

Please note that Section 54.1-603.1 of the Code of Virginia allows continuing education courses completed by an auctioneer pursuant to a requirement of the Certified Auctioneer's Institute (CAI), or participation in the educational programs sponsored by the National Auctioneer's Association (NAA) or Virginia Auctioneer's Association (VAA), to satisfy the continuing education requirement.

VAA - [www.vaa.org](http://www.vaa.org) In Virginia: (888) 878-0601  
Outside Virginia: (919) 878-0601

NAA/CAI - [www.auctioneers.org](http://www.auctioneers.org) (913) 541-8084

If the course was not from the CAI, NAA or VAA, then the course must be on the following list and have an approval date prior to the date the course was taken:

## Auctioneer Board Continuing Education Approved Courses

Course Provider Name Address	Courses			
	Course Num	Name	Approval Date	Hour(s)
ALL STAR PROFESSIONAL TRAINING, INC.  2942 W CAMP WISDOM RD GRAND PRAIRIE, TX 75052 PH: 817.385.1136 EMAIL: charlotte@allstarce.com	106	ALL STAR PROFESSIONAL TRAINING, INC.	05-18-2011	6
ASSOCIATED AUCTIONEERS OF AMERICA INC  150 KENSEY OURST RD LEON, WV 25123 PH: 304.895.3640 EMAIL: coloclick@yahoo.com	079	SIX HOUR EDUCATIONAL SEMINAR	08-12-2010	6
	084	AAOA CONTINUING EDUCATION	12-08-2010	6
	102	AUCTIONEERS CONTINUING EDUCATION	02-25-2011	6
AUCTIONEERS ASSOCIATION OF NORTH CAROLINA  4109 WAKE FOREST RD STE 402 PO BOX 41368 RALEIGH, NC 27629 PH: (919) 876-0687 EMAIL: EXECMAN@ATT.NET	020	LAW & RULES ISSUES	02-29-2008	2
	021	MAKE YOUR BUSINESS PHONE A	02-29-2008	2
	Course Num	Name	Approval Date	Hour(s)

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		SELL PHONE		
	022	FR AUCT OF RE&PERSONAL PROP/CONTRACT-CLOSING	02-29-2008	2
	064	THINKING OUTSIDE THE BOX- IDEAS FOR THE AUCTION INDUSTRY	04-08-2009	2
	065	GENERATIONS NOW & THEN- IMPACT ON AUCTION INDUSTRY	04-08-2009	2
	066	THE AUCTIONEER AS PROBLEM SOLVER	04-08-2009	2
	067	SSS DEVELOPING A SUPER SUPPORT STAFF	04-08-2009	2
	068	BRAIN BASED AUCTIONS	04-08-2009	2
	069	MOTIVATING YOUR EMPLOYEES (AND YOURSELF)	04-08-2009	2
BERNIE PLEASANTS SCHOOL OF AUCTIONEERING  5290 FREDERICKSBURG ROAD RUCKERSVILLE, VA 22968 PH: (540) 872-4339 EMAIL: PLEASANTS44@MSN.COM	001	AN AUCTIONEER'S GUIDE TO A SUCCESSFUL RE AUCT	09-21-2007	6
	Course Num	Name	Approval Date	Hour(s)

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	Course Num	Name	Approval Date	Hour(s)
EMAIL: PLEASANTS44@MSN.COM				
	070	ADVERTISING IS THE KEY	04-08-2009	6
	103	DIGITAL PHOTOGRAPHY FOR THE AUCTIONEER	03-17-2011	3
	104	VA AUCTIONEERS BOARD REGS, STATUTES A REVIEW	03-17-2011	3
EAST COAST SCHOOL OF AUCTIONEERING  9880 HWY 903 PO BOX 524 BRACEY, VA 23919 PH: (434) 636-2616 EMAIL:	002	UCC - UNIFORM COMMERCIAL CODE	12-06-2007	2
	003	REAL ESTATE AUCTION ENTREPRENEUR	12-06-2007	2
	004	CONTRACTS "SEAL-THE-DEAL"	12-06-2007	2
	071	ANTIQUES AUCTION	04-08-2009	6
	075	AUCTIONEER DUE DILIGENCE, DISCIPLINES - ACTION	11-02-2009	1
	099	CREATE AN ONLINE AUCTIONEERS	01-13-2011	5
	Course Num	Name	Approval Date	Hour(s)

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Course Provider Name Address	Courses			
	Course Num	Name	Approval Date	Hour(s)
		BUSINESS		
	100	AUCTIONEERS DUE DILIGENCE, PART II, LEGAL ASPECTS OF AUCTIONS	01-13-2011	1
	109	FIREARMS	01-30-2012	3
	110	THE AUCTIONEERS VOICE	01-30-2012	3
IVAN BROADWELL EDUCATIONAL SEMINARS  427 CHRISTMAS TREE LN CLOVER, SC 29710 PH: 803-222-1086 EMAIL: broadwelli@bellsouth.net	072	AN INTRODUCTION TO ANTIQUE FURNITURE AT AUCTION	05-15-2009	4
	116	BRAIN BASED AUCTIONS	05-01-2012	2
MENDENHALL SCHOOL OF AUCTIONEERING  6729 AUCTION RD ARCHDALE, NC 27263 PH: (336) 887-1165 EMAIL: MENAUCTION@AOL.COM	024	"READY..AIM..SELL!" FIREARMS AT AUCTION	03-21-2008	2
	025	PITFALLS REAL-ESTATE AUCTIONEERS KNOW & AVOID	02-21-2008	2
	Course Num	Name	Approval Date	Hour(s)

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	026	THE AUCTION STATUTE-SECTION 2-238 OF THE UCC	03-21-2008	2
	051	SELECTED FEDERAL LAWS THAT APPLY TO AUCTIONS	10-06-2008	2
	052	UCC: CONTRACTS TO WARRANTIES	10-06-2008	2
	053	SELLERS MARRIAGE TO MINFIELD	10-06-2008	2
	062	HOW TO REBOOT YOUR AUCTION BUS 2009 & BEYOND	01-31-2009	6
	074	CUSTOMER SERVICE MADE SIMPLE	10-26-2009	6
	081	SMARTIN-UP YOUR PROFESSIONALISM	10-26-2010	4
	105	SMARTIN-UP YOUR PROFESSIONALISM #2	04-13-2011	6
MOSELEY DICKINSON ACADEMY OF REAL ESTATE 1727 PETERS CREEK RD NW ROANOKE, VA 24017 PH: (540) 562-2575 EMAIL: REGISTRAR@MOSELEY-DICKINSON.COM	045	REAL ESTATE-GETTING IT TO MARKET	06-10-2008	1
	Course Num	Name	Approval Date	Hour(s)

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	Course Num	Name	Approval Date	Hour(s)
EMAIL: REGISTRAR@MOSELEY-DICKINSON.COM				
	046	PERSONAL PROPERTY: "WHAT AM I BID?"	06-10-2008	1
	047	CONTRACTS LEGAL MATTERS & LEGISLATIVE UPDATES	06-10-2008	1
	048	MARKETING & OPERATIONS REAL&PERSONAL PROPERTY	06-10-2008	1
	049	REVIEW OF FAIR HOUSING AND ETHICS	06-10-2008	1
	050	TECHNOLOGY FOR AUCTIONEERS	06-10-2008	1
NASHVILLE AUCTION SCHOOL  112 WEST LAUDERDALE ST TULLAHOMA, TN 37388 PH: (931) 393-4735 EMAIL: NAS@LEARNTOAUCTION.COM	008	ANTIQUES AT AUCTION	02-15-2008	3
	009	ADVERTISING	02-15-2008	3
	010	AUCTIONEERING ETHICS	02-15-2008	3
	011	ESCROW AND TRUST ACCOUNTS	02-15-2008	3
	Course Num	Name	Approval Date	Hour(s)

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	012	PR, PROFESSIONALISM & PERSONAL PRESENTATION	02-15-2008	3
	013	ENVIRONMENTAL ISSUES IN AUCTIONEERING	02-15-2008	3
	014	FUNDAMENTALS OF AUCTION BUSINESS PRACTICES	02-15-2008	3
	015	STATE SPECIFIC COMPARATIVE AUCTION LAWS R & R	02-15-2008	3
	016	CLERKING AND CASHIERING	02-15-2008	3
	017	AUCTION MATH	02-15-2008	3
	018	CONTRACTS AND UNIFORM COMMERCIAL CODE (UCC)	02-15-2008	3
	019	FEDERAL REGULATIONS IN AUCTIONEERING	02-15-2008	3
	085	E-MARKETING FOR AUCTIONEERS - ONLINE COURSE	12-10-2010	4
	086	ADVERTISING FOR AUCTIONEERS - ONLINE COURSE	12-10-2010	4
	087	ENVIRONMENTAL ISSUES IN	12-10-2010	4
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		AUCTIONEERING-ONLINE COURSE		
	088	WORKING WITH REAL ESTATE BROKERS-ONLINE COURSE	12-10-2010	4
	089	AUCTIONEER ETHICS - ONLINE COURSE	12-10-2010	3
	090	AUCTION MATH 201- ONLINE COURSE	12-10-2010	3
	091	DEVELOPING A BUSINESS POLICY & PROCEDURES MANUAL-ONLINE COURSE	12-10-2010	3
NOVALIS INC  211 S. PROSPECT ROAD, STE 2A BLOOMINGTON, IL 61704 PH: (888) 346-5411 EMAIL: NOVALIS@NOVALISLEARNING.COM	041	ETHICS & PROFESSIONAL CONDUCT FOR AUCTIONEERS	06-06-2008	3
	042	FED LAWS GOV AUCT FOCUS LABOR SALES FIREARMS	06-06-2008	3
	043	USING TECHNOLOGY INTERNET AUCT TOOLS & MORE	06-06-2008	3
	Course Num	Name	Approval Date	Hour(s)

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	044	MARKETING REAL ESTATE AT AUCTION	06-06-2008	3
SOUTHEASTERN SCHOOL OF AUCTIONEERING  315 EASTVIEW RD PELZER, SC 29669 PH: (864) 947-2000 EMAIL: SSAUCTIONEERING@AOL.COM	027	ANTIQUES AT AUCTION	03-26-2008	3
	028	AUCTION PROPOSALS	03-26-2008	2
	029	PROMOTING YOUR AUCTIONS	03-26-2008	2
	030	INTERNET AUCTIONS/ADVERTISING	03-26-2008	2
	031	AUCTION BROCHURE DESIGN	03-31-2008	1
	034	ETHICS & THE AUCTIONEER	03-31-2008	2
	035	ART RUGS JEWELRY DOLLS & WATCHES	04-01-2008	2
	036	ESTATES AT AUCTION	04-01-2008	4
	037	SELLING PERSONAL PROPERTY ESTATES	04-01-2008	2
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	038	REAL ESTATE AT AUCTION	04-01-2008	3
	039	COST OF DOING BUSINESS	04-01-2008	2
	073	UNIFORM COMMERCIAL CODE 2-328	06-17-2009	2
	107	COMMUNICATING BETWEEN THE GENERATIONS	11-15-2011	2
	108	USING POWERPOINT AT AUCTIONS	11-15-2011	2
TERRY EVANS EVANS EDUCATION CENTER 71 DRIFTWOOD LN LOBELVILLE, TN 37097 PH: (931) 593-3777 EMAIL: ANNIEEVANS@HUGHES.NET	023	ETHICS/STANDARDS OF PRACTICE FOR AUCTIONEERS	03-13-2008	6
	055	AUCTION BUSINESS LAW	01-09-2009	6
TEXAS STATE TECHNICAL COLLEGE  650 E HWY 80 ABILENE, TX 79601 PH: (325) 734-3684 EMAIL: GEORGAN.HAUSENFLUKE@ABILENE.TSTC.EDU	040	6 HOUR ONLINE CONTINUING EDUC FOR AUCTIONEERS	05-30-2008	6
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THE CHUCK & BUDDY COLLEGE OF BUSINESS KNOWLEDGE  5800 IRON WILLOW CT ALEXANDRIA, VA 22310 PH: (703) 922-8333 EMAIL: CHUCK&BUDDYCOLLEGE.COM	005	THE AUCTIONEER RETIREMENT TOOLKIT	01-23-2008	6
	006	THE PLAN BOOTCAMP FOR AUCTIONEERS	01-23-2008	6
	007	AUCTIONEER + REALTOR = SOLD	01-23-2008	2
VIRGINIA AUCTION ACADEMY  7213 BRANDON LANE PRINCE GEORGE, VA 23875 PH: 804-931-4500 EMAIL: brian.lacy@us.army.mil	078	STANDARDS OF PRACTICE TO CONDUCT AUCTIONS IN VA	07-26-2010	6
WALTON SCHOOL OF AUCTIONEERING  3860 PARADISE RD MEDINA, OH 44256 PH: (330) 416-3119 EMAIL: WAUCTION@NEO.RR.COM	054	LISTENING CONSULTATIVE APPROACH SELL AUCTION	01-07-2009	6
WEST VA AUCTIONEERS ASSOCIATION	056	AUCTIONEERS & THE LAW	01-12-2009	1
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2015 UNITY RD PRINCETON, WV 24740 PH: (304) 384-7684 EMAIL: SELL@BLAKEAUCTION.COM		AVOIDING LEGAL PITFALLS			
	057	HUMAN RELATIONS CONTRACT AUCTIONEERS/EMPLOYEE	01-12-2009	1	
	058	PREPARE YOURSELF ECONOMY REAL ESTATE AUCTIONS	01-12-2009	1	
	059	PROJECTING DIRECTION AUCTION METHOD MARKETING	01-12-2009	1	
	060	REWARDS OF A FAMILY BUSINESS	01-12-2009	1	
	061	SELLERS - MARRIAGE TO MINEFIELD	01-12-2009	1	
	092	TAXES AS THEY APPLY TO AUCTIONEERS	12-22-2010	1	
	094	LISTING THE AUCTION	12-22-2010	1	
	095	THE ABC'S OF BUSINESS TAXES	12-22-2010	1	
	096	COMMERCIAL REAL ESTATE@AUCTION	12-22-2010	1	
		Course Num	Name	Approval Date	Hour(s)

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	097	QUALIFYING THE PROSPECT	12-22-2010	1
	098	AUCTION DAY MANAGEMENT	12-22-2010	1
	111	AUCTION SELLERS-WHAT TO KNOW&WHAT TO DO	02-10-2012	1
	112	WHAT MAKES A GOOD CONTRACT	02-10-2012	1
	113	THE AUCTION STATUTE	02-10-2012	2
	114	GAINING A COMPETITIVE ADVANTAGE	02-10-2012	2
	115	PERSONAL PROPERTY APPRAISAL FOR AUCTIONEERS	02-10-2012	6
	Course Num	Name	Approval Date	Hour(s)