

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>Illinois State Auctioneers Association 7642 Grain Bin Rd. Toulon, IL 61483</p>	<p>Auctioneer Ethical & Professional Conduct—Wisconsin Laws Better Business Practices and Sexual Harassment Prevention Conducting Benefit Auctions Don't Wait for Your Ship to Come in—Swim Out to Find It! Social Media Real Estate Auction Contracts</p>	<p>3 3 3 3 3 3</p>	<p>Renee Jones Otis Holley Joe Orwig Robert Tabor</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 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</p>	<p>3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)*</p>	<p>Gerald Andrews Amy Buchs Kevin Bunte Justin Hall Otis Holley Darron Meares Charles Pearson Julie Phelps J. Stephen Proffitt III Wade Schoneck David Schroud Virgil Straeter Carl Theorin Allen Van Dyke Lyle Wanless Scott Werlein</p>

	<p>Federal & WI Laws Relating to Auctioneering – Selling Licensed Vehicles at Auction</p> <p>Federal & WI Laws Relating to Auctioneering – The Law of Contracts with Emphasis on Auction Contracts</p> <p>Federal & WI Laws Relating to Auctioneering – UCC Contracts to Warranties...What Auctioneers Must Know</p> <p>Federal & WI Laws Relating to Auctioneering – UCC, Sherman Act, ADA, Bankruptcy, IRS, No Call Lists</p> <p>Federal & WI Laws Relating to Auctioneering – WI Auction Administrative Rules</p> <p>Internet Auctions</p> <p>Maintenance of Records & Trust Accounts – WI Laws</p> <p>Real Estate Auctions – Practice & Legal Requirements</p> <p>Setting Up Your Sound Equipment to Save Your Voice</p> <p>Succession Planning for Auctioneers</p> <p>Technology Internet, ProxiBid, Etc</p>	<p>3 (DE)*</p> <p>3</p> <p>3 (DE)*</p>	<p>Vernum Wildermuth Maxine D. O'Brien</p>
<p>Southwest Wisconsin Technical College 1800 Bronson Blvd Fennimore, WI 53809 (608) 822-2435</p>	<p>Agricultural Auctions – Practice and Legal Requirements</p> <p>Auctioneer Ethical & Professional Conduct – WI Laws</p> <p>Federal and Wisconsin Laws Related to Auctioneering</p> <p>Real Estate Auctions – Practice and Legal Requirements</p>	<p>3</p> <p>3</p> <p>3</p> <p>3</p>	<p>Mark Randall</p>
<p>Western Technical College 400 7th Street North La Crosse, WI 54601 (608) 785-9232</p>	<p>Auctioneer Ethical & Professional Conduct – WI Laws</p> <p>Federal and Wisconsin Laws Related to Auctioneering</p> <p>Maintenance of Records and Trust Accounts – WI Laws</p> <p>Real Estate Auctions – Practice and Legal Requirements</p>	<p>3</p> <p>3</p> <p>3</p> <p>3</p>	<p>Randy Frye</p>
<p>Wisconsin Auction Institute S4537 Mirror Lake Road Baraboo, WI 53913 (608) 558-5041</p>	<p>Agricultural Auctions</p> <p>Business Buyouts, Business Transfer & Wealth Building Techniques for the Auctioneer</p> <p>Ethics & Professional Conduct</p> <p>Insurance Coverage for the Auctioneer</p> <p>Internet Auctions</p> <p>Lights, Camera, Auction</p> <p>Maintenance of Records & Trust Accounts</p>	<p>3</p> <p>3</p> <p>3</p> <p>3</p> <p>3</p> <p>3</p> <p>3</p>	<p>Johnel Beland Mike Brandly Jeffrey Hines Curtis Kramer Carol Knoebel Miller David Koning Timothy Miller</p>

	Other Federal & WI Laws Pertaining to Auctioneers- Independent Contractors To Be or Not to Be	6	Christie Ray Scott Shuman
	Rules & Regulations (includes panel presentation with question/answer sessions from ATF; DOR; DOT & DSPS)	3	Timothy Slack Sterling Strathe
	Selling Firearms at Auction	3	Scott Werlein
	Selling Real Estate at Auction	3	Matthew Peterson
	The Three Stages of a Benefit Auction	3	
	Real Estate Auctions—Practice & Legal Requirements	3	Mike Brandly
	Seller/Auctioneer Contract	3	Mike Brandly