

MSAASUPPLEMENT

5 2009 State of the Association Address



MSAASUPPLEMENT

Issue 06

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Welcome

Thanks for taking the time to read the official web publication of the MSAA. We are excited to provide this supplement to assist our members in gaining a greater understanding of their benefits, and the auctioneering profession as a whole.

Viewing Instructions

After the first issue it was brought to our attention that some sections may be too small to read easily. A quick way to remedy this is to go up into your VIEW menu at the top of your screen and scroll down to zoom, or even turn on the "View at Full Screen" option. Plus, don't forget you can also print the document.

Upcoming Events

2009 Spring Board Meeting

Sunday, March 29, 2009
1:00 p.m. – 5:00 p.m.

Imholte Ranch - St. Cloud, Minnesota

2009 Summer Picnic & Board Meeting

Sunday, August 2, 2009
Family Picnic and Camping Activities

Monday, August 3, 2009
Town Hall Meeting, Seminar & Business Meeting

Imholte Ranch - St. Cloud, Minnesota

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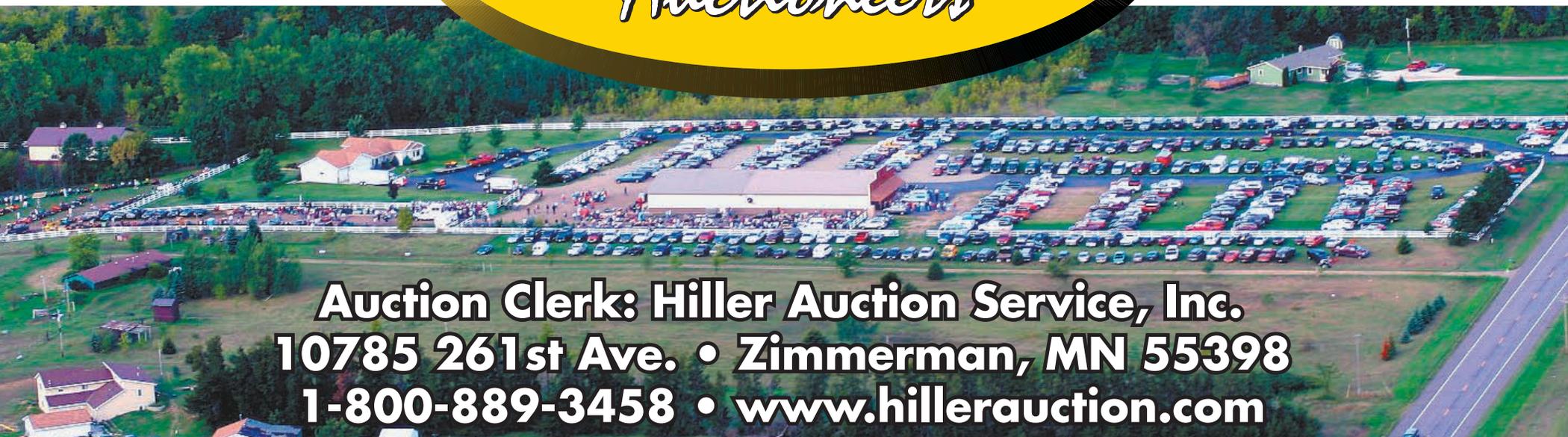


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2009 State of the Association Address

*Where were we? Where are we?
Where are we going?*



John Schultz
President, MSAA
Schultz Auctioneers

The 2008 fiscal year of the association ended a few weeks ago. I thought it would be a good time to update you on what's been happening since the Conference and Show, a 'State of the Association' address if you will. First, I'd like to reflect on where we've been in the past year, then take a look at what's currently going on, and finally take a peek into the future.

Where were we?

As I mentioned, we just closed out the 2008 fiscal year. During the year, Joey Fahey and the Board of Directors had many items on their plates that addressed the future of our association. The board discussed with the membership the rising cost of running the association, and to that end, eliminated one issue of the Minnesota Auctioneer magazine at the summer picnic. At the fall board meeting, a decision to raise the dues to \$100.00 was made after much review and discussion about our financial health. At that same meeting, we launched our newest member benefit – the MSAA Supplement.

Joey and the board should be given much credit for hosting one of the better Conference and Shows that many can remember. The education was top notch, if not some of the best ever. The bar has certainly been set high for me in 2010. On a fiscal note, I believe you'll be pleased when we review the financial reports at the summer picnic. In the meantime, if you'd like to discuss the financial health of the association, feel free to contact either Frank Imholte or myself.

Where are we?

The association and newly formed foundation are financially healthy. We are in the midst of some restructuring how conferences are scheduled and budgeted. In fact, for the first time, the executive committee met for a half day to establish a budget for the 2010 conference. What does this mean to you? First, it means the association will continue to be fiscally responsible with the funds entrusted to us by you. Second, it means the association will be able to adequately plan for another stellar conference (note: I may be a bit biased on that statement). We've actually budgeted for a slight decrease in conference related revenue. Yet I'm confident we'll be able to hit and hopefully exceed the bar that Joey and the board set so high last year!

I mentioned the foundation. As you likely know, the Minnesota State Auctioneers Foundation was recently formed. This is a 501(c)3 non-profit organization. Its purpose is to support educational, humanitarian, and scholarship activities in conjunction with the association. The foundation recently met, and had several lengthy discussions regarding the long range planning and goals of the foundation. Watch for more





“Frank, Les, and I took a three-day road trip to Kansas City ... for a state leadership forum hosted by the NAA. The forum was a day and a half of meetings with leaders of the NAA and other state associations. I can tell you that Minnesota continues to be one of the brightest shining bulbs compared to other associations. Let’s keep it up.”

information on these exciting announcements in the months ahead.

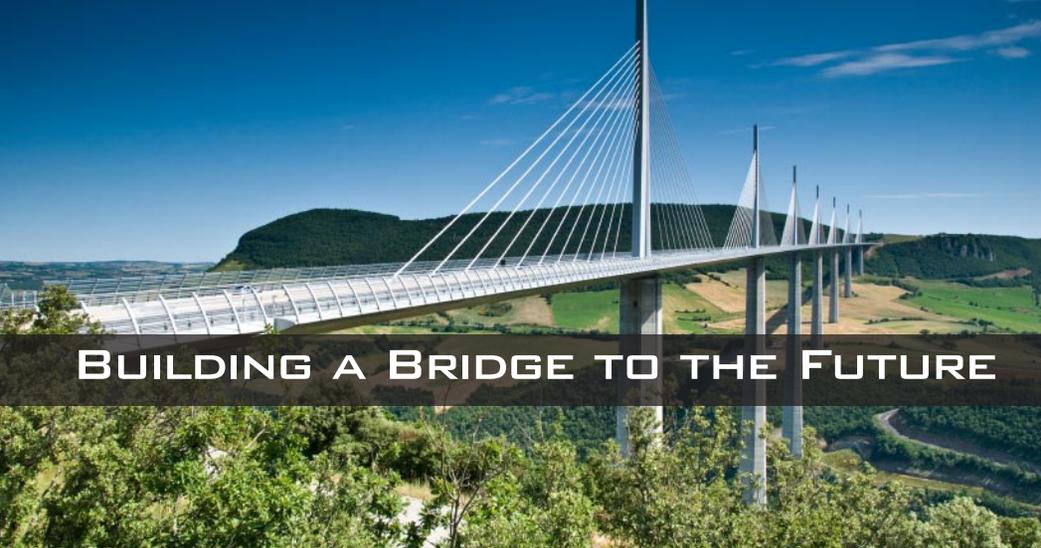
The board, through our lobbyist, is currently monitoring one bill that has been introduced in the house that could impact how we sell firearms (specifically pistols and military assault-type firearms). As of this writing, that legislation was lacking support. However, we’ll continue to monitor the legislation, and let you know if we need to move into action. We’re also monitoring the governor’s proposed budget. His first proposal included information about a potential licensing change for all professionals licensed by the State of Minnesota. We don’t expect movement on the budget until next month, and will continue to keep you abreast of the situation. If you hear or see any legislation that you feel would impact our industry, feel free to contact either Kevin Hiller (chair of the legislative committee) or myself.

Towards the end of February, Frank, Les and I took a three-day road trip to Kansas City. Other than stopping several more additional times than Frank or I are used to (sometimes Les really is more), we had safe travels there and back. We were in KC for a state

leadership forum hosted by the NAA. The forum was a day and a half of meetings with leaders of the NAA and other state associations. I can tell you that Minnesota continues to be one of the brightest shining bulbs compared to other associations. Let’s keep it up. Frank, Les and I shared, were challenged, and learned a lot at the seminar. There are several items that we are looking at implementing this year, and several others we’ll look to implement in the future.

The MSAA committee is exploring the possibility of a Minnesota-based NAA Conference and Show. A committee has been appointed and is busy working on letters of intent and proposals. I met with Hannes Combest (NAA CEO) regarding our desire to host a conference, and she indicated that the Minnesota Association has definitely been building some excellent goodwill at the national level and with their board of directors—something we will continue to do. The committee is currently drafting a letter to the NAA Board of Directors regarding our desire to host a conference which will be presented at the April NAA board meeting. From there, we’ll be asked to provide a formal proposal based on criteria





BUILDING A BRIDGE TO THE FUTURE

EXCITING SPONSORSHIP NEWS!

We are very excited to announce the creation of the Minnesota State Auctioneers Foundation. The Foundation is a 501(c)(3) tax exempt organization. All contributions to the foundation are tax exempt. The foundation is tasked with providing educational, scholarship, and other related benefits to the members of the Minnesota State Auctioneers Association.

A sponsorship/donation program has been created by the board that enables members, vendors, and other interested parties to contribute to the foundation and receive charitable contribution tax benefits. If you are interested in being a sponsor, or making a donation to the association, please feel free to contact either of us. We would be happy to share with you the many benefits available to you, in addition to the tax benefits!

In addition, proceeds from the Minnesota Champion Auctioneer's Contest and the Fun Auction benefited the foundation. Thus, all expenditures in excess of the value of the items purchased at either auction were tax deductible as a contribution to a 501(c)(3) tax exempt organization.

Vendor & Sponsorship Committee

devolved at the April NAA board meeting. A decision will be made in October of this year.

Where are we going?

One of the areas of concern for me in the coming years is the aging of our membership. Currently we have a membership of approximately 350. Of these members, approximately 70 are Life Members and do not pay dues. As the ratio of life members to non-life members continues to increase, our dues revenues will decrease while providing the same services. This is an area the board will be examining throughout the year. If you have any ideas or comments on this topic, please share them with me.

As discussed at the conference, a committee has been formed to review the MSAA Supplement, and seek bids for the production of the publication. We hope to have this process completed by the end of April. I think we all would agree that this publication is one of our greatest member benefits. Look for the use of and reliance on the supplement to continue to grow!

Also, at your direction, we have formed a committee to review our current print publication, The Minnesota Auctioneer. That committee will be having some

frank discussions regarding the publication. I've directed the committee to not consider anything off the table. We hope to have some good discussion that we can bring back to the membership.

This is a crucial time in the history of our association, and we're each tasked with facing these matters head on and not saddling future boards and members with the responsibility of addressing these matters.

I'm very much excited for the coming year, and look forward to accomplishing great things together. Bring your ideas, thoughts, concerns, and SMILES to the board and our meetings. If you need me for anything or would like to talk about one of the above matters, feel free to email or call me—I'm easiest to contact by email, and sometimes difficult to grab by phone...but both work!

Thank you!!

John Schultz

(612) 432-4015

john@SchultzAuctioneers.com



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320.352.6569

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Reaching approx. 16,000 homes
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Morrison County Record

• Little Falls • Long Prairie • Pierz • Foley
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Learning the Hard Way

Experience, the Great Teacher

Tony Elfelt

Director, MSAA
AAA Auction & Realty Company



I didn't have the good fortune of growing up in an auction family, so when I finished Worldwide College of Auctioneering in 2005 and held my first auction several months later, I was green to say the least. The only good thing about that has been that I have been able to accumulate quite a few tidbits of knowledge gleaned from my many mistakes over the last four years. So, to assist anyone greener than I and to entertain most everyone else, here is an assortment of blunders and mishaps along with a few darn good ideas that I have learned from my first 4 years in this exciting business.

1. When selling an estate and working around items that are not to be sold, the "not for sale" items need to be boldly labeled and cordoned off. (At least I didn't sell the riding lawn mower by mistake.)
2. When selling titled items, get the titles signed and in hand before the auction starts. Don't trust clients who promise to have them ready for you on the day of the auction.
3. Don't rely on the customer's private septic system to accommodate 150 bidders. Need I say more?
4. When selling something that the buyer needs to dismantle before removing, such as a large wooden playground set, make sure you tell the audience that they will have to wait until the auction is over before they bring out the heavy artillery to tear it down.
5. If an estate looks like a meth house, and smells like a meth house, and the customer looks like a hoodlum, DON'T take the auction. That will prevent having to call three squad cars and four policemen to your auction to protect your staff and bidders from your own seller and his "associates."
6. Don't believe customers who promise to have their friends and family over to set up the auction. Put it right into the contract that if the auction is not set up by a certain time, that you reserve the right to set it up and charge the appropriate fee for doing so. That way your wife, family and friends won't disown you for begging them to work 12 hours a day in 95 degree heat two days before the auction.
7. Don't lose money. Figure out what you need to make for a reasonable profit, and put that as a guaranteed fee in the contract. In the alternative, just stamp "Sucker" on your forehead and be content that you are gaining valuable experience.
8. Put it in the contract that if the seller buys back his own items, he will need to write a check for them just like everyone else. Otherwise, it's not real pleasant to hand the seller a check for his items after having deducted 50% of the gross proceeds due to the seller not paying for his own items.
9. When selling under canopies, remember that it only takes a very small gust of wind to





send the canopies and poles somersaulting over the row of used cars you are selling.

10. Even though you know it's worthless junk, never offer to give something away for free unless you put in your contract that it's acceptable for you to do so.
11. Be especially careful not to say anything to your seller that will cause him to have an expectation of a certain amount of proceeds from the sale. This is a tough one, because they will be quite insistent on getting an estimate from you. My learning experience occurred after we had a fantastic auction. Unfortunately, the seller was angry because the gross proceeds were closer to the bottom of my estimate than to the top of it.
12. Make sure all of your trailers and hitches are the same size. Otherwise your 20' flat trailer with a 2" hitch might pop off of your 1 7/8" ball and crash into the back of your Suburban when you come to a stop sign.
13. Have spare keys for your clerking trailer so you are not running around at the last minute looking for a hacksaw.
14. If a seller or buyer is unhappy about something and you decide that it is in your best interest to concede something to that person, always obtain a promise from that person that any concession you may decide to make will once and for all resolve the problem. For example, I now ask, "Will you be happy and satisfied if I..." If they say "No," then I won't make the concession. If they say "Yes," then they can't complain anymore.
15. If you suspect that a seller may have a hard time emotionally at his own

auction, try to enlist a family member to make sure the seller doesn't attend, or at least make sure you have someone there to take the seller away before he gets intoxicated and starts hollering, "I'm not selling that for only \$15.00."

16. If you are charging a buyer's premium, it needs to be listed in your newspaper ads. That will avoid having to deal with complaints from folks who claim that they wouldn't have otherwise attended your auction. Of course we know that's not true because those complainers usually still stay and bid anyway, but at least if it's in the ad, you won't have to listen to them complain.
17. If you agree to do an auction of low value items because the seller also has several large value items that will make the auction profitable, make sure that you put a clause in your contract that sets forth the seller's estimate of the value of the large items and guarantees your commission based upon the seller's estimate. That way, when the enclosed trailer, the fish house camper and the Harley Davidson disappear before the auction, you will still get paid the agreed amount.

18. When doing an auction in a new city, call the city offices and the police department to educate them that it is legal to put signs out in the highway right-of-way on the day of the auction. Hopefully then some well-meaning and overly ambitious police officer won't remove your signs on the day of the auction without you knowing about it.
19. When selling on a stage in a building, make sure that your client doesn't think it's a good idea to shine a large spotlight right in your face.
20. Don't ever rely on a customer who tells you, "Yes, I checked and none of these guns are loaded."

As I see it, there are several things to glean from these 20 items. First of all, as long as I don't give up and quit auctioneering, none of these mistakes will have been fatal to my business. A minor setback is nothing more than an opportunity to improve. Furthermore, we need to be willing to make mistakes to move our businesses forward.

They say a fool learns from his mistakes, but a wise man learns from the mistakes of the fool. Here's hoping we will all be wise from now on. ■



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Looking for a “Reasonable Person”

Negligence: Part 2

Steve Proffitt

J. P. King Auction Company, Inc.

Last time I presented the first installment of a two-part discussion on negligence. We saw that negligence is comprised of four essential elements: (a) a duty to exercise ordinary care, (b) a breach of that duty, (c) the proximate cause (i.e., a natural, probable, and reasonably foreseeable consequence) of the breach (d) damages to the claimant. If any one of these four elements is missing from a case, there is no negligence. Negligence can result from either an act or an omission.

This time we’ll look at the test for determining negligence. We’ll also consider several important issues for auctioneers.

Test.

Negligence is usually a question for a jury to decide. The legal test starts with whether a defendant acted the way a “reasonable person” would have acted under the same circumstances. If a jury finds that the defendant did the same thing that the fictitious “reasonable person” would have done, then the defendant would not have breached any duty owed to the plaintiff. However, if the jury finds that the defendant did not do what a “reasonable person” would have done, that would be a breach of duty and might be negligence for which the plaintiff could recover damages from the defendant.

Example of negligence.

Let’s consider an example. The driver of an automobile has a duty to operate his vehicle with ordinary care. When he approaches an intersection controlled by a stop sign, the driver has a duty to stop, look, and not proceed until the way is clear. If he fails to do these things and causes a wreck with a truck, he has breached his duty to the truck driver and will be responsible for all damages caused.

Not always.

Harm does not equal negligence. Causing someone to be hurt and suffer damages is not necessarily negligence, and the mere happening of an accident is not proof of negligence. So one person could be injured by another and still not recover damages if the other person wasn’t negligent. The “reasonable person” test is the measure to determine whether a legal duty was breached.

Example without negligence.

Let’s return to the example of the motor vehicle wreck and assume the driver of the automobile suffered an unpredictable heart attack and lost consciousness as he approached the intersection. His car then proceeded into the intersection and collided with the truck. If the fictitious “reasonable person” also had been operating the automobile, would he have done anything differently than the driver did? No, the “reasonable person” would have been in the throes of a heart attack and unconscious, so he would have had the same wreck. Since the driver did just what the “reasonable person” would have done under these circumstances, there would be no breach of duty, and therefore, no negligence. Here, the





“I’ve seen dilapidated houses, open wells, rickety structures, crumbling outbuildings, dangerous equipment, broken glass, jagged metal, junk piles and the like at auctions that should have worried the auctioneers, but apparently didn’t. Auctioneers should carefully search for site hazards and either cure them or clearly mark them for the public to avoid. Special precautions are needed for young children who are incapable of appreciating these dangers. You just can’t be too careful.”

truck driver would be damaged but have no basis for recovering anything from the automobile driver.

“Not responsible for accidents.”

Have you seen this disclaimer of liability in auction ads? Sure you have—plenty of auctioneers use it. They should drop this disclaimer and advertise something that would help the auction, because this won’t. It’s worthless and an example of auctioneers copycatting instead of thinking.

There are two problems with using this disclaimer in an effort to avoid liability for negligence. First, parties with equal bargaining power can contract away liability in limited instances, but those who attend auctions don’t enter into contracts just to be there. Second, since most auctions are public, numerous jurisdictions would hold such a disclaimer to be contrary to public policy.

Think about it—how many stores, restaurants, theaters, and the like do you see disclaiming liability for negligence? None. Don’t you think they’d do it if the law allowed it? If you still believe in this disclaimer, try hanging a sign on the front of your car that reads: “Not responsible for accidents.” Then

see where that gets you if you have a wreck that’s your fault.

Auction threats.

When auctioneers think of negligence, they typically envision someone tripping over something at an auction site and being injured. That can happen and it might be negligence, but there are other goblins lurking. Here are several I have encountered that may have escaped your radar.

Many auctions are held at sites where the premises can pose substantial risk—old farmsteads, buildings, warehouses, fields, etc. I’ve seen dilapidated houses, open wells, rickety structures, crumbling outbuildings, dangerous equipment, broken glass, jagged metal, junk piles and the like at auctions that should have worried the auctioneers, but apparently didn’t. Auctioneers should carefully search for site hazards and either cure them or clearly mark them for the public to avoid. Special precautions are needed for young children who are incapable of appreciating these dangers. You just can’t be too careful.

I read that up to one percent of the population is susceptible to suffering a fatal insect sting. In one recent year, 84,000 people suffered



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anaphylactic shock from stings and 500 nearly died. Around 100-120 people do die annually from insect stings. My wife was stung on the leg by a bald-faced hornet at an auction and it was a nasty wound. We were standing with a lot of other people beside a fir tree. After she was stung, I spotted the nest on an inside limb just four feet off the ground. The hornets had become agitated and the crowd suddenly realized the danger and started to move quickly away from the tree. It was only then that the auctioneer said, "Y'all watch out for them hornets in that tree." He knew about the hornets and had done nothing to get rid of them. That was negligence.

Here's a biggie. Auctioneers are agents representing principals. This brings them under a legal doctrine called respondent superior. When an agent acts within the scope of the agency and is negligent, liability can be vicariously related back to the principal—the seller. Most auctioneers don't know that and neither do their sellers...until a lawyer becomes involved!

Conclusion.

This has been a brief introduction to negligence and not a comprehensive treatment. Space limitations preclude covering many topics, including defenses to negligence actions. Nevertheless, the information presented here and in my previous column should assist you in better understanding this important body of law.

Finally, when auctioneers ask me what their greatest risk of being hit with a negligence claim, the answer is simple. It's the same as it is for every other citizen operating a motor vehicle. Nothing we do is more likely to cause serious injury and death. So buckle up, drive defensively, and be careful...very careful!

Steve Proffitt is general counsel of J. P. King Auction Company, Inc. (www.jpking.com) in Gadsden, AL. He is also an auctioneer and instructor at both Reppert School of Auctioneering in Auburn, IN and Mendenhall School of Auctioneering in High Point, NC. This information does not represent legal advice or the formation of an attorney-client relationship and readers should seek the advice of their own attorneys on all legal issues. Mr. Proffitt may be contacted by email at sproffitt@jpking.com.

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Charlie Fisher

2009 MSAA Hall of Fame Inductee

As introduced by Frank Imholte



This inductee to the Hall of Fame has been in the auction business for one side of fifty years, not saying which side of course. He has been very active in his church, the Lions club, the Fire Department, and the American Legion. When asked what he was best known for, it was his hard work and being an honest man.

His auction career took him across the United States selling everything from pots and pans to real estate and business liquidations. He truly loves attending both the state and national auctioneers conventions where he is often seen sharing stories with many in attendance. As a matter of fact, I have personally known him for many years and I can truly say he has more hot air than most people I know.

For many years we have had the opportunity to play music together,

as well as at this conference. The ring of his bass horn carries throughout the hallways of many a hotel. I'm pleased to introduce this inductee to the 2009 Minnesota State Auctioneers Association Hall of Fame, Charlie Fischer who along with his wife Lucy are here tonight. Let's invite him up to receive his award. The plaque reads, "Presented for his outstanding commitment to excellence and contributions to the auctioneering profession!"



Left: Charlie and his wife Lucy, onstage accepting his award



Right: Charlie and Frank Imholte serenade conference attendees



MSAA Membership

Benefits of Membership and Application

Our Association is an organization of licensed auctioneers. With the support of its membership, the association works to promote the auction profession. We are governed by an annually-elected president, vice-president, secretary/treasurer, and nine board members. These board members serve in revolving three year terms. All past officers and directors comprise an advisory committee.

Membership Benefits

- Multiple educational seminars on topics pertinent to auctioneering, marketing, appraising, government regulations, small business growth & management, and cultural enrichment
- Complimentary subscription to The Minnesota Auctioneer, the official membership publication with news and informative articles from around the state
- Combined legislative influence as membership grows
- Policing body to maintain ethical practice and thus reputation for the industry as a whole in our state
- Mentoring and problem solving with other auctioneers
- Voting privileges in annual business meeting
- Permission to use the MSAA logo in advertising and compete in marketing competitions
- Updated directory of all MSAA members

Any auctioneer with a current license is welcome to join. New applicants become members by submitting a completed membership application (right) with proper payment.

Members must pledge to be faithful to all buyers and sellers. Members are also expected to show loyalty to the organization by actively participating in state activities and events.

Annual Dues Only \$100
(Include dues check for \$100 in envelope with this application.)

New Membership

Membership Renewal

Membership Reinstatement

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Company Name: _____

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Work Phone: (_____) _____

Home Phone: (_____) _____

Cell Phone: (_____) _____

Signature of Applicant: _____

Auxiliary Dues - \$5.00

Spouse Name: _____

Membership is from January 1 to December 31. Members who join after October 1 will receive membership for the remainder of the current year and the entire following year. All members are expected to act in a professional manner and conduct an ethical business.

Questions? Call Toll Free! 800-440-9398

To submit this form, fill out then print a copy and attach any extra requirements.

Return with payment to:

Minnesota State Auctioneers Association
c/o Frank Imholte, Executive Vice President
8160 County Road 138, St. Cloud, MN 56301



MSAASUPPLEMENT

MSAA Hall of Fame

Official Nomination Form

Nominations must be postmarked no later than June 1 of the year preceding the presentation of the Hall of Fame Award. Mail nomination to: Lowell Gilbertson, Hall of Fame Committee.

Name of Nominee: _____

Residence Address: _____

Phone: _____

Business Information:

Name of Firm: _____

Position: _____

Number of Associates or Partners in Business: _____

Business Address: _____

Phone: _____

Personal and Family Information:

Name of Spouse: _____

Does spouse participate in the Auction profession? Yes No

If yes, explain: _____

Is spouse a member of the MSAA Auxiliary? Yes No

Give names and ages of children: _____

General Professional Information:

How long has the Nominee been involved in the auction business? _____

What percentage of the Nominee's time is actively spent in the auction business?

How long has the Nominee been a member of the MSAA? _____

Has the Nominee specialized in any particular field of Auctioneering?

List educational background of the Nominee. *(Include offices held, current and past):*

1) _____

2) _____

3) _____

List regular auctions conducted, if any, and/or special individual auctions conducted which have brought attention and credit to the profession of auctioneering.

1) _____

2) _____

List at least three individuals who have worked with the Nominee or who have knowledge of the Nominee's worthiness of being considered for this award, whom the Hall of Fame Committee may contact:

1) _____

2) _____

3) _____

Previous recipients of the MSAA Hall of Fame Award have established some general qualifications which they feel each Nominee should possess or have shown. Please reflect your personal assessment of the Nominee with respect to: HONESTY, HIGH ETHICAL STANDARDS, WILLINGNESS TO SHARE WITH OTHERS, STANDING IN HIS OR HER COMMUNITY, AND MASS CONTRIBUTIONS TO THE AUCTION PROFESSION.

Narration: *(Attach separate sheet.)*

Submitted by: _____

Address: _____

Phone: _____

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:

Lowell Gilbertson, MSAA Hall of Fame Committee
2661 Oak Hills Dr. SW, Rochester, MN 55902



MSAA Auxiliary Hall of Fame

Qualifications for Nominees:

- Spouse must be a member in good standing in the MSAA.
(Or past member if widowed).
- A member of the MSAA Auxiliary with recent or previous active participation.
- Participation in a related business to the auctioneering profession.
- Active in community, church, charitable or volunteer organizations.

Name: _____
 Address: _____
 City: _____ State: _____ Zip Code: _____
 Phone: _____

Name of Spouse: _____
 Business Name: _____
 Business Address: _____
 City: _____ State: _____ Zip Code: _____
 Business Phone: _____

(Attach separate sheets if necessary.)

Auxiliary Participation:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Community Activities:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Personal Comments: *(Attach separate sheet.)*

(Please include as much detail as possible on all areas requested and send form by June 1st, 2009.)

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:

Deb Ediger, Committee Chairperson
 218 W. Main, Belle Plaine, MN 56011
 952.873.2292 or 952.873.6972



Annual Scholarship Application

Official Application Form

Two Scholarships of \$1,200.00 each (subject to change)
from the MSAA & MSAA Auxiliary
One Scholarship of \$1,200.00 (subject to change)
"Vi and Orlin Cordes Memorial Scholarship"
Deadline: November 1, 2008

Date: _____

Name: _____ Age: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone: () _____ Date of Birth: _____

Relationship to ACTIVE MSAA or Auxiliary Member:
 Child Grandchild Niece Nephew Auctioneer Spouse

An Active Member means he/she should attend MSAA Conventions on a regular basis and be interested/involved in promoting the MSAA/Auxiliary auction profession. Must be a member of the MSAA or Auxiliary for 3 consecutive years.

Name of Relative: _____

Address: _____

City: _____ State: _____ Zip Code: _____

NOTE: Only one scholarship per candidate. If unsuccessful in your application one year, please reapply.

High School Graduated from: _____ Year: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Name of College or University of enrollment: _____

Address: _____

City: _____ State: _____ Zip Code: _____

CHECKLIST

1. Scholastic Information – GPA: _____
 (If senior in high school or current college full-time student. Need not be official.)
2. Honors or Community Involvement:
 (list any or all school, community, club, sports, academic)
 - 1) _____
 - 2) _____
 - 3) _____
 - 4) _____
 - 5) _____
 - 6) _____
 - 7) _____
3. ESSAY: Please state your interest in the auction profession, history and association with the auction business or any experience you have had in the auction profession (set-up, clerk, manager, publicity, etc.) and/or why you would like the chance to attend auction school. Please complete on separate page, sign and ATTACH ESSAY TO THIS APPLICATION FORM.
4. Please attach a copy of the letter of acceptance or proof of enrollment in your school of higher education (required if applying for the MSAA or Vi and Orlin Cordes scholarship).
5. Current letter of recommendation is required for ALL scholarship applicants.

Absolute Deadline – Must be postmarked by November 1, 2008

Relative of winner will be notified before the annual convention. Winner and MSAA Auxiliary member relative are encouraged to attend the Friday evening Recognition Banquet at the annual Minnesota State Auctioneers Convention.

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:
 Alice Goelz
 31349 Co. Hwy. 11, Franklin, MN 55333
 Scholarship Committee Chairperson: Rosi Przybilla
 Committee Members: Grace Fladeboe & Sara Fahey



MSAASUPPLEMENT