

MSAA SUPPLEMENT



MSAA SUPPLEMENT

January 2017 | Issue 100



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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Rock on Design 

Announcements

Theft:

A Kubota zero-turn mower was stolen from the St. Anastasia Cemetery shed north of Hutchinson, MN around December 22. If you see someone with a mower like this or have any info, please contact the Hutchinson Police Dept.

On September 24 and September 27, 2016 thefts occurred at two different locations in Ohio. Both offenses involved coins being stolen during an auction lot viewing at estate sales.

Leipsic, Ohio:

A person of interest in the theft of a 1907 \$20 St. Gaudens high relief PCI MS65 2012.02/10722 has been identified as Devon Ohara out of Michigan. The subject was seen leaving in a white pickup truck. The value of the coin stolen was estimated at \$15,000.

Bryan, Ohio:

A person of interest in the theft of a 1924 St. Gaudens NGC MS64 123246-025 has been identified as a Michael Devon using a Michigan driver's license as identification. The value of the coin stolen was estimated at \$1400.

The subject may be accompanied by a white female.

Anyone with information should contact:

Doug Davis
 817-723-7231
doug@numismaticcrimes.org

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Top-Notch Education

2017 Conference and Show Schedule

1.19.17 Thursday

- 8:00 a.m.–3:00 p.m. Vendor Set-up
 8:00 a.m.–5:00 p.m. Registration
 8:00 a.m.–5:00 p.m. **Real Estate Continuing Education**
 Mike Brennan
 12:00 p.m.–3:00 p.m. Contest Item Check-In
 5:00 p.m.–5:30 p.m. Contestant Rules Meeting
 6:00 p.m.–9:00 p.m. MN State Auctioneer Champion & Rookie Contest
 9:00 p.m.–Midnight Champion Auctioneer Reception

1.20.17 Friday

- 8:00 a.m.–9:00 a.m. Breakfast–Atrium
 8:00 a.m.–9:00 a.m. Marketing Contest Check-in
 8:30 a.m.–3:00 p.m. Registration
 9:00 a.m.–9:15 a.m. Opening Ceremony
 9:15 a.m.–11:00 a.m. **Keynote**
 Margi Simmons, Brave New Workshop
 11:30 a.m.–12:00 p.m. **Fast Talking Podcast LIVE**
 Andy Imholte
 12:00 p.m.–1:00 p.m. Lunch
 12:30 p.m.–2:00 p.m. Fun Auction Item Check-in
 1:00 p.m.–2:30 p.m. **Lessons from Granddad**
 Scott King
 1:00 p.m.–2:30 p.m. **Business Succession**
 Jim Fahey
 1:15 p.m.–2:45 p.m. **Auxiliary Sponsored Canvas Painting**
 additional fee
 2:45 p.m.–4:15 p.m. Nomination Committee Interviews

- 3:00 p.m.–4:30 p.m. **Ag Panel**
 Larry Mages
 3:00 p.m.–4:30 p.m. **Collecting the Civil War!**
 Steve Osman
 4:30 p.m.–5:30 p.m. Social
 5:30 p.m.–6:30 p.m. Awards Banquet
 5:30 p.m.–6:30 p.m. Junior Auctioneer Dinner
 6:30 p.m.–7:00 p.m. Junior Auctioneer Showcase
 7:00 p.m.–9:30 p.m. Fun Auction

1.21.17 Saturday

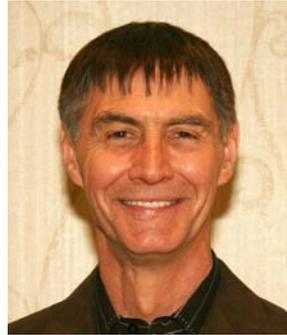
- 6:00 a.m.–7:00 a.m. **Going, Going, Strong**
 Julie Hanson
 7:30 a.m.–8:30 a.m. Breakfast and Town Hall Meeting
 8:30 a.m.–10:00 a.m. **Selling the Non-Distressed Seller**
 Scott King
 8:30 a.m.–10:00 a.m. **Seasoned Auctioneers**
 Scott Gillespie
 9:00 a.m.–11:30 a.m. Vendor Fair
 9:30 a.m.–11:00 a.m. Mixed Nuts–Family-Friendly Show
 10:30 a.m.–12:00 p.m. **Booking Auctions**
 Paul McCartan
 10:30 a.m.–12:00 p.m. **No Holes Left on Your Belt Buckle?**
 Julie Hansen
 12:00 p.m.–1:00 p.m. Recognition Luncheon
 1:30 p.m.–3:30 p.m. MSAA Bi-Annual/MSAF Board Meeting
 1:30 p.m.–3:30 p.m. Auxiliary Annual Meeting
 5:00 p.m.–6:00 p.m. Social - Atrium
 6:00 p.m.–8:00 p.m. President's Banquet
 8:00 p.m.–10:00 p.m. Hall of Fame Reception
 8:30 p.m.–9:30 p.m. Auction Professionals Have Talent Contest
 9:30 p.m.–Midnight Live Music



Happy New Year

A Year as Good as You Make it

Greg Christian
President, MSAA
Contact 



This year is going to be as good as you make it. My suggestion is to start by joining your fellow members at the MSAA Winter Conference and Show running January 19, 20, and 21.

Yes, I have missed a few since the first one in 1975 at age 19. Scrappy, blunt-talking, always fun Jim Henry was the President. He and others seem like friendly caricatures to me now - powerful, fun, and open. It was, and still is, a gathering where like-minded people build relationships easily. These are people that know what it takes to make an auction business work and are open to listen and share their life experiences. The comfort it brings me each time I attend is like a warm blanket and I want you to feel the same way.

Whatever your level of auction experience, come to share it, and by doing so you will bring home more ideas and contacts than you know what to do with.

Plus, there is the formal part. Leaders in our industry will present ideas, techniques, and insights on how to make you and your clients more money. Some of the topics include: Finding and booking better auctions, fostering a mindset for maximizing opportunities, Real Estate auction strategies, business transition, agriculture trends, health tips, Real Estate continuing education, and much more.

Enter the auctioneers contest Thursday night; find out if the judges think you are as good as the person in the mirror. Don't forget to bring something for the fun auction, where everyone gets a chance at the microphone.

New this year:

- The 'Auction Professionals Have Talent' Contest on Saturday night. Contact Kristine kristine@fladeboeauctions.com to compete.
- Bring a piece of auction history to be digitized and posted on the MSAA website.

If you are an online-only auction business, please join us! We can help each other. It is always a great time to be in the auction business. Learn and grow with us.

It might be to late for the \$99 rate, but call our hotel at 952-542-8600 and ask for on property reservations and let them know you are with the MSAA to get the best price.

"Coming together is a beginning; keeping together is progress; working together is success."
—Henry Ford



EDIT: I Am ~~Not~~ A Runner

Reaching New Limits

Bridget Siler
Director, MSAA
Contact 



New Year's Eve, 2015. Ever since cross country try-outs and track practices in high school, I had created the personal stipulation that "I am not a runner." I hated running. I never thought I was any good at it, nor did I ever want to be. Fast forward to last New Year's Eve. I was on a personal mission to prove to myself that I could do anything I set my mind to. Even if my mind had already been set. So I set the goal. I set the goal to run.

Now, keeping the ever-used strategizing technique of creating a SMART goal, I knew I had to be more specific than the goal "in 2016, I will run." So in the effort to create a **S**pecific, **M**easurable, **A**ttainable, **R**ealistic, and **T**ime-bound goal, I set forth the following: "in 2016, I will run (at least) one 5K race event per month, each month, for the entire year." That goal effectively committed me to physically running 37 race miles in 12 days over the course of 2016. I felt like that was a "SMART" goal, given my full time work schedule, that I did not really "enjoy" running, would need to train, and would like to maintain training throughout the year. So, I started running in January of 2016.

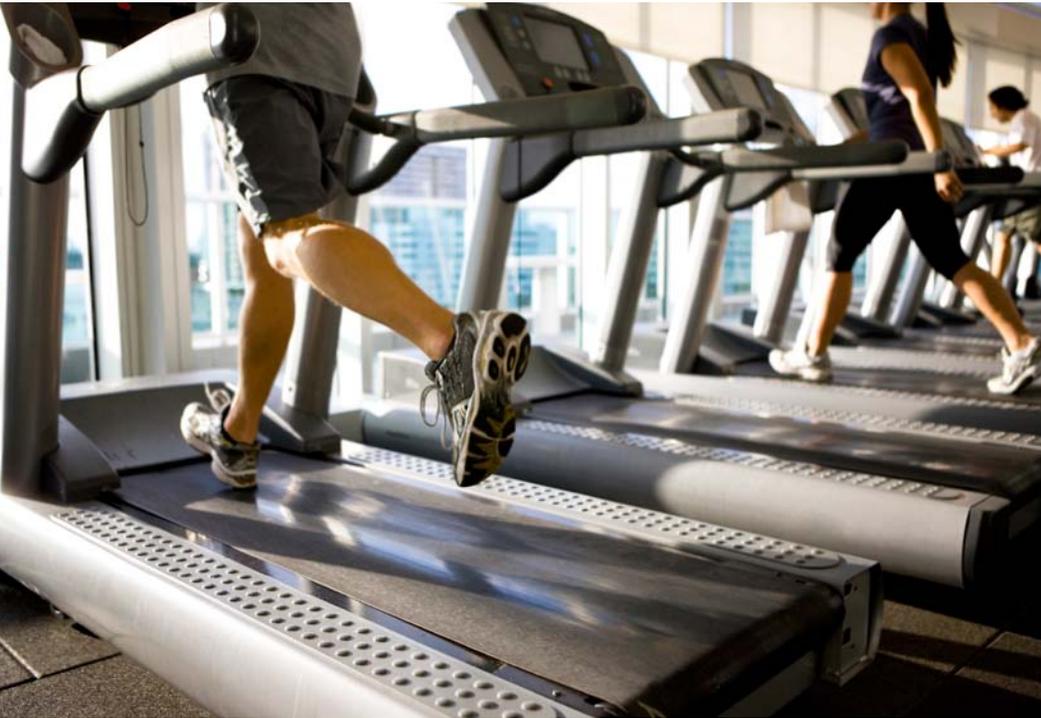
Now, a little background prior to this goal set. In the summer of 2015, I had been challenged by a good friend to join her in running a 5K. When I saw her inquiry, I remember scoffing at my phone and proceeded to ask a series of questions and set another series of stipulations to solidify with my friend that she understood my personal preset presumption that "I am not a runner." I reluctantly committed, three months before the event. Fast forward to the week before the event, I became quite ill with the flu. I came up with about

every excuse under the sun not to do the event, that I would be too sick by the end of the week, etc. Well, I rested up for the week and when it came to race day, I felt like I had the energy to at least give it a shot and keep true to my commitment. I told my friend I was in, but we would likely be walking a majority of the race.

Race day came. We get to the starting line and there are thousands of people of all types signed up for the event. The excitement is growing as it gets closer to race time as more and more people show up to run the event. Finally, it is race time, the gun fires, and we are all off running the first stretch of the race across the Stone Arch Bridge in Minneapolis. The excitement, atmosphere, and motivation immediately overpowered any mental barriers of physical illness and before I knew it, I had run the first mile of my 3.1 mile commitment. Now, I did tucker out shortly after that mile, but with some walking breaks and motivation from my friend, we finished the race at a running pace.

Months after this event I had another opportunity to run a race on a whim. Mind you, I personally





had done no training prior to either event. The next opportunity I found was in Gainesville, Texas. My schedule provided time to join a Halloween 5K run down the airport tarmac. I thought to myself, when else will I ever get a chance to run on an airport tarmac? And since I was able to finish the last race being physically ill, I went for it. I was very lucky to meet up with a new friend who ironically was also a Couch to 5K coach in her local area. So off we went, she running the 10K, and I running the 5K. Her encouragement and guidance helped me even further realize that "heck, maybe I'm not a runner, but I certainly CAN do this running thing!"

Those two running events in 2015 and the personal motivation to prove myself wrong, were my stepping off point to creating my 2016 New Year's resolution. And I will tell you, it has certainly had its challenges as well as victories. Not only did I complete my goal this year, but I ended up running some of the farthest distances I have ever set forth to run. In March, I challenged myself further by running a 7K. Then in April, took on a 15K. That was an intimidating run, when every footstep after mile 5 was literally the farthest distance

I had ever run in my entire life. Blasting forward with the sense of accomplishment from finishing that race, I decided to take on a 10 mile race around Lake Waconia in June. And at the end of it all, I have been able to successfully run 56 total race miles in 12 given days of 2016.

Now, I share all of this to hopefully motivate and challenge you. At the end of this journey I have learned a lot. I have learned about my physical endurance as well as my mental endurance and was able to see how I may be limiting myself in other areas of my life as well. I learned that I can accomplish anything I set my mind to, and the only limitations were those I had created myself. I learned after years of self-doubt that "I am a runner." So, in this January MSAA publication and my last article entry as a 2014-2017 MSAA Board Member, I challenge you. I challenge you to set yourself a SMART New Year's resolution for 2017. Whether it be personal or professional, set forth to accomplish something you never thought possible. Turn your "can't" statement into an "I AM" and "I CAN"! Make 2017 your year to reach new limits.



The Bargain Concept

Bidder and Seller Expectations

J. Scott King

Director, National Auctioneers Association

Contact 



Bidders and sellers make our world go round. We, as auctioneer professionals, need both. The Auction Method of Marketing simply won't work one without the other.

Do you know we can heavily influence how the public perceives auctions? We do, and much of it begins with our own marketing. Many of us actually use an approach to engaging the buying market that is potentially hurting our auctions and alienating future sellers from using our service.

Just how is this so? Let's start with the bidders. The more bidders the better, right? But if you step back and look at how we try to attract these bidders we can all agree an interesting pattern exists and it is promoting the Bargain Concept - the prospect of buying a bargain.

Ask most any auctioneer why bidders attend auctions and they'd tell you, "Bidders love bargains and that's what brings them back." But do you ever stop to wonder why this is? Many auctioneers think promoting the Bargain Concept is probably the most important message to send to the buying market; the "Come buy something for less than it's worth because our seller has to sell" type approach.

Don't believe me? Pick up any weekend edition of the local newspaper and read the auction ads. Read for the primary message of each ad. Granted, not all the

ads will blatantly say "Liquidation Sale," "Bankruptcy Auction," or "Foreclosure Auction," but even still you rarely get this takeaway either: "You want this property/item because it's one of a kind and highly desirable."

I know, we can't promote "Come Pay Top Dollar" as the marketing message, but in touting the Bargain Concept are we not actually setting the buyers' expectations of the price points at which they will be able to buy? Think about it. When was the last time you saw Christie's promoting an Andy Warhol using the Bargain Concept? They don't. Auctioneers sell property because it has inherent value, not because it's cheap. We don't want to sell cheap stuff; we want valuable items, so why do we promote them as potentially selling for cheap then?

We say the 'cream will rise to the top.' The person who wants it the most will be the ultimate winner, and yes, that is true. But if the market of buyers was engaged as a result of the high quality of the property or its uniqueness (desirability), and not because they might get a bargain, isn't there a chance we may actually get better prices?



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Then let's bring in the aspect of prospect sellers' perception of the likely results auctions produce and why they won't consider selling by auction. After almost 35 years of selling the auction method to prospect clients, I can emphatically tell you it is because we have polluted their thinking with the Bargain Concept message of our auction campaigns and their perception of the type client who sells by auction.

We know from our own experience auctions produce good results for our clients. The properties bring fair market value. We also know there can be good buys at auctions, and rarely are there any steals. Even still, ask most anyone on the street if they'd consider selling their own house through an auction and most will say, "No way." And when you ask why, they say, "Because I don't want to give it away, plus, I don't have to sell."

Why do these potential sellers feel this way? I contend it is because we have tried so hard to get bidders for our auctions that we've alienated potential sellers.

Auctions create separation. They, by their very nature, put what we are selling on a pedestal drawing buyers' attention. Plus, the bidders already know they buy at a price they want because they can stop bidding at any time.

And yet, many of us feel we must convey an almost distress sale message when positioning our auctions in order to get bidders to attend, and in doing so, we have convinced potential sellers that only distressed sellers use auctions - sellers who must sell at bargain prices.

There are several points here, but if we want to get higher prices and broaden our seller market to include non-distress sellers, then we must stop promoting the Bargain Concept in our attempt to get bidders. Instead, we must promote what we are selling as having value, something people will want to buy, and that these auctions are for clients who don't have to sell.



Negotiating Tip: *Not Right Now*



John Hamilton, DREI
www.GoodNegotiator.com
Contact 

It's been awhile since I've heard the advice, "You better count to 10." You may recall that such advice is used to settle someone down. That pause can produce a calming effect.

Since negotiations can get high pressure and emotional, perhaps we would be wise to have available a calming mechanism to lower the resolve of our opponent. For example:

A parent gets a phone call from their teenage daughter who is at the mall. That teen is there to purchase some school clothes and

is authorized to use Mom's credit card for her purchases. The reason for the call - the over exuberant call - is that the daughter has found a blouse that she "just has to have!" The cost is way over the limit agreed upon before she left for the mall. The call, complete with begging, pleading, and over excitement, is to seek an exemption to make the blouse purchase.

The pressure is really on the parent. To say "no" would be crushing to the daughter. To say "yes" would yield to impulse buying and needless cost.

So what should the reply be? How about, "Not right now."

Now that's not what the daughter had in mind, but it wasn't a "no," either. Continual pleading will follow whereby the parent clarifies further by saying, "That blouse will be there tomorrow and there's no way you are to buy it now. Let's pick this up when you get home."

Now what transpires afterwards is hard to gauge. (Too many variables in play) But one thing is certain: the fever pitch to get one's way will be reduced.

Can this "Not right now" technique play a constructive role in our negotiations? How many times does our opponent demonstrate the same characteristics of that teenager wanting the blouse?

Our opponent is animated, overly demanding, and relentless to get their way. A firm "No" would be counter-productive to continued bargaining. A "Not right now" will inject a pause into the negotiations and bring a calmer demeanor when resuming discussions on the contentious point.

The pause almost guarantees that their initial zeal is reduced and it gives us time to identify concessions we would expect as a condition of going along with their proposal.

Good negotiators don't get "bull dozed" into making unreasonable concessions. They call a halt or pause that lets their opponent's demanding emotions pass and lessen. Tabling issues that can't be discussed "right now" can prove amazingly effective 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



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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:

Frank Imholte, MSAA
8160 Co Rd 138, St Cloud, MN 56301



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 Finnilla, 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

Scholarship Committee: Renee Berens and Anita Aasness



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