scoring lady. This award is sponsored by the Canadian Auction College.

- Rules:**
- All contestants must be present at 9:00AM Saturday February 20, 2010 at Grand Valley Auctions, 154 King St. E. Cambridge, Ontario, to register (if not pre-registered) and for drawing of 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.
  - Winners of each division and runners-up must purchase a banquet ticket and be prepared to work the charity auction at the President's Banquet on Saturday evening.
  - All contestants must be residents of the Province of Ontario, and be members of the Auctioneers Association of Ontario (which is included in entrance fee if applicable).
  - The contest will be overseen by a panel of 5 judges.
  - Each contestant will sell 5 items in the first go-round.
  - The top 5 contestants with the highest scores will be selected to go on to the short-go.
  - 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.

For more information or further questions, please phone Dave Jacob (519) 276-1575.