

APPROVED AUCTIONEER CONTINUING EDUCATION COURSES

SPONSOR	COURSE TITLE	HOURS	APPROVED INSTRUCTORS
<p style="text-align: center;">@Home Prep 900 E Hill Ave Suite 380 Knoxville, TN 37915 800-952-0910 www.athomeprep.com</p>	<p>Auctioneer Contracts Auctioneer Ethical & Professional Conduct – WI Laws Federal & WI Laws Relating to Auctioneering Maintenance of Records & Trust Accounts – WI Laws</p>	<p>3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)*</p>	<p style="text-align: center;">Ed Stallings</p>
<p style="text-align: center;">All-Star Training Inc 7700 Northcross Dr #660141 Austin, TX 78757 817-385-1136</p>	<p>Auctioneer Ethical & Professional Conduct – WI Laws Commercial Auctions – Practice and Legal Requirements Internet Auctions</p>	<p>3 (DE)* 8 (DE)* 1 (DE)*</p>	<p style="text-align: center;">Rick Duffy</p>
<p style="text-align: center;">CORNERSTONE-EDU.COM 343 N Edgewood La Grange Park, IL 60526 847-867-2165 www.cornerstone-edu.com</p>	<p>Auctioneer Ethical & Professional Conduct – WI Laws Ethics and the Professional Auctioneer Facebook & the Professional Auctioneer How to Prevent Negotiaphobia How to Prevent Negotiaphobia Part 2 Negotiation Ethics and the Professional Auctioneer Negotiation Skills Selling to Millennials for Wisconsin Sexual Harassment Training 2020 Using Storytelling Marketing Techniques in the Auction – Part 1 Using Storytelling Marketing Techniques in the Auction – Part 2 You Tube & Your Auction Business</p>	<p>3 (DE)* 3 (DE) 3 (DE) 2 (DE) 3 (DE)</p>	<p style="text-align: center;">James Drury</p>

<p>Nashville Auction School LLC 112 W Lauderdale St Tullahoma, TN 37388 931-393-4735 800-543-7061 nas@learntoauction.com</p>	<p>Advertising Auctioneer Ethical & Professional Conduct – WI Laws Ethics and Escrow Maintenance of Records & Trust Accounts – WI Laws Post Auction: How we Handle Money, Taxes & Data Federal & WI Laws Relating to Auctioneering UCC & Contracts Commercial Auctions – Practice & Legal Requirements Industrial Auctions: 2013 & Beyond Public Relations, Professionalism & Personal Presentation State Specific Comparative Auction Law</p>	<p>3 3 4 (DE)* 3 3 3 3 3</p>	<p>Wendall Hanson John Schultz Garth Burdette Wilber</p>
<p>Professional Auctioneer Continuing Education LLC (PACE) 722 Links Dr Poynette, WI 53955 608-635-4317</p>	<p>Agricultural Auctions – Practice & Legal Requirements Selling Livestock at Auction Appraisals Auctioneer Ethical & Professional Conduct – WI Laws Commercial Auctions – Practice & Legal Requirements Antiques & Collectibles at Auction Conducting Benefit Auctions Federal & WI Laws Relating to Auctioneering – Is Your Worker an Employee or Independent Contractor in the Eyes of the Law? Federal & WI Laws Relating to Auctioneering – Laws & Regulations Enforced by the U.S. Fish & Wildlife Service Federal & WI Laws Relating to Auctioneering – Sales & Use Tax Federal & WI Laws Relating to Auctioneering – Selling Firearms at Auction Federal & WI Laws Relating to Auctioneering – Selling Licensed Vehicles at Auction Federal & WI Laws Relating to Auctioneering – The Law of Contracts with Emphasis on Auction Contracts Federal & WI Laws Relating to Auctioneering – UCC Contracts to Warranties...What Auctioneers Must Know Federal & WI Laws Relating to Auctioneering – UCC, Sherman Act, ADA, Bankruptcy, IRS, No Call Lists</p>	<p>3 (DE)* 3 (DE)*</p>	<p>Gerald Andrews Amy Buchs Kevin Bunte Justin Hall Otis Holley Darron Mearns Charles Pearson Julie Phelps J. Stephen Proffitt III Wade Schoneck David Schroud Virgil Straeter Carl Theorin Allen Van Dyke Lyle Wanless Scott Werlein Vernum Wildermuth Maxine D. O’Brien</p>

	Federal & WI Laws Relating to Auctioneering – WI Auction Administrative Rules	3 (DE)*	
	Internet Auctions	3 (DE)*	
	Maintenance of Records & Trust Accounts – WI Laws	3 (DE)*	
	Real Estate Auctions – Practice & Legal Requirements	3 (DE)*	
	Setting Up Your Sound Equipment to Save Your Voice	3 (DE)*	
	Succession Planning for Auctioneers	3	
	Technology Internet, ProxiBid, Etc	3 (DE)*	
Southwest Wisconsin Technical College 1800 Bronson Blvd Fennimore, WI 53809 (608) 822-2435	Agricultural Auctions – Practice and Legal Requirements	3	Mark Randall
	Auctioneer Ethical & Professional Conduct – WI Laws	3	
	Federal and Wisconsin Laws Related to Auctioneering	3	
	Real Estate Auctions – Practice and Legal Requirements	3	
Western Technical College 400 7 th Street North La Crosse, WI 54601 (608) 785-9232	Auctioneer Ethical & Professional Conduct – WI Laws	3	Randy Frye
	Federal and Wisconsin Laws Related to Auctioneering	3	
	Maintenance of Records and Trust Accounts – WI Laws	3	
	Real Estate Auctions – Practice and Legal Requirements	3	
Wisconsin Auction Institute S4537 Mirror Lake Road Baraboo, WI 53913 (608) 558-5041	Agricultural Auctions	3	Johnel Beland
	Business Buyouts, Business Transfer & Wealth Building Techniques for the Auctioneer	3	Mike Brandly
	Ethics & Professional Conduct	3	Jeffrey Hines
	Insurance Coverage for the Auctioneer	3	Curtis Kramer
	Internet Auctions	3	Carol Knoebel Miller
	Lights, Camera, Auction	3	David Koning
	Maintenance of Records & Trust Accounts	3	Timothy Miller
	Other Federal & WI Laws Pertaining to Auctioneers- Independent Contractors To Be or Not to Be	6	Christie Ray
	Rules & Regulations (includes panel presentation with question/answer sessions from ATF; DOR; DOT & DSPS)	3	Scott Shuman
	Selling Firearms at Auction	3	Timothy Slack
	Selling Real Estate at Auction	3	Sterling Strathe
	The Three Stages of a Benefit Auction	3	Scott Werlein