

MSAASUPPLEMENT

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MSAASUPPLEMENT

June 2012 | Issue 45



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 Summer Seminar and Board Meeting

Monday, August 6, 2012

- Seminar and Business Meeting
Rime Residence

4838 South Tri Oak Circle NE, Wyoming, MN 55092
.....

2013 MSAA Conference & Show

- Minnesota State Champion
Auctioneer Contest

Thursday, January 17—Saturday, January 19, 2013
Holiday Inn, St. Cloud, Minnesota
.....

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Announcements

Deaths:

MSSAA Hall of Fame Member Herb Weber passed away the morning of May 15, 2012. Herb will be missed at conferences and summer gatherings. He truly enjoyed the auction business and loved the sharing of jokes and stories into the wee hours of the morning. Last summer, his shotgun got so hot shooting clays that he had to switch guns to let it cool down. Please keep Herb and his family in your prayers. He will truly be missed.

MSSAA Auxiliary Hall of Fame member Joanne Laumeier left this earth to join the Lord on May 20, 2012. Joannie spent her life filling many positions other than a loving mother to her sons and dedicated wife to her husband. She was the head bookkeeper and treasurer for Laumeier Auction Company, recording secretary for MN Club, and secretary and treasurer of the National Auctioneers Auxiliary.

Joannie had an outgoing soul which showed in many of her accomplishments throughout her life. She received Scouter of the Year Award and she was inducted into the MN and National Auctioneers Auxiliary Hall of Fame. She will be truly missed and loved by all who knew her.

Birth:

Considering some of the recent sad news we have received about longtime friends passing away, I thought some joyful news was needed. Jessica and I have been blessed with the birth of our first child and we wanted to share the news! Mitchell Andrew Imholte was born on Friday, May 25, 2012 at 8:11 a.m. He weighed in at 8 pounds 9 ounces and an epic 22 inches. We plan to have him bid-spotting by the fall! Both baby and mommy are doing fine.

Best Regards,
 Andy Imholte
 Immediate Past President, MSSAA



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MSSA SUPPLEMENT

June 2012 | Issue 45



So Much to Learn

Everyday at an Auction

Frank Imholte

Executive Vice President, MSAA
Black Diamond Auctions

Contact 



This past weekend our team had the opportunity to do two large auctions one day apart from each other. For many of our membership, this is no big deal; however, for us, missing two of our key team members made for a few challenges that we intend to learn from in preparation for the next auction.

First, both auctions were well-attended and the buyers brought money along to help the cause. Next, to the average attendee, everything looked like it was flowing smoothly. Lastly, both days were fun for all in attendance and the sellers were pleased.

Most did not see what happened behind the scenes, though. The first auction had an hour outside and three inside (I thought), and when it looked like rain, we started outside and sold over half before the rain. We

had several trees to sell and did not have them marked properly (after years of selling trees at Lampi's, I should have known better) and many buyers took the wrong trees. We then went into the greenhouses and sold for seven hours. It was a bob and weave pattern and with the buyers' help, we were able to sell most everything. Although it had been closed for three years, much of the décor (mostly "shabby chic") was intact. (Side note: women outspent men 4 to 1 on this auction and needless to say, it added up to be much greater than my best estimate). It was a fun auction where the women ruled. Life is good and the learning was valuable.

The second auction also ran from 9-5 with two rings much of the day. We had guest auctioneers and also a computer clerk who was training. We had eight good loads of glassware, collectibles, and misc. that needed to be sold. Again, behind the scenes, we should have had another clerk and more people to help with loading items after the auction. Looking back now, I should have called on another one of the members of the MSAA to assist us. The exciting part was having Auxiliary President Conny Rime and member Russell Underhill with us that day - both doing some selling

which gave Cols Keith Sharer and Joe Imholte a break every now and then. Under a shade tree, Russ and I sold two lock boxes of coins in a third ring. It was fun and after a bit, Russ was having fun, too. The buyers all knew what they wanted to pay, so it was natural to sell when they quit bidding.

On both auctions, we received many compliments on the honesty and integrity of the auction team, as well as the perseverance to work for the sellers right to the very end. I am so blessed to have a team that loves auctions as much as I do.

Here is what I gleaned from the auctions: We need to mark similar items (trees) and have someone assist with checkout. We need to allow ample time for loading. We need more clerks. Setting up a consignment auction takes more than one day. I now have enough large trailers to fill for selling in a day the "live auction" way.

Both auctions were fun, however very tiring for me. Looking back now, I realize Uncle Wally has it right, "You've got to stop and smell the roses." Someday the Lord will show me to his rose garden. I know Joanne is up there strolling through it today.



Proper Persuasion

How to Get Your Way

Tammy Tisland
 Director, MSAA
 Aasness Auctioneers
 Contact 



Here are nine little observations that can help you persuade others and get your way. These work well for clients, team members, and of course, teenagers.

1. Explain what, why, and how. People start out skeptical. They want to know: What is this? Why will this work? Why do you want me to do this? What will this mean to me? How will this affect me? How do I win? Your ability to effectively explain this will go a long way to getting your way.
2. Explain what's in it for them. People are more likely to be persuaded if they see how they win as a result of following your lead or seeing it your way.
3. Your sincerity. Your conviction is part of their buy-in. False sincerity eventually shows. Oh... and it smells pretty bad, too.
4. Your believability. Are you making statements that others can relate to? That others find conceivable? Guess what... conceivable leads to believable.
5. Your questioning skills. Have you ever been engaged in a conversation with someone that you strongly admire and get the feeling that person is totally interested in you and not just thinking of the next thing to say? Did you notice that person asked questions pertaining to you and spoke not of themselves? Are you asking questions that relate to the other person? Powerful persuasion begins with powerful questions. Ask their opinion. Solicit their expertise. Ask about their experience.
6. Your communication skills. This is a tough one! How would you rate your communication skills? Ask your significant other. Have you ever seen yourself present on video? You may have a renewed opinion of your skills once you do!
7. Your storytelling skills. Can you paint the picture so clearly and vividly that they can see the rain and feel the sunshine? Facts and figures are forgotten; stories get retold. Just listen in the hallways at an MSAA Conference and Show. Yeah, that's you, Lefty!





“Isn’t it ironic that the more you make it about the other person, the more you will get your own way?”

8. Your reputation precedes you. Reputation is so powerful! It can make getting your way an automatic yes if yours is exceptional...
9. Your history of success. The more often you have won in the past not only dictates your preset demeanor, it also dictates the demeanor towards you of those you are trying to

persuade. If you have been a winner, you project and exude a winning attitude. This is evident and transferable as you seek to persuade others.

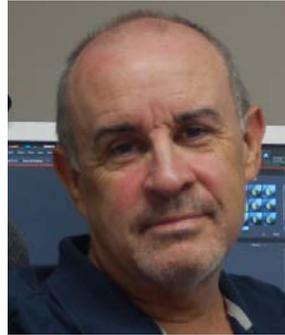
The more you seek to master these skills, the more you will get your way. Isn't it ironic that the more you make it about the other person, the more you will get your own way? Hmm...



Enough already!

You Need Better Content, Not More Gadgets

Carl Carter
New Media Rules
Contact 



Golfers are the biggest suckers ever. Most will drop \$500 or more on a new driver without batting an eye, when the real problem is that they don't know how to swing it. Empires are built around the typical golfer's obsession with finding a magical new gadget that will lower his handicap.

When it comes to communicating our businesses, we're wasting far too much time and money on new tools when we need to get better at using the old ones. In the late 1990s, a client wanted to rename his company to a dot-com name, even though its only connection to the Internet was that it had a website. Another a client wanted to go "all in" on the synthetic world of "Second Life," because that was the shiny new toy. More recently, a very smart fellow asked what I thought about his beginning to use "Bitcoin," an experimental digital currency.

We have too many choices, and we catch ourselves doing things just to show that we're "hip" and on top of the new technology.

But nobody cares if you're hip, especially if your business has poorly trained people who can't explain what they're selling. They don't care if your website has the latest and greatest coding if they can't find their way to the information they need. They don't care if you're using the latest hot social network if they can't understand what you're saying.

Fortunately for golfers, the rules only allow 14 clubs in the bag. Otherwise, some would be carrying so many that their carts would sink in the ground.

If you really want to communicate better, here's a much better plan than shopping for new toys:

Inventory the tools you have. You may be shocked at just how many things you're doing — poorly — already. One of my favorite tools is the communications audit, which is especially useful in large corporations.

Ask yourself what you can quit doing. Don't try to cut back across the board. Look for things to cut out entirely. More isn't necessarily better.

Write out your communications goals and define the desired outcomes in terms of action. Publishing a newsletter isn't a goal. Getting appointments with six people because of its content is.

Distill your core messages into five or six simple sentences, e.g., "YA Widgets have the longest warranty in the business." These should be messages that, if you can





communicate them well, should accomplish your communications goals and bring you more business. If you can't do this, you're so unfocused you shouldn't try to communicate anything at all until you figure it out.

Decide how to translate those messages into content that your prospective customers will welcome and gladly consume. Give them advice. Track trends. Connect the dots in their industry. Tell success stories.

Select your tools and use them. I've found it helpful to think in terms

of "carrying capacity." I commonly use newsletters and blogs for longer content, such as analysis, advice, and case studies, and use microblogging services (Twitter and, to a lesser extent, Facebook) for pointing people to them. If you need to show something visually, consider using video and embedding it on your blog.

Whatever toolbox you end up with, seek to be the one who uses your tools most effectively rather than the one with the most tools.

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The Burdens of Responsibility

More on Agency

Stephen Proffitt

J.P. King Auction Company, Inc.

Contact 

Last time I wrote about agency principles. While an agency relationship gives the agent certain authority to act, it also burdens her with responsibilities. These responsibilities emanate from the agent's status as a fiduciary.

A principal appoints an agent for the specific reason that he trusts the agent and has confidence in her. This trust requires the agent to exercise the highest degree of loyalty and good faith to the principal on all matters within the scope of the agency. At no time may the agent use the principal's assets or secrets for personal gain, nor may the agent enter into any circumstance that is adverse to the principal. Fiduciaries owe special duties. This month we will look at the key duties that an agent owes her principal.

Loyalty – An agent must always be loyal to the principal. This is an agent's most important duty. The agent must act first and foremost for the benefit of the principal, as defined by the purpose of the agency relationship.

Obedience – An agent must be obedient to the principal. While acting within the scope of the agency relationship, an agent is always under the direction and control of the principal and must obey the principal's commands.

Competence – An agent must be competent and able to perform the purpose of the agency. Less than full competence and ability to serve

would thwart the agency and harm the principal.

Reasonable Care – An agent must exercise reasonable care and diligence on behalf of the principal. An error, omission, or wrongful act by an agent can result in the agent being held liable to the principal for damages, as well as the principal being held liable to third parties for damages caused by the agent.

Advance Interests – An agent must act to further the principal's interests that are the subject of the agency. Accomplishing the principal's goal is the essence of the agency relationship.

Incomplete Information – Where the principal lacks all of the information that an agent possesses, the agent must do what she reasonably believes the principal would direct her to do if the principal knew the facts under which the agent is operating. The test is always what course would best serve the interests of the principal.

Adverse Interest – An agent must reveal to the principal any interest that she has adverse to the principal or the subject of the agency relationship. This strikes





at the heart of the problem of conflict of interests and ensures that the principal will not be unknowingly prejudiced or damaged by an agent.

No Competition – An agent must never act for her own benefit or compete with the principal with regard to matters within the agency. To do so would be a clear conflict of interest and a breach of the agent's duty of loyalty and trust.

Disclosure and Truth – Generally, any notice received by an agent, while acting within the scope of his authority, is the same as notice being received directly by the principal. This is so whether the principal actually received the information or not. The reason for this is it is presumed the agent will fulfill her duty to disclose

information to the principal that the principal needs or should have. An agent must always be truthful in disclosing information and may never engage in fraud or deceit.

Self-dealing – An agent may not engage in self-dealing for her own gain or the gain of a close relative, friend, business associate, or other with whom she has some relationship. To do so would breach the agent's duty of loyalty to the principal.

Accounting – An agent must account fully and promptly to the principal for all funds received and disbursed by the agent during the course of the agency. Timely and accurate accounting ensures protection of the principal's vital interests.

Remit – An agent must timely remit all monies, and/or deliver all assets, that are due the principal within the agency relationship. One of the most egregious violations that an agent can commit is the failure to timely pay or deliver to the principal what is due.

Adhere to Authority – An agent must never act beyond the express or implied authority that she receives from the principal.

Confidence – An agent must always maintain strict confidentiality of the principal's affairs. An agent is in a position of trust and often has access to sensitive information regarding the principal. The agent must safeguard this information, as its release could be harmful and damaging to the principal.

An agency is one of the most important relationships under law. It imposes heavy burdens on the agent and should not be entered into without a full understanding of these duties, plus the agent's determination to fulfill them.

The agency relationship exists for the sole benefit of the principal. The law cares little about any advantage to the agent, but it cares plenty about the principal's

interest being properly served and advanced by the agent. This underscores the necessity for the agent to fulfill her agency and fiduciary duties at all times. Indeed, if the agent is found to have gained any advantage over the principal through the agency, the law will presume that it was accomplished by fraud and hold the agent liable unless the agent can provide an acceptable explanation for what occurred.

Auctioneers can avoid the pitfall of liability to sellers by doing two things. First, they must understand agency law and the duties that it imposes upon them. Second, they must always work to fulfill these duties so their sellers' interests are protected and well served. No professional would ever do less.

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 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.

*John Stephen Proffitt III
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January 7, 2012*



Negotiation Tip

Six Costs You Should Always Negotiate

John Hamilton, DREI
www.GoodNegotiator.com
 Contact 



All you have to do is ask. With that philosophy in mind, follow these tips to negotiate the best possible deal on these common fees and expenses. In case you missed a great article on Yahoo! written by Jodi Helmer (February 4, 2011), allow me to pass it along to you here.

Most consumers think haggling is only appropriate when buying tchotchkes at a street fair or facing off against a used-car dealer. But why not negotiate the cost of medical procedures? Or a new Sub-Zero refrigerator?

If you're not paying less than sticker price for these and other goods and services, you're leaving money — and often lots of it — on the table.

"Everything is negotiable," says Stuart Diamond, adjunct professor of law at the University of Pennsylvania's Wharton School of Business and author of "Getting More: How to Negotiate to Achieve Your Goals in the Real World."

"All you have to do is ask."

With that philosophy in mind, follow these tips to negotiate the best possible deal on six common fees and expenses:

1. Credit Card Rates

Why they are negotiable: Now that most of the dust has settled following the big credit card reform act, card companies are competing fiercely again for new customers. Issuers sent out 1.2 billion credit card offers in the third quarter of

2010 — more than three times the number sent during the same period in 2009.

"Use the competition to your advantage," says Ira Rheingold, executive director for the National Association of Consumer Advocates. "Don't jump at the first offer. You should argue for the best rate."

Who to talk to: Call the 800 number associated with a new card offer (or the number on the back of a current card) and talk to the customer service rep. If the rep can't -- or won't -- adjust the rate, ask to speak with a manager.

What to say: "I've gotten several credit card offers with lower rates. Tell me what you can do to beat those offers."

Possible savings: How much you're able to lower your interest rate will depend on your credit and payment history, as well as your credit score. In a study conducted by the U.S. Public Interest Research Group several years ago, more than half of consumers who asked for lower rates got them, with their average APR dropping from 16 percent to 10.47 percent.



2. Mortgage and Refinancing Rates and Fees

Why they are negotiable:

"Mortgage lending has gotten difficult, which means that a lender will work hard to make a deal," says Rheingold. And that's particularly true for consumers with credit scores of at least 750.

Who to talk to: Mortgage brokers or lenders at banks and credit unions.

What to say: Get several estimates in writing and ask, "Here's the best deal I can get. Can you beat it?"

Possible savings: In addition to offering better rates, lenders might reduce certain fees or even waive them altogether. To negotiate the lowest out-of-pocket costs, ask for discounts on all upfront fees, including application and origination fees. According to the Federal Trade Commission's website, comparing and negotiating mortgage fees can result in thousands of dollars of savings.

3. Home Improvements

Why they are negotiable:

"Business is slow and that means contractors are willing to haggle over their prices," says Greg

Daugherty, executive editor of Consumer Reports. Plus, the prices of many common home building materials are down as much as 35 percent from their peak in the mid-2000s.

Who to talk to: The contractor.

What to say: "What are the options for less expensive materials? And what discounts can you offer me on labor?"

Possible savings: Up to 20 percent of the cost of the project, according to a new survey by Angie's List, a website that publishes surveys and consumer reviews of service businesses. Of the home improvement contractors who were surveyed in 2010, 80 percent were willing to drop their prices to get a job (compared with 43 percent in 2008). And more than half of the contractors surveyed said they were willing to lower prices by 10 percent, with nearly 25 percent willing to drop their fees up to 20 percent.

4. Home Appliances and Electronics

Why they are negotiable: Store managers understand that a discounted deal done today is often better than a potential deal in the future (and definitely better

than no deal at all). One trick is to go first thing in the morning or just before the store closes when there are fewer customers. "A manager will hesitate to offer a discount if he thinks he'll have to make the same deal with all of the customers who overhear the negotiation," says Consumer Reports' Daugherty.

Who to talk to: A store's manager or assistant manager.

What to say: "I like this model. If you can give me a discount and free delivery, I'll buy it today."

Possible savings: Profit margins are generally fairly thin on appliances and electronics, so getting 10 percent off is a reasonable goal, particularly if you can also get them to throw in free delivery and installation. Consumer Reports found that three-quarters of shoppers were able to negotiate a better deal on major appliances, with an average savings of \$100 per appliance.

5. Cars

Why it's negotiable: Car dealerships are one of the few places where price negotiations are not only acceptable, they're expected, notes Philip Reed, senior consumer advice editor for



car-buying site Edmunds.com. But instead of trying to negotiate your purchase price down from the MSRP (the sticker price), as you might for other items, ask to see the invoice price (the price the dealer paid for the car) and work your way up from there. You can look up dealer invoice prices for free on websites like IntelliChoice.com, Edmunds.com, and KBB.com.

Who to talk to: Sales staff.

What to say: “Another dealership has given me a better price on the same model. Tell me how you can beat their offer.”

Possible savings: It’s possible to save more than \$1,000 on a new car by negotiating smartly, according to Reed. And you’ll net even higher savings by also negotiating the value of your trade-in, as well as financing terms and the cost of extended warranties.

6. Medical Bills

Why they’re negotiable: Patients usually assume that the cost for various medical procedures and tests are set in stone, but often they’re not. And with health care companies shifting more out-of-pocket costs onto consumers, asking for potential discounts is essential, particularly since there’s often a huge variance in costs among providers, says Angie’s List spokeswoman Cheryl Reed. In Washington D.C., for example, the price for an MRI of the right knee ranges from \$400 to \$1,501, according to a recent report. You can look up average prices in your area for various procedures at Healthcare Blue Book.

Who to talk to:
The billing administrator.

What to say: “This is a significant expense for me. Is there a discount for paying upfront or in cash? What other kinds of discounts might be available?”

Possible savings: Fifty percent or more. An Angie’s List poll found that 74 percent of respondents who negotiated their medical bills were successful, often paying less than half of the original cost.

Interesting reading for we ‘negotiating junkies.’ Much of it we knew, but it is nice to learn new perspectives, possible strategies, and even know that we have been on the right track.

It is also encouraging to see the statistics indicating the savings that we good negotiators are achieving.

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

June 2012 | Issue 45



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



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 August 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



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, 2012

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, 2012

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:

Conny Rime
4838 South Tri Oak Circle NE Wyoming, MN 55092
Scholarship Committee: Peg Imholte (chair), Holly Hotovec, and LuAnn Finnilla



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