

# MSAASUPPLEMENT

**YES**  
**YOU CAN!**



## MSAASUPPLEMENT

June 2015 | Issue 81



## 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

If some sections have print that is too small for you to read easily, go up into your VIEW menu at the top of your screen and scroll down to ZOOM, or even click on the "View at Full Screen/Full Screen Mode" option in the VIEW menu. You can also print the document if you wish.

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## DESIGN

Rock on Design 

# Announcements

## Birth:

Jessica and I have been blessed with the birth of our second child and we wanted to share the news! Victoria Marie Imholte was born on Tuesday, May 26, 2015 at 7:57 a.m. He weighed in at 8 pounds and was 22 inches. We plan to have her bidspotting by the fall! Mommy, baby and big brother are doing great.



Best Regards,  
 Andy Imholte  
 Past President, MSSAA

## 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](mailto:frank@solditatauction.com)

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## Life Lessons

### *You Never Stop Learning*



**Col. Frank Imholte**

Executive Vice President, MSAA  
Black Diamond Auctions

Contact 

**T**he more I study, the more I learn. For years now I have been blessed with the opportunity to hear from the very best in the auction industry in our state as well as throughout the United States. A lot like politics, everything is local. To that end, I happen to have a son who takes after his Mom and is quite an educator. It amazes me how he can nail the problem and have a solution almost immediately. I miss his sense of humor and thoughts as I work on auctions.

Once again I took on an auction because I felt sorry for the seller. Peg calls these “community service auctions” because I pretty much donate my time. I know my reward will be in Heaven; however after all these years of learning, I should know better than to take some of these on when it looks like it can’t be made into a win-win situation.

Maybe I should explain myself...

Awhile back I thought we could do an auction with less staff, less fanfare, and less expense to the seller. As much as I wanted to cut back on advertising, we needed folks to know about the auction so it didn’t work to cut back. We had the sellers set up the auction, do the flatting and prep work without my guidance, and that worked about as well as not doing it at all. I even hired a moving company to move the personal property to our site because I thought it would save money. In the end, they charged more than I was quoted and all the smalls were mixed into large boxes that it took two days to re-flat the items after it arrived.

We own a trailer with shelves built into it to move pre-flatted smalls. I know now that our team needs to flat the auction and load the flats. Sometimes we move the flats in the trailer, sometimes we just use it as a storage unit until the morning of the auction. Either way, it takes dollars for set-up. For many of our auctions we have an extra person float to make sure everything happens and team members get breaks. If we cut that out and nothing goes wrong, we might save a few dollars and have less expense. Nothing in the last paragraph worked for us.

We want a well-run auction. We add a second ring if we have buyers and enough staff, and to this day no one has said that they wanted to stay longer at the auction. We are striving to provide the best service we can at the very best price we can and still make a profit.

Last month, I was honored to have my friend Fred Radde stop at an auction we were holding near his lake cabin. We checked with the owners to see if it was alright to





split into two rings because we had a large crowd. Fred sold off one load of household and collectible items and it was like the touch of the master's hand. He not only joked with the buyers, but he showed his years of experience on values from start to finish. The best part was the note I received from him saying our family runs a good auction. That, my friends, is high

praise and makes me want to learn just a little bit more about our fine auction business. Many members of the Minnesota State Auctioneers Association help new auctioneers get a start and I thank you for that. Please remember our membership holds a wealth of knowledge to be shared; just ask for help and enjoy the learning experience.



## Attitudes

### *Do You Have the Drive?*

**Scott Gillespie**  
Director, MSA  
Steffes Auctioneers

Contact 



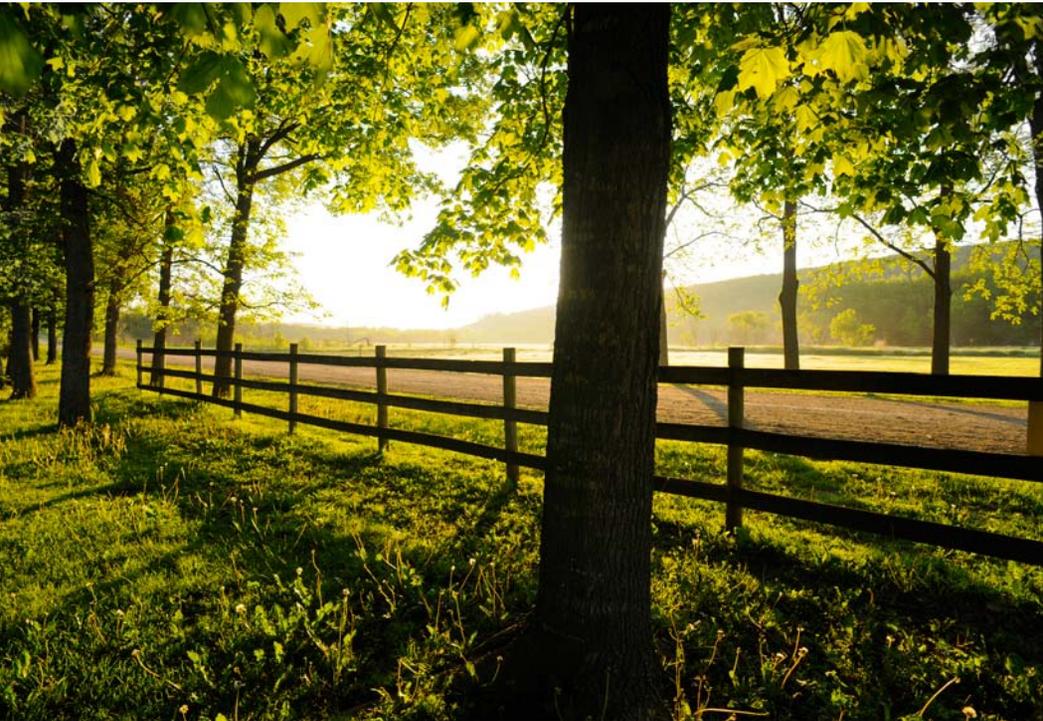
**T**he other day, I was reading about life in a concentration camp in World War II. In the book, the question was posed about the difference between who lived and who died. One thing that struck me as being profound was a quote by Viktor Frankl, “Everything can be taken from a man but one thing: the last of human freedoms to choose one’s attitude in any given set of circumstances, to choose one’s own way.”

This article could very well have been just about attitude and the importance of making the best of everything. The thoughts I had after reading the quote was about how attitude would only make the difference if you had the inner drive to see the positive side of things and then set out to do the work to get something done to change that situation into something better. This means on a personal level, each of us as individuals need to step-up and fix the things around us for the betterment. It’s about getting up in the morning and realizing its potential but then actually going out and doing the work to see it through. Growing up on a farm, I had some jobs that were a touch on the less-than-glamorous side. One that comes to mind is going into the “pit” after some pigs fell through the floor into 2 feet of manure. Keeping in mind the “pit” was a mere 3 ft deep. I was only about 12 years old and the smallest child. Therefore, I was the best equipped for the job, at least that is what I was told. There are some jobs that you just need to grit your teeth and get done, putting it off actually makes it worse. In this case, the worse part would have been the hogs dying and we needed every one. So this twelve year old got down to his

skivvies and literally dove into his task. To make a long story short, I got those half dozen or so hogs out of there and in another couple months, somebody somewhere was enjoying some great tasting bacon. See, there is a good side to everything. But the part I remember the most was not getting hosed off out in the yard after the rescue mission but how my dad taught me the lesson of just needing to not be afraid or lazy and just do what needs to be done. Look at a job not as how hard it will be, but how easy it will be if you just tap your inner drive and do it. I am not saying attitude isn’t crucial, but it is only one piece of the puzzle to a successful business or personal life. This doesn’t mean that you need to micromanage every job and jump into every pit personally, either. Putting people in places that have that drive and personal capability to make those needed decisions is more important than just having that drive yourself. The important thing to keep in mind, though, is how crucial it is to have those people in places within your circle.

I guess maybe this article could also have been about leading from the front and being an example to the people around you. In other words, if you aren’t afraid to jump right into





the “pit” to save the hogs, then if you have the right people around you, they will follow you right into the crap “literally” to get the job done. In the auction industry, I have seen the owner of auction company walk across the yard and pick up garbage after the sale. When the lowest guy on the totem pole sees the president of the company pick up a coffee cup blowing across the farm yard, and he is policing the garbage, this demonstrates what is expected of him and everyone else. This is leading by example in its most basic form.

What if you weren’t born that way?  
Let’s just say you aren’t wired to do

that. I am going to be rough on you and say, get up in the morning and work to your full potential every day. No excuses, just recognize the job that needs to be done and get your work gloves out.

In short, all of life doesn’t have to be a pit. Every job doesn’t have to be in a pit. But when you need to get in the pit, just do it and get it over with. Keep your mouth shut when you are down there, of course.

Always remember, it’s a beautiful day to be alive. See you at the summer picnic.





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# Big Windup and No Pitch

*Just Do It*

**Steve Proffitt**

General Counsel, J.P. King

Contact 



**T**he biggest mistake many auctioneers make is the same one that a lot of folks in other fields make – they don't take the step they ought to take when they ought to take it. Instead, they procrastinate...wait...don't act.

## Stump the lawyer

I was a young lawyer assigned to handle a new case. To me, the legal and procedural issues mimicked spaghetti – jumbled spaghetti.

The case had been in my office for a week. The truth was I didn't know what to do first, let alone beyond that. The ball was still on the tee and I was beginning to feel alarm as time passed and nothing was being accomplished. Aging was not going to make this situation better. Only productive steps could do that, but I didn't know what steps to take.

## Wakeup call

It was the middle of the night when I awoke worrying about the matter. As it played through my mind, my anxiety grew. I soon realized sleep would not return easily. As my mind churned away at the case and my stomach tightened, an idea popped into my head. I had the answer!

It wasn't what I wanted to do, but it was what I needed to do. I decided that in the morning I would go to my mentor and confess my predicament. This was a hard choice, because I had been practicing for a little while and felt the case had been given to me with the expectation that I could

handle it – and not on the basis that someone would have to hold my hand along the way.

## Good advice

The first thing I did after arriving at the office was to go my superior's office. There, I made the embarrassing admission that I was stumped on my recent assignment. I dreaded a look of dissatisfaction from him, but it never came. He was understanding and helpful. I remember him telling me:

"Steve, there are plenty of lawyers who wouldn't know what to do on this case. It's got some real complications. Some would wring their hands and end up doing little or nothing. Eventually their procrastination would become a real problem for the client and for them, too. The key is to make your best judgment and do something – even if turns out to be wrong, it's better than doing nothing. When you do something, something will come from it and step-by-step you'll find the right course."

That was good advice then and it's good advice now. It has served me well over the years in a lot of situations. Sometimes what I do is wrong but, once I see that, I change course and keep moving. What I try



not to do is be like one of those people that my Momma has long described as, “Big windup and no pitch.” They talk a lot and do little.

### Showing up

I heard a fellow describe this rule another way. A couple of my boys were watching a TV show at the house about duck hunting. I was working on a column and trying to listen to the show. The man who was featured was an avid duck hunter. He caught my ear with his description of all the work he had done during the offseason with his dog, boat, decoys, gun and other equipment just to get ready for the opening day of the upcoming duck season.

On the eve of the opener, the weather turned atrocious. A powerful storm system was moving through with chilling temperatures, heavy rain, and strong, gusting winds. Suddenly, none of his buddies were available to go hunting the next morning. The sad fellow was looking at being stuck at home and missing the opening day that he had prepared so hard for and looked forward to so much – or would he?

### Heading out

In predawn darkness the next morning, with the temperature hovering around freezing and the winds driving snow and sleet, the camera caught the fellow hitching his boat to his truck, checking to ensure all of his equipment was in place, and loading his Lab in the cab beside him. Then he headed toward the lake where he hunts. Before sunup, he launched the boat and he and the dog headed for a protected cove to set decoys and get ready for whatever was coming next.

What followed was a missed shot at a lone duck riding a jet stream overhead. At the end of a long and tiring morning, with the weather as rough as it had been from the outset, the host loaded his boat back onto the trailer and, with a beleaguered look into the camera, said:

“I didn’t get anything but wet and cold; but it was a perfect day, because I was here. When I was ten years old, my daddy told me, ‘Son, 90 percent of life is just showing up.’ Well, I showed up today.”

### Grab gold

My legal case and this duck hunter offer different examples that each stand for the same principle – the importance of doing something. So here’s a question: Are you just watching life and opportunities pass by, or are you showing up and grabbing for the brass ring?

Recently our company sold a piece of land at auction. The property was surrounded by development, so it had great potential. The land and seller were five states away from where we are located. Imagine how many auctioneers and auction companies are much closer to that property and seller than we are. Still, none of these outfits had called on the seller, let alone made a proposal to sell the land at public auction.

We made that call and presented a good proposal. Soon we had a new client and a valuable property to market. In less than 90 days, we conducted an auction and sold the land. It brought almost \$14 million and made for a good payday for our taking a step that no one else had taken.

### Conclusion

What steps did you take in your business yesterday to land a new seller and desirable assets to auction? What steps did you take today? What steps will you take tomorrow?

The marketplace has a lot of good sellers and properties available to those who will prospect to find them and work to land them. Give yourself a chance to accomplish something big. Take the step. Do something. Make it happen.

Like the Nike ad says, “Just do it!”

*Steve Proffitt is general counsel of J. P. King Auction Company, Inc. ([www.jpking.com](http://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](mailto:sproffitt@jpking.com).*

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## Negotiation Tip

### *The Blame Game*

**John Hamilton, DREI**  
[www.GoodNegotiator.com](http://www.GoodNegotiator.com)  
 Contact 



**I**n this era where people claim to never be at fault for any of their misdeeds, you might be puzzled that I'm suggesting the use of the 'blame game' as a negotiating strategy. Be assured that I'm disturbed by how many blame all their troubles on others.

I remain a strong proponent of individual accountability and responsibility. But playing the 'blame game' does have its place in negotiating.

**Negotiators who use the blame game technique can "have their cake and eat it, too." They can be confrontational with their**

**negotiating opponent and at the same time come off as understanding and even sympathetic.**

This technique isn't new and I suspect you have even used it on occasion. It involves one's reaction to a proposal. It could even be a variation of the 'flinch' and the 'bracket' tactics. We know that a curt rejection of a proposal tends to cut off or restrict future constructive bargaining.

The blame game, however, softens that rejection by deflecting blame to others.

It begins with one sharing with their opponent that they somewhat agree with their position (or price). They goes on to share that they won't be able to accept those terms due to some outside influence. That outside influence is the reason (or blame) for the rejection.

**It would sound something like this:** "Fred, I'm certainly not an expert on what widgets cost these days and I can only assume that your price of \$400 per unit is somewhat fair. My problem is that my [manager, boss, spouse, board, etc.] won't allow me to pay that

much for them. It's just not in the budget. How can we make this work for both of us?"

Using the blame game positions you to play both sides of the issue. **This technique doesn't so much challenge the price on a value basis, but instead challenges the price based on a limitation from an outside (higher) authority who isn't directly involved in the negotiations.**

Think how this comes across. It says, "I'm on your side, but \_\_\_\_ has my hands tied."

We become somewhat of an ally to our opponent, but a concession will be required from them in order to complete the deal. It certainly conveys two critical messages: First, the initial proposal won't work. Second, it tactfully seeks concessions that can result in a good deal for everyone.

Good negotiators can reject proposals, seek concessions, and still maintain a cordial atmosphere.

Consider implementing the 'blame game' as you 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: \_\_\_\_\_

Spouse Email Address: \_\_\_\_\_

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



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# 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

**Scholarships for \$1500 each (subject to change) from the MSAA and MSAA Auxiliary**  
**Deadline: November 1**

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 Conferences/ Meetings 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 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.

5. Current letter of recommendation is required for ALL scholarship applicants.

### Absolute Deadline – Must be postmarked by November 1

*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 Association Conference and Show.*

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

**Return to:**

Sara Fahey, Committee Chairperson  
 661 E. Forest St. Belle Plaine, MN 56011, 952-873-2682  
 Scholarship Committee: Conny Rime (chair), LuAnna Finnila, Anita Aasness



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## Rick Berens Scholarship Application

Funds available will be determined from the proceeds of the Rick Berens Scholarship Fund.

Deadline: November 1

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  
 Employee

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 (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 re-apply. If no qualified recipients apply, there will not be a Rick Berens Scholarship award that year.*

Name of College or University of enrollment: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

### CHECKLIST

1. Complete and attach the Official Applicant Form.
2. Submit 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. Please complete on separate page, sign, and ATTACH ESSAY TO THIS APPLICATION FORM.
3. Attach a letter of recommendation from a current, active MSAA member. This is required for ALL scholarship applicants.
4. Use this scholarship toward tuition at an auction school.

### Absolute Deadline – Must be postmarked by November 1

*Relative of winner will be notified before the annual convention. Winner and MSAA/Auxiliary member are encouraged to attend the Saturday Night President's Banquet at the Annual Minnesota State Auctioneers Association Conference and Show.*

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

#### Return to:

Rick Berens Scholarship  
 c/o Sara Fahey  
 661 E. Forest Street  
 Belle Plaine, MN 56011

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