

# MSAASUPPLEMENT

Don't Guarantee That  
Page 8



## MSAASUPPLEMENT

October 2015 | Issue 85



## 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.

## Contents

### 5 **IT'S LIKE RIDING A BIKE**

From the Desk of the President

*Matthew A Schultz BAS*

### 8 **DON'T GUARANTEE THAT**

Keeping Costly Promises

*Steve Proffitt*

### 10 **NEGOTIATING TIP:**

Sending a Tip Message

*John Hamilton, DREI*



# MCAA Board of Directors

## OFFICERS

Matthew Schultz, President   
 Greg Christian, Vice President   
 Frank Imholte, Executive Vice President   
 Lowell Gilbertson, Executive Vice President Emeritus   
 Chris Fahey, Immediate Past President 

## DIRECTORS

### Terms Expiring 2016

Austin Bachmann   
 Allen Henslin   
 Shelley Weinzetl 

### Terms Expiring 2017

Scott Gillespie   
 Jeremy Schafer   
 Bridget Siler 

### Terms Expiring 2018

Kevin Swanson   
 Dave Thompson   
 Lee Ann Vande Kamp 

MCAA Supplement | Publication Staff

## EDITORIAL BOARD

Matthew Schultz   
 Frank Imholte   
 Greg Christian 

## DESIGN

Rock on Design 

# Announcements

## Prayers Needed

Joe Przybilla is being treated for cancer that was misdiagnosed as a nerve problem for over a year. Joe is at Mayo in Rochester for treatments and the outlook is positive. Keep him in your heart and prayers as he, Rosi, and family work through this journey. His cell # is 320-248-3590.

Please also pray for member Patty Brunn and her family on the loss of her son, Joe.

I have a very sick daughter and we could use all the prayers we can get. Mariah was diagnosed over 20 months ago with an incurable kidney disease called Focal segmental glomerulosclerosis (FSGS). It is a nephrotic syndrome in children and adolescents, as well as a leading cause of kidney failure in adults. They have tried several different stages of treatment but the kidneys did not respond. We are nearing the stage where they are getting ready to remove Mariah's kidneys and put her on dialysis for 5-6 weeks before transplant. They are currently seeking donors for Mariah. Anyone who is O+, not overweight, and less than 50 yrs old can apply. Get a hold of me for more information. The doctors have stated that she has one of the most aggressive cases on the books and some days things look pretty bleak.

I love the auction community and being an auctioneer and I want to humbly for all the support that the MCAA can/could give. Read more of her story at a page my family has started [www.gofundme.com/mariahs](http://www.gofundme.com/mariahs).

Thanking you in advance and God Bless,  
 Jeremy Lange  
 Wayne Pike Auction II  
[jeremy@waynepikeauction.com](mailto:jeremy@waynepikeauction.com)

FOLLOW ME ON 

 Find us on Facebook



# Announcements

## P.A. For Sale

2) MegaVox P.A.s: one wireless, and one with handheld mic, which can be hooked together for stereo; two chargers, two new batteries, and a hard poly travel case with wheels.

Asking \$795.00 or best offer. Contact Col. Fred Joseph at 320-828-3255 or email [FJoseph07@yahoo.com](mailto:FJoseph07@yahoo.com).

## 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)



# It's Like Riding a Bike

*From the Desk of the President*

**Matthew A Schultz BAS**

President of the MSAA

Contact 



**F**all is here, and auctions are in full swing getting ready for the first flurries of winter (I know...I did not say the “s” word). This past year I have had the chance to work with a number of members across the state from Farm/Ag equipment to antiques/collectables, to even shop/household merchandise. It was interesting to me that there were various clerking techniques used at these very different auctions.

At the Farm/Ag equipment auction the most modern of technology was being used. The clerking software was cloud-based, running off the wifi signal that the auction company was broadcasting at their location. The auctioneers each were outfitted with cell phones to communicate with a remote online operator, boom microphones were used to communicate with the crowd, and in addition the audio was being streamed live on the internet as well. A lot of moving parts needed to happen in order to reach the maximum potential for the merchandise. Cloud-based clerking relies on having a mobile or wifi signal and has unlimited reach, as long as you are connected to the cloud.

At the antiques and collectables auction, Maxa, the precursor to cloud-based clerking, was being used. In this instance the software runs off radio communication between the clerking stations and the cashier. Online bidding was being offered, but the online operator was sitting right next to the auctioneer. There were staff handling absentee bidding by phone with bidders, or even left bids. In addition to all of that going

on, the auctioneer was selling in set bidding increments and would change the bidding at the price breaks, so if you wanted to be a bidder you had to bid in the increment being offered.

At the shop/household merchandise auction, the precursor to all of the above mentioned methods was being used - hand clerking with paper. In this instance the clerk was standing within a few feet of the auctioneer, and had a sheet runner coming and going all day long. It was interesting to be a part of this auction in particular because it was like stepping back in time for me to when I would run clerking sheets to the mobile office as an auction brat (just ask Romie).

In these examples, the methods used were very well executed and each team knew how to handle their chosen method pitfalls all very well without a hiccup. So no matter what method you choose to use, clerking an auction with whatever method works for you is the best course of action. But, don't be afraid to try new things! It is like riding a bike; no one ever gets it the first time but when they do, look out!



## MSAASUPPLEMENT

October 2015 | Issue 85





As we look ahead to January’s Conference and Show, we have some great education lined up for us again this year: Coins and Currency at Auction, Online Real Estate Auctions, Redwing Pottery, Technology, Real Estate Continuing Ed, family fun, and the make and take opportunities the auxiliary has planned.

In closing, I want to say thank you to our members and our board for the outstanding job they do with our association. I also have some exciting news to share from Vita and myself: we recently were engaged and both look forward to seeing all of you in January as Mr. and Mrs. Schultz. May you be safe on the roads this fall during the harvest season, and may the coming New Year be a blessing to you.



# MSAA SUPPLEMENT

October 2015 | Issue 85





# MILLIONS Of Visitors

HIGHLY RANKED IN SEARCH ENGINES

UNLIMITED LISTINGS

UNLIMITED TEXT & PHOTOS

NO LINKING RESTRICTIONS

GLOBALAUCTIONGUIDE.COM  
AS LITTLE AS \$1 PER DAY

AUCTIONGUY.COM  
100% FREE LISTINGS

## SHARE YOUR DATA

FREE WEBSITE HOSTING

FREE CALENDAR WIDGET

100% FREE LISTINGS!

COMPLETE CATALOGS



AUCTION  
**GUY**

CALL 1-888-669-3981  
OR VISIT US ONLINE AT  
GLOBALAUCTIONGUIDE.COM  
& AUCTIONGUY.COM

# Don't Guarantee That Keeping Costly Promises

**Steve Proffitt**

General Counsel of J. P. King Auction Company, Inc.

Contact 

**A**n email arrived ...

"Steve, I'm an auctioneer and I sold a nice piece of furniture to a buyer who lives in another state. The buyer paid \$5,000 by check. I paid the seller. Then the buyer's check bounced and that caused some of my checks to bounce. Now everybody from the grocery store to the phone company is after me to make my checks good. I've also been hit with numerous charges by my bank and the places that I sent my checks. I'm scrambling to make these checks good. The seller cashed the check I gave him and got his money. My contract with the seller makes me responsible for collecting the money, but the buyer won't respond to my calls or letters. I can't afford to lose \$5,000. Do you have any suggestions?"

## On the Road Again

I was on the road presenting a program I call *Ten Auctioneering Pitfalls and How to Avoid Them*. Pitfall number nine cautions auctioneers to stick with what they know and stay out of where they don't belong. This means auctioneers should not guarantee the collection of funds for sellers. This burden and associated risk should remain where it belongs... on sellers.

This is an easy call for me, because the point is so obvious. Unfortunately, many auctioneers don't see it or refuse to acknowledge it. I had no sooner given this caution in my talk when a well-known auctioneer raised his hand.

"Steve, you must know that what you just said goes against what the majority of us are doing," he said.

"Yes sir, I do. So what's your point?" I answered.

I wasn't trying to be sarcastic. I was trying to further emphasize the point I had just made. It doesn't matter what the majority of auctioneers do, if it's wrong – and this practice of guaranteeing the

collection of funds for sellers is way wrong.

## Return to Email

I have an answer for the auctioneer who wrote me, but it comes too late to help him. He should never have given that guarantee to his seller. He answered his own issue when he began his email, "I'm an auctioneer..."

Yes, he is. So what do auctioneers do? They sell things. What would give an auctioneer the idea to wander beyond selling and venture into an area where he almost certainly is ill-equipped – like banking and collections? These are the waters that auctioneers plunge into when they guarantee the collection of funds for sellers.

This auctioneer paid out money to a seller that he didn't have (the check was uncollected funds) and then undertook the responsibility for collecting any bad debt from an unknown buyer. That is not the auctioneer's business and it was foolish for him to undertake this responsibility. He never intended to end up giving the seller his money, but that's what he did and it bit him where it hurts most... his pocketbook.



### Bad Arithmetic

Let's see just how bad "guaranteeing" funds was here. I'll assume the auctioneer's commission rate was 20 percent, but wouldn't be surprised if it were less.

At a 20-percent commission, the auctioneer stood to make a gross commission of \$1,000 on the sale of the item. By guaranteeing the seller the collection of the \$5,000 sale price, he put himself at risk to lose his entire commission of \$1,000, plus another \$4,000 – a total of \$5,000. So the auctioneer risked \$5,000 in hope of ending up with \$1,000. When he lost the \$5,000, he received nothing in return.

If his commission was ten percent, the deal was even worse. In that case, he gambled \$5,000 hoping to gain just \$500. Does this sound like good business to anyone? Of course not.

Cut it any way you want and the answer is the same. This is bad math (and bad business) for the auctioneer, yet plenty of them undertake this risk with every sale they make.

### Copying Error

Years ago in school, a teacher cautioned you not to copy off of your "neighbor's" paper, because if the other student had the wrong answer, you would copy the wrong answer. That was good advice then and it's good advice today.

Some auctioneer dreamed up this "guarantee" years ago when auctioneers did neighborhood sales for local people, everyone knew everyone, and the auctioneer never expected to take a loss on anything. Then other auctioneers copycatted the practice to keep up. None of them gave serious thought to the changing landscape on which auctioneers now deal with more valuable assets, greater amounts of money, unknown buyers, out-of-state buyers, charge cards, rampant fraud, and all the rest that makes modern commerce so risky. Copycattling bad practices leads to bad results.

### Just Think

How many lawyers do you think would guarantee the collection of funds for clients? The answer is between zero and..."Are you

crazy!" Lawyers understand this risk and insuring collection is not their business, so they don't do it...ever!

How many auctioneers have training or experience in debt collection? That would be about none. But that's the role auctioneers cast themselves in when they make the collection of bad debt their responsibility. Why would an auctioneer want to be a debt collector? These are not complementary activities. Auctioneers ought to limit their work to what they know – selling.

### Recapping Points

Remember these points. First, the asset sold did not belong to the auctioneer. The furniture belonged to the seller. Second, the auctioneer was acting as an agent and not as a principal. Third, the contract for sale was strictly between the seller and the buyer. The auctioneer wasn't even a party to it and had no standing to sue anyone on it. That's the seller's domain. Fourth, the payment of the purchase price is part of the consideration flowing to the benefit of the seller. If the money doesn't flow, the seller should pursue its collection. Fifth,

the auctioneer is not a banker and should not place his money at risk. He gains no additional reward for doing so, but stands to suffer losses. Sixth, the auctioneer is not a debt collector and doesn't want to be.

### Conclusion

This poor fellow has a snowball's chance in the devil's kitchen of ever collecting this money. Certainly he knew that when he wrote me and I'm very sorry he's in this predicament and suffering this bad loss – but he did it to himself. Don't you do the same.

*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  
Copyright  
April 30, 2015*



## Negotiating Tip: Sending a Tip Message

**John Hamilton, DREI**  
www.GoodNegotiator.com  
Contact 



**N**ow I'm no big city traveler, but I have been to New York City and I am a "fish out of water" when I'm there. I didn't know until recently that cab drivers in the Big Apple know how to get big tips from their fare passengers. Their technique? **It's sending a bracketing message that actually identifies the exact amount** of tip they want from a passenger.

Here is what they do: When a passenger enters their cab and tells the driver their destination, the conversation usually stops. "Out-of-towners," however, are prone to attempt to strike up a conversation. This is a cue to the driver that they have someone in the back seat that will likely be vulnerable to a "tip message." In other words, the driver can

plant a message as to what tip they want from the passenger.

When the passenger asks, "How are you doing?" the cabbie shares that they're doing really great. They go on to say that it's because their last fare showed their appreciation by giving them a \$10 tip. Most "out of towners" don't have a clue as to how much to tip, but they do now. Guess how much? Yep, they tip the driver \$10. The amount can vary, but the technique is sound.

Now whether this tip message would work on you is best answered by you. But don't underestimate the power and influence of sending such a message.

What if you're in a commission business whereby most of your customers attempt to get a concession or fee reduction from you. What if when the conversation begins and the "How are you?" questions are exchanged, you share that you are feeling exceptionally good.

The customer very well may ask, "Why?" which allows you to share that your last customer was so great, so appreciative, and recognized the value of your services that they agreed to your standard fee. You

might even add how disturbing it is when others fail to recognize that value and attempt to haggle over the fee.

Do you suppose that this current customer was thinking of asking for a fee reduction? Do you think they are as eager to ask for it now, knowing that you've sent a message that others paid a full fee? Do you think that the customer feels somewhat responsible to keep you in a good mood?

Good negotiators know three things about Tip (Price) Messages:

1. They won't be universally successful.
2. They always set a tone and a bracket (anchor) that will be hard for one's opponent to modify.
3. Every salesperson would benefit from practicing their technique in sending them.

Isn't it time for you to be more attentive to such messages you receive, and likewise aware of opportunities you could send, in a similar message.

It's all part of sending controlling messages as we 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



# MSAASUPPLEMENT

October 2015 | Issue 85



## 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



# MSAASUPPLEMENT

October 2015 | Issue 85



## 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

Scholarship Committee: Renee Berens and Anita Aasness



# MSAASUPPLEMENT

October 2015 | Issue 85

