

# Study Guide

This Study Guide is provided to support you in documenting and retaining what you learn and what you experience at each in-person event. Be sure to print and keep with you throughout each event and add to your Auction Academy binder once complete.



## 1) Auction and/or Vendor Tours - Plant

- Were there aspects of the processes, procedures, policies and/or technology used at the auction or vendor that you feel your auction or company could benefit from?
  
- What were the most memorable anecdotes shared by the tour guides and/or the biggest takeaways for you from your experience at each location?

## 2) Welcome Dinner and Classroom Speakers

- Who were your favorite speakers and why?
  
- Was there anything shared by any one or more of the speakers that you could take back to your auction or company and implement, or recommend for implementation?

## 3) Special Outing and/or Group Dinner

- What was your favorite part of our special outing and/or group dinner?
  
- Did you discover something new about the industry and/or any of your classmates?