

MSAA SUPPLEMENT



2011 CONFERENCE RECAP



MSAA SUPPLEMENT

February 2011 | Issue 29

Welcome

Thanks for taking the time to read the official web publication of the Minnesota State Auctioneers Association. We take pride in our association and 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. These are just a few of the simpler options available. Plus, don't forget you can also print the document.

Upcoming Events

2012 MSAA Conference & Show

- Training Sessions
- Minnesota State Champion Auctioneer Contest
- Networking
- Fun!

*Thursday, January 26 – Saturday, January 28, 2012
Marriott Southwest, Minnetonka, Minnesota*

Contents

5 GREETINGS TO ALL MSAA MEMBERS AND YOUR FAMILIES

From the new MSAA Vice President

Mark Rime

7 2011 CONFERENCE & SHOW

Conference Recap

11 2011 MSAA CHAMPION AUCTIONEER CONTEST

12 2011 MARKETING CONTEST

14 ALICE GOELZ

2011 MSAA Auxiliary Hall of Fame Inductee

15 HOW TO SAY "NO"

Negotiation Tip

John Hamilton, DREI



MSAA SUPPLEMENT

February 2011 | Issue 29

MSAA Board of Directors

OFFICERS

Andrew Imholte, President [✉](#)
 Mark Rime, Vice President [✉](#)
 Frank Imholte, Executive Vice President [✉](#)
 Lowell Gilbertson, Executive Vice President Emeritus [✉](#)
 Les Stromberg, Immediate Past President [✉](#)

DIRECTORS

Terms Expiring 2012

Tony Elfelt [✉](#)
 Rod Johnson [✉](#)
 Lance Quam [✉](#)

Terms Expiring 2013

Austin Bachmann [✉](#)
 Chris Fahey [✉](#)
 Bret Walters [✉](#)

Terms Expiring 2014

Bryce Hansen [✉](#)
 Theresa Larson [✉](#)
 Matthew Schultz [✉](#)

MSAA Supplement | Publication Staff

EDITORIAL BOARD

Andrew Imholte [✉](#)
 Mark Rime [✉](#)
 Frank Imholte [✉](#)

DESIGN

Rock on Design [✉](#)

Announcements

Accident

Fellow members, the association received word that Tracy Mikkelson was involved in a t-bone car accident & has suffered a broken leg, knee cap and other injuries. He will be having some surgeries soon. Cards can be sent to:

Tracy J. Mikkelson
 P O Box 122
 Alexandria, MN 56308

Announcements?

Do you have an announcement or thank you to pass along to our membership? This space is reserved for items of note each month for our membership to know. If you have any announcement to post, please send them to Frank Imholte. frank@solditatauction.com

FOLLOW ME ON [twitter](#)

 Find us on [Facebook](#)



MSAA SUPPLEMENT

February 2011 | Issue 29



Minnesota Auction Guide

A Proud Member of Global Auction Guide

Want to advertise
your auction to
**OVER 10,000
BIDDERS A DAY,
EVERY DAY?**

- **Unlimited Listings & Pictures**
- **Real Estate Listings**
- **Showcase Listings with Video**
- **Facebook Integration**
- **Classified Listings**
- **Central Auction Hub**
- **Top of Google Search Results**
- **Reach Over 50 Websites
For One Annual Fee**
- **Add Your Sales &
Update When You Want**

FLAT ANNUAL PRICING!

www.minnesotaauctionguide.com
Call us toll free: 1-888-725-4504



MSAASUPPLEMENT

February 2011 | Issue 29

Greetings to all MSAA Members and Your Families

From the new MSAA Vice President

Mark Rime

Vice President, MSAA
Rime Auctioneering

Contact [✉](#)



Another great Conference is behind us and now it is time to start booking auctions for 2011. I would like to thank all the Members of the MSAA who supported me for Vice President. It is truly an honor to serve on this Board. I would also like to thank my lovely wife Conny of 34 years for always supporting me. Conny actually wanted me to run for Vice President after I finished my term on the Board as a Director in 2005.

This is a wonderful Association with great Members. When I came to my first Conference in 1989 in Grand Rapids, Minnesota, I didn't know what to expect. I did not come from an Auction family. I did not have a Dad, Grandpa, or Uncle who were Auctioneers. After I went through Auction

school, I wondered who would ever hire me or give me a chance to work with them. In my mind, I felt as if nobody would help out because if you're a bad Auctioneer or Ring Man, you will drive their customers away. If you are a good Auctioneer or Ring Man, and you went out on your own, you might take their clients from them. I decided to have an open mind and jump into the world of Auctioneering.

At my first Conference, I was very fortunate to meet several very nice and supportive Auctioneers. Bob Vande Kamp of Almelund, Minnesota helped me get started. He needed some help and I just so happened to have a brand new wireless Long Ranger Speaker System which Bob didn't have. So off I was helping an established Auctioneer. I absorbed as much knowledge of the Auction Business as I could. At the end of the year, Bob made me an offer to join him and to put my name and phone number on all the Auction fliers. It was like having my picture on the cover of Rolling Stone Magazine. We had several very busy and fun years together. But when 1994 rolled around, working two jobs for five years was enough for me and

we parted ways. We have remained friends ever since.

I will never forget the opportunity that Bob gave to me, a first-time Conference attendee. I have also been fortunate enough to help other Auctioneers get started in this business. One of them is my very good friend and associate, Kurt Johnson of White Bear Lake, Minnesota. He is one of the most successful Benefit Auctioneers in the country. So, for all you first-time attendees, please stay with this Association. The Members will help you just as they have helped me become successful. My wife and I have a small but fantastic company. We enjoy every aspect of putting on an Auction. We have a great time working with the sellers and buyers. Our staff is very experienced and hard working. What more could you want!

Thank you again for all of your support. I will do my best to support this Association and all of its Members. If you need help with anything please do not hesitate to call me.



MSAA SUPPLEMENT

February 2011 | Issue 29

When business is booming it can be hard to find enough hours in a day or enough days in the week for all of your

How often do you want to miss out on a possible auction because you're just too busy? The answer is

Let us free up your day, week, and month to do more of what you love. We even take bids and say SOLD while you

AUCTIONS.
NEVER.
SLEEP.

www.k-bid.com/corporatepartner



MSAASUPPLEMENT

February 2011 | Issue 29

2011 Conference & Show

Conference Recap



All eyes were on St. Cloud, Minnesota as the Minnesota State Auctioneers Association held its annual Conference and Show from January 6–8, 2011. It was a weekend filled with fun and fellowship while providing an excellent array of educational offerings for members of the MSAA.

Thursday began with a brand new educational session called the Technology Summit. Lead by John Schultz, Andy Imholte and Jessica Imholte, attendees learned about Google Apps as well as other online services that could help their companies increase productivity. Thursday also played host to a day of real estate seminars presented by Don Landwehr. It was an opportunity for attendees to sit down and share in an open discussion about real estate and auctions. However, by late afternoon all attendees were anxiously awaiting the start of the MSAA Champion Auctioneer Contest. Hosted by the 2010 MSAA Champion Auctioneer, Matthew Schultz, this year's field of competitors was a strong one. Here is how it works: in the first round of the competition each auctioneer sells three items and is scored by a panel of five judges. Once the scores are tabulated, the top five competitors are announced and then begin the interview portion of the evening. After answering three questions pertaining to the auction industry, each finalist then sells three more items. Kurt Johnson of White Bear Lake, MN, was awarded the prize of 2011 MSAA Champion Auctioneer. For the next year he will serve as the goodwill ambassador





for the auction industry in Minnesota and will be sponsored in the IAC this summer at the NAA conference in Orlando. During the competition, the 2011 Rookie Champion was awarded to Jeremy Schafer of Lake City, MN. (The finalists and champion can be seen on page 11.)

Friday morning began with roundtable discussions and breakfast. All attendees soon moved to the presentation stage for the weekend's keynote speech. The official kickoff of the conference began with President Les Stromberg welcoming all attendees and the introduction of keynote speaker, Mark Mayberry. Mayberry spoke on "Service with Shazaam," and stressed the importance of a great customer experience. The session included great tips for new and experienced auctioneers alike. At the close of Mayberry's session, Hannes Combest, CEO of the National Auctioneers Association, took a few minutes to speak about the NAA. She concluded by thanking everyone for being so welcoming in Minnesota and inviting all to attend the NAA's upcoming Conference and Show in Orlando.

After lunch, education was in full force as Mark Mayberry presented two customer service sessions

titled, "Lessons from the Links," and "The Change Revolution." NAA representative Randy Wells spoke on S.W.O.T. Analysis. Back by popular demand, 2010 Minnesota Champion Auctioneer Matthew Schultz mediated a discussion with past champions and competitors Kaija Kokesh, Cary Aasness, Kristine Fladeboe-Duinink, and Paul McCartan. With everything from tips to improve your chant, to pointers on how to compete, the panel took time to share a great deal of their competitive knowledge.

As the afternoon came to a close, attendees gathered for the Recognition Banquet. Each year the banquet recognizes Past Presidents, MSAA Hall of Fame Members, MSAA Auxiliary Hall of Fame Members, and current members of the Board of Directors committee. After dinner, attendees moved to the main stage for the very entertaining Foundation Fundraising Auction. The night was filled with laughs and excitement for the whole family. In fact, as in past years, the fun auction began with the Juniors. This event has been a staple of the Conference and Show. It gives the younger generation a chance to try their hand at bid calling. Once the kids had their fun the adults did their best to



MSAA SUPPLEMENT

February 2011 | Issue 29



entertain and raise money for the MSAA Foundation.

On Saturday morning, members enjoyed breakfast and a townhall meeting with the MSAA leadership. The townhall format allows an informal forum for members to ask questions of the Executive Committee. As the educational sessions of Saturday morning began, attendees had many options: Judd Gafe presented two sessions on Business Liquidation 101. Randy Wells presented a session on real estate. Kristine Fladeboe-Duinink presented a session entitled, "Becoming the Leader in You." Andy Imholte, along with panelists John Mindiola and Johnathan Harsdorf, hosted a marketing question and answer session entitled, "Marketing Wildcard." As the seminars wrapped up Saturday morning, attendees continued to complement on the quality and variety of sessions available. As is tradition, lunch on Saturday included announcing the winners of the MSAA 2011 Marketing Contest. Romie Gessell, past chair of the marketing contest committee, was welcomed forward to recognize the many auctioneers who won awards. (Those winners can be seen on pages 12–13).

After lunch, the MSAA Bi-Annual Meeting was called to order. Along with new and old business, elections were held for the offices of Vice President and Directors. For the position of Vice President, Mark Rime was elected. For the three Director positions, Bryce Hansen, Theresa Larson, and Matthew Schultz were elected. The MSAA Auxiliary also held their business meeting Saturday afternoon and elected new board member Sarah Fahey.

On Saturday evening, members sat down for dinner at the President's Banquet while the Board of Directors were announced and seated at the head table. After a fine dinner, the program began with the installation of the 2011 MSAA and MSAA Auxiliary Board of Directors conducted by Past President of the National Auctioneers Association, Randy Wells. At that time, President Stromberg recognized outgoing board members Kevin Hiller, Paul Witte, and Samantha Ediger-Johnson for their outstanding contributions. Each year the president awards the Golden Gavel for outstanding service to one member. This year, outgoing Director Samantha Ediger-Johnson was given this distinct honor.



Bryce Hansen



Theresa Larson



Matt Schultz



It was then time to award a record four Auxiliary Academic Scholarships. This year's recipients of the \$1,200.00 scholarships included Amanda Hanson, Andrew Maidl, Isaac Schultz, and Meg Wiener. President Stromberg then welcomed Kevin Hiller to the podium to award the Marketing Best in Show award to Tammy Tisland of Northstar Auctioneers. For the first time, an award for Members Choice was awarded to Fahey Sales. Peggy Imholte then came to podium and inducted the newest member of the MSAA Auxiliary Hall of Fame, Alice Goelz. After a standing ovation and her acceptance speech, it was time to induct a new member to the MSAA Hall of Fame as well. Richard Houghton stepped to



the podium and welcomed John Barber to the MSAA Hall of Fame. After his acceptance speech, John stepped down from the stage to be congratulated by many family and friends. President Stromberg came back to the podium and passed the official gavel of the MSAA to Andy Imholte. President Imholte gave a short speech and welcomed everyone back next year when the Conference and Show will be held at the Marriott Southwest in Minnetonka, Minnesota. After his speech, Les Stromberg stepped back up and gave his closing remarks thanking the many people that helped him over the past year. The night closed as live music from Pullstart Diesel played late into the night. ■



MSAA SUPPLEMENT

February 2011 | Issue 29

2011 MSAA Champion Auctioneer Contest



Champion Auctioneer

Kurt Johnson,
White Bear Lake
Township, MN



Champion: Kurt Johnson, White Bear Lake Township, MN

Reserve Champion: Theresa Larson, Aitkin, MN

Third Place: Austin Bachmann, Ottetail, MN

Finalist: Ray Henry, Foley, MN

Finalist: Romie Gessell, Grey Eagle, MN

Rookie Champion: Jeremy Schafer, Lake City, MN



Ray Henry



Austin Bachmann



Kurt Johnson



Romie Gessell



Theresa Larson



MSAA SUPPLEMENT

February 2011 | Issue 29

2011 Marketing Contest



Northstar Auctioneers



Houghton's Auction Service



Hansen and Young Auctioneers

Congratulations to the following folks, and a big thank you to the Marketing Contest Committee and all of the people that entered the contest.



Fahey Sales



Mitchell-Przybilla Auction Co.

Best of Show
Northstar Auctioneers

Member's Choice
Fahey Sales

This award is voted on and chosen by the attendees of the MSAA Conference and Show by secret ballot.

Farm Two color

1. Mitchell -Przybilla
2. Houghton's Auction Service

Farm Multi color

1. Helbling Auctioneers
2. Aasness Auctioneers

Farm Multi sided

1. Schultz Auctioneers

Household & Antiques Two color

1. Seifert Auction Company
2. Houghton's Auction Service

Household & Antiques Multi color

1. Schultz Auctioneers
2. Houghton's Auction Service

Household & Antiques

Multi sided

1. R&B Gessell Realty and Auction

Commercial & Industrial

Two color

1. Mitchell-Przybilla Auction Co.
2. Houghton's Auction Service

Commercial & Industrial

Multi color

1. Houghton's Auction Service
2. Northstar Auctioneers

Commercial & Industrial

Multi color

1. Fladeboe Auctions
2. Schultz Auctioneers

Commercial & Industrial

Multi sided

1. Black Diamond Auctions

Real Estate Two color

1. Seifert Auction Company
2. Matt Maring Auction Company

Real Estate Multi color

1. Fladeboe Auctions
2. R&B Gessell Realty and Auction

Real Estate Multi sided

1. Black Diamond Auctions

Real Estate & Personal Property

Two color

1. Mitchell-Przybilla Auction Co.
2. Houghton's Auction Service

Real Estate & Personal Property

Multi color

1. Houghton's Auction Service
2. Northstar Auctioneers



MSAA SUPPLEMENT

February 2011 | Issue 29



Aasness Auctioneers



Seifert Auction Company



Helbling Auctioneers



R&B Gessell Realty and Auction



Schultz Auctioneers



Black Diamond Auctions

**Real Estate & Personal Property
Multi sided**

1. Hansen & Young Auctioneers

Promotional

1. Hansen & Young Auctioneers
2. Fred W. Radde & Sons, Inc.

Auction Clothing

1. Northstar Auctioneers

Auction Specialty

1. Hansen & Young Auctioneers
2. Fahey Sales

Auction Signs

1. Schultz Auctioneers
2. I.R.A.Y Auction

Auction Photographs

1. Aasness Auctioneers
2. Kurt Johnson Auctioneering

**Newspaper / Magazine
Advertising**

1. Black Diamond Auction
2. R&B Gessell Realty and Auction

Web site

1. Johnson Auctioneering

Internet Marketing

1. Alliancebid.com

Digital Promotion

1. Alliancebid.com



Alliancebid.com



Fladeboe Auctions

Alice Goelz

2011 MSAA Auxiliary Hall of Fame Inductee



Our next inductee retired in 2010 from working at a hospital. She was a registered nurse in Labor and Delivery for 40 years. She enjoyed assisting in the delivery of hundreds of babies. Do you remember your first date? Well, she was home one weekend visiting her family and met the love of her life at a dance. Their official first date was at the Belle Plaine Sale Barn where he was auctioneering. His boss and sale barn owner, Wayne Ediger, would step out of the auction ring and wipe off a seat for her with his big red handkerchief while she waited for her date to get done at the auction block. Then she drove 40 miles to the Twin Cities to work at seven a.m. How was that for a first date?

She and her husband were blessed with three children. In 1981 their oldest daughter died of a congenital heart defect. After the loss of their child, she started a Compassionate Friends chapter. This organization assists parents towards the positive resolution of grief following the death of a child at any age. She has been involved in this organization and has helped many families who have also lost a child.

Their son is a veterinarian in Pipestone, MN. He and his wife have three children. She enjoys going to Pipestone and spending time with them as much as possible. They have a daughter who lives in Hutchinson and works at a shelter workshop in Litchfield. She has special needs and loves seeing her family. This auxiliary member makes it a priority to visit and bring her daughter home.

She is very involved in her church and has held many offices. She is involved in her Civic Club, serving on the scholarship committee. When her children were young, she was involved in 4-H. She is also active in many organizations that help handicapped people.

This inductee has been attending almost every MN Auctioneer Conference for the last four

decades. She has been president of the auxiliary and is serving on the scholarship committee. Her son comments that a vacation to the MN Auctioneers Conference ranks right up there with Christmas and Easter on their social calendar.

She has enjoyed helping her husband with their auction business. She is the spark plug that keeps her husband going. She is the one that can decipher his handwriting, remind him of what he has forgotten, and when reviewing an auction list, knows what he means by a living room table. At auctions, you will see her in the lunch stand visiting with customers. For those of you who know her husband, her most important job is screening his Ole and Lena jokes.

Please congratulate Alice Goelz as the 2011 Auxiliary Hall of Fame recipient. ■



How to say “No” *Negotiation Tip*

John Hamilton, DREI

www.GoodNegotiator.com

Contact [✉](mailto:info@goodnegotiator.com)



Negotiators are often conflicted because we want to send two messages at the same time with opposite meanings. More specifically, we want to be firm in rejecting an unworthy proposal but we don't want that rejection to be offensive or even insulting.

Good negotiators know the value of 'relationship negotiating' whereby they strive to establish a cordial and even warm relationship with their opponent. Everyone knows that you can get more concessions from a friend than from an enemy.

So how do you say "No" without being offensive?

If I were to ask you to share two or three ways you could say "No" to an offer or a proposal, could you do it? More importantly, would those you could name come across in a professional and cordial manner? If not, permit me to share a few ways to accomplish this task.

1. "I'm afraid that's unacceptable."

The 'unacceptable' word choice is a great one. It's firm. It demands a better proposal. It doesn't comment on the motives behind that unacceptable proposal. It conveys a firm rejection, politely. Adding the softening introduction, specifically "I'm afraid..." further conveys your concern that a verbalized rejection might be taken as an offensive remark.

Good negotiators can also communicate their concern when using this phrase by giving a flinch, typically a pained look or grimace.

With or without the flinch, this is a great way to say "No."

2. "I can't see how that could work for me."

As in a tennis match, this phrase puts the 'ball back in their court.' It softly, yet firmly communicates a "No," but does so by presenting a problem. The problem is that we can't see a way that the current proposal, price, or position can work (or be accepted).

The beauty of this "No" response is that it almost forces one's opponent to help justify why we should accept the proposal (and how it benefits us when we accept it). If they can't justify it for us, a concession on their part is more likely.

3. "Is that the best you can do?"

Saying "No" by using these seven magical words is simply applying the crunch technique. It's another 'ball in your court' method, but this time demanding a concession from your opponent. If you're noticing that we're trying to avoid the actual word "No," you are correct. It's a potentially harsh word when used improperly in a negotiation.

Consider this, almost any reply that does not include a "Yes" or "I agree" can be construed as a "No."



MSAA SUPPLEMENT

February 2011 | Issue 29



4. "No way."

You may have noticed that this reply is more direct, more assertive, and more confrontational. Aren't there times with certain opponents where they are slow to pick up on the message? If you are in this type of situation, being abrupt might be in order.

These two words, "No way," are rarely misunderstood by one's opponent. It conveys that you've reached your limit or downside position and a concession from your opponent is the only thing that will keep negotiations moving forward.

There is nothing

wrong with softening this effective reply by adding a few words in advance of the "No way." For example, "I hope you can appreciate that there is no way I could accept that price (proposal, position)." Trust me, the "No way" will resonate out of that longer reply and achieve the desired result.

So again I ask, how many ways can you say "No?"

I am certain that there are others beyond the few included here. Find two or three that work for you and match the situations where they are needed.

Want some great practice? Try these "Say No" techniques at home, on your family, and especially your kids. You'll be surprised at how they can become game changers and level the negotiating playing field.

Remember, good negotiators are adept at saying "No" and they even have multiple ways of saying it.

Above all, keep negotiating ■

MSAA Membership 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

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

County: _____ MN License Number: _____

Email: _____

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

February 2011 | Issue 29

MSAA Hall of Fame Nomination

Nominations must be postmarked no later than July 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



MSAASUPPLEMENT

February 2011 | Issue 29

MSAA Auxiliary Hall of Fame Nomination

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. Nominations must be postmarked no later than July 1 of the year preceding the presentation of the Hall of Fame Award.

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



MSAASUPPLEMENT

February 2011 | Issue 29

Annual Scholarship Application

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, 2011

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 three 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 and academic activities)

a) _____

b) _____

c) _____

d) _____

e) _____

3. ESSAY: Be unique and creative! Please state what you've learned from your experience in the auction profession and/or what you would do with the scholarship funds. The essay needs to be completed **without** including any names or business names that would identify the applicant or their active MSAA member. (**This is important because the Scholarship Committee is presented the essay with this information removed so the identity of the applicant is not revealed to them. The Committee is judging the content of the essay while avoiding any prejudice by the inclusion of names.**) Please complete on a 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, 2011

Relative of winner will be notified before the annual convention. Winner and MSAA Auxiliary member relative are encouraged to attend the Saturday evening President's 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:

Peggy Imholte
8158 Co. Rd. 138, St. Cloud, MN 56301

Scholarship Committee: Alice Goelz (chair), LuAnn Finnila, and Sara Fahey



MSAASUPPLEMENT

February 2011 | Issue 29