

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;">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 Facebook & the Professional Auctioneer Negotiation Skills Selling to Millennials for Wisconsin You Tube & Your Auction Business</p>	<p>3 (DE)* 3 (DE) 3 (DE) 3 (DE) 3 (DE)</p>	<p style="text-align: center;">James Drury</p>
<p style="text-align: center;">Nashville Auction School LLC 112 W Lauderdale St Tullahoma, TN 37388 931-393-4735 800-543-7061 nas@learntoauction.com</p>	<p>Auctioneer Ethical & Professional Conduct – WI Laws 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 State Specific Comparative Auction Law</p>	<p>3 3 3 3 3</p>	<p style="text-align: center;">Wendall Hanson John Schultz Garth Burdette Wilber</p>
<p style="text-align: center;">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 &</p>	<p>3 (DE)* 3 (DE)*</p>	<p style="text-align: center;">Gerald Andrews Amy Buchs Kevin Bunte Justin Hall Otis Holley Darron Meares Charles Pearson Julie Phelps J. Stephen Proffitt III Wade Schoneck David Schroud</p>

	<p>Regulations Enforced by the U.S. Fish & Wildlife Service Federal & WI Laws Relating to Auctioneering – Sales & Use Tax</p> <p>Federal & WI Laws Relating to Auctioneering – Selling Firearms at Auction</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>Virgil Straeter Carl Theorin Allen Van Dyke Lyle Wanless Scott Werlein 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>

Wisconsin Auction Institute Box 2908 La Crosse, WI 53821 (608) 558-5041	Agricultural Auctions	3	Johnel Beland Mike Brandly Jeffrey Hines Curtis Kramer Carol Knoebel Miller David Koning Timothy Miller Christie Ray Timothy Slack Sterling Strathe
	Business Buyouts, Business Transfer & Wealth	3	
	Building Techniques for the Auctioneer		
	Ethics & Professional Conduct	3	
	Insurance Coverage for the Auctioneer	3	
	Internet Auctions	3	
	Lights, Camera, Auction	3	
	Maintenance of Records & Trust Accounts	3	
	Other Federal & WI Laws Pertaining to Auctioneers- Independent Contractors To Be or Not to Be	6	
	Rules & Regulations (includes panel presentation with question/answer sessions from ATF; DOR; DOT & DSPS)	3	
	Selling Firearms at Auction	3	
	Selling Real Estate at Auction	3	
	The Three Stages of a Benefit Auction	3	

*Also approved for Distance Education

7/2015