Welcome 2020  - So Much to Be Thankful For!

Greetings and Good Cheer to you all as we start off the New Year!  I am looking forward to seeing you at our upcoming Conference and Show from January 16-18 in St. Cloud, MN.  I feel our educational offerings at this year’s C&S has something for everyone. If you are a Realtor and looking for CE credits for 2020, Mike Brennan is back on Wed-Thurs (January 15-16) with his top-notch education. The Champion Auctioneer Contest is onThursday, January 16, and Nationally-Recognized Keynote and Motivational Speaker Ross Bernstein will share with us what it takes to be the best at what we do!  Gary Tyson will bring his Comedy-Magic-Hypnosis Entertainment to wrap up our event as well as share with the young people during the Youth Activity Saturday. See the schedule below.

Our Auxiliary has some great things happening this year with the Vendor Fair, Bingo, and collecting for two local St. Cloud Charities: Dignity Closet and The Salvation Army.  They are seeking new items such as sweatshirts, sweatpants, plain white T-shirts/socks/underwear. Adult Size Small-4x, with a specific need for Large-2x for Dignity Closet and gently used and new hats, coats, and mittens for the Salvation Army. Cash donations are also accepted. Please bring your donations to C&S to share with those less fortunate.

Finally, I am truly humbled by the generosity and support of our Sponsors, Board Members, and most importantly, all who attend Conference and Show to learn, share, and support one another.  It’s a great way to recharge for the year and bring home some educational nuggets, reconnect with old friends, and develop new friendships. I encourage everyone to enter the various contests including Champion Auctioneer, Ring Person, Classic Auctioneer, and the Marketing Contest. Oh, and don’t forget to bring items for the Fun Auction.

**Wednesday, January 15, 2020**

2 - 5 p.m. Real Estate Continuing Education – Mike Brennan                       St. Cloud Room

**Thursday, January 16, 2020**

8 a.m. - 5 p.m. Conference Registration                                                       Meeting Room Hall

8 a.m. - 3 p.m. Vendors                                                                                 Reception Area

8 a.m. - 5 p.m. Real Estate Continuing Education – Mike Brennan             St. Cloud Room

12 - 3 p.m. Champion Auctioneer Contest – Item Check-in                         Heritage Room

4:30 - 5:30 p.m. Judges Meeting                                                          River Bats Room

5 - 5:30 p.m. Champion and Rookie Contestant – Rules Meeting                Vikings Room

6 - 9 p.m. MN State Auctioneers Champion and Rookie Contest      Heritage – St. Benedict’s – Huskies

Following Contest - Champion Auctioneers Reception -                          Johnnies Room

**Friday, January 17, 2020**

7 - 9 a.m. Marketing Contest Check-in                                                     Reception Area

8 a.m. - 5 p.m. Vendors                                                                            Reception Area

8 - 8:15 a.m. 2020 C&S Kick off – Opening Ceremony           Heritage – St. Benedict’s – Huskies

8:15 - 9:15 a.m. “A Tribute to the American Veteran” – Jerome  Hanson Heritage - St. Benedict’s – Huskies

9:30 - 11:30 a.m. Don’t Kill Your Golden Goose – Protect and Perpetuate Your Business                                 – Larry Oxenham                                                                         St. Cloud Room

9:30 - 10:30 a.m. “Real Estate” – Mike Brennan                                       Johnnies Room

9:00 - 11:30 a.m. Auxiliary Bingo                                                              Twins Room

10:45 - 11:45 a.m. “Distracted Driving – Are YOU the Problem?”– Lisa Kons    Johnnies Room

10:45 - 11:45 a.m. “The Bump and Howdy” - Networking – Morgan Hopson, CAI   Vikings Room

10:45 - 11:45 a.m. “Reading Between the Lines” What the Client wasn’t telling you when he said “No” Michael Imholte, BAS                                                                                                                    River Bats Room

12:30 - 2:00 p.m. Fun Auction Item Check-in                                                 Huskies Room

1:00 - 2:30 p.m. “The Champion’s Code: Building Relationships Through Life Lessons of Integrity and Accountability from the Sports World to the Business World” – Ross Bernstein                                                                                                                                                                                                      Johnnies and St. Cloud Rooms

1:30 - 3:00 p.m. Tie Blanket Craft ($25) – Auxiliary                                  Twins Room

2:00 - 3:30 p.m. Nomination Committee Interviews for Board Members and Vice President Vikings Room

2:45 - 4:00 p.m. “Wearing the C: Leadership Lessons from the Greatest Captains and Coaches in Sports” – Ross Bernstein                                                          Johnnies and St. Cloud Rooms

4:00 p.m. Ring Person Contestant Rules Meeting                                  River Bats

4:00 - 5:00 p.m. Social Hour

5:00 - 6:00 p.m. Awards Banquet                                            Heritage – St. Benedict’s – Huskies

5:00 - 6:00 p.m. Junior Auctioneer Dinner                                                 Vikings Room

6:00 p.m. Junior and Amateur Auctioneer Showcase - Showcase Fun Auction, Classic Auctioneers and Ring Person Contest                                    Heritage – St. Benedict’s – Huskies

**Saturday, January 18, 2020**

7:30 - 8:30 a.m. Breakfast and Town Hall                               Heritage – St. Benedict’s – Huskies

8:30 - 9:30 a.m. “Living Your Legacy” (Living Intentionally)– Morgan Hopson, CAI           Johnnies Room

8:30 - 10:30 a.m. “A Walk Thru Google Ads” – Billie Jo Schultz and Ambra Walker                  St. Cloud Room

9:00 - 11:30 a.m. Auxiliary Vendor Fair                                                       Reception Area

9:30 - 10:30 a.m. Kids Activity sponsored by Auxiliary                                Twins Room

9:45 - 10:45 a.m. “Front and Center” (Public Speaking-Contest Pointers) – Morgan Hopson, CAI    Vikings Room

9:45 - 11:15 a.m. “Empowering the Consumer to Help You Dominate” – John Schultz    Johnnies Room

1:30 - 3:30 p.m. MSAA Bi-Annual/MSAF Board Meeting                  Johnnies and St. Cloud Rooms

1:00 - 2:00 p.m. Auxiliary Annual Meeting                                                     Twins Room

3:30 - 5:00 p.m. Social Hour sponsored by Wavebid                      Vikings Room/Reception Area

6:00 - 8:00 p.m. President’s Banquet                                      Heritage – St. Benedict’s – Huskies

8:00 p.m. Hall of Fame Reception                                                                 Red River Room

9:00 p.m. Gary Tyson Comedy, Magic, and Hypnosis                                   Grand Ballroom

Respectfully,

Dave Thompson, BAS

MSAA President 2020