

MSAA SUPPLEMENT



MSAA SUPPLEMENT

Issue 02

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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 understanding their membership and the auctioneering profession as a whole.

Viewing Instructions

After the first issue it has been brought to our attention that some sections may be too small to read easily. A quick way to remedy this issue 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

2009 MSAA Conference & Show

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

Thursday, January 22 – Saturday, January 24, 2009

Alltel Center – Mankato, Minnesota

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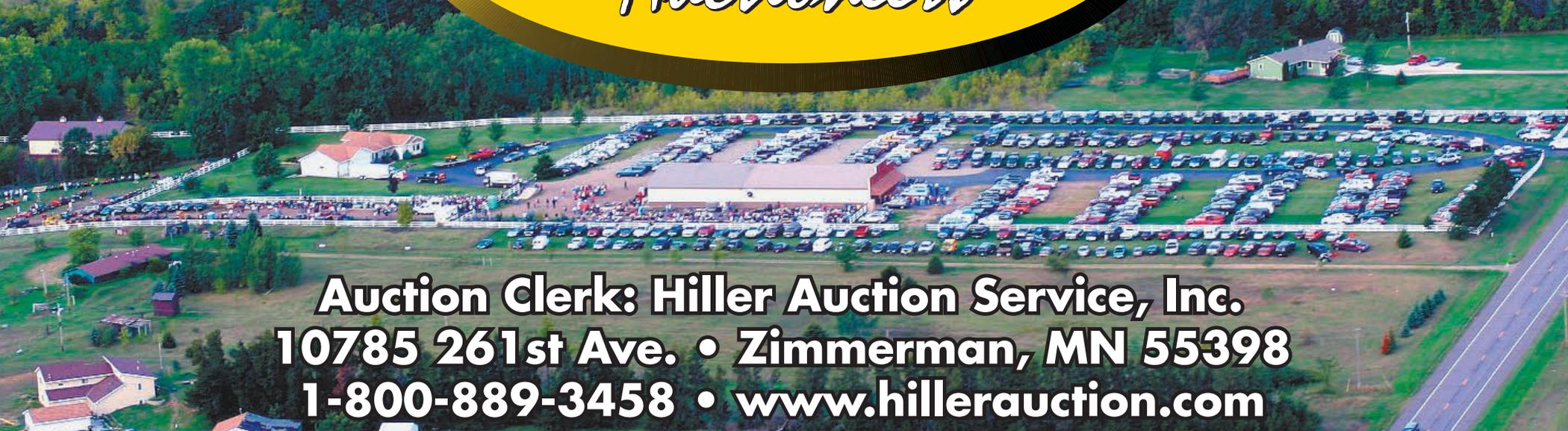


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My TOP 12!

Membership in the MSAA



Col. Frank Imholte
Executive Vice President
Minnesota State Auctioneers Association

When asked to write about being a member of the MSAA, I needed to take a few steps back to my first year before getting involved with or attending any function of the MSAA. Soon after graduating from auction school and ready to set the world afire, I soon realized that you don't just run an ad and have someone's auction. As a matter of fact, my first auction was my Aunt's, five months after the first school I attended. To this day, I'm still attending school and learning from many of you reading this article.

Although we had the matching shirts, the help needed, and the determination to get it done, there were many hard lessons learned the first year with no one to call. By an invitation of the current president, Beno Benoit, I attended my first conference (convention) in January 1980 and I've been attending ever since. Little did I know it was a life changing weekend! (Not counting the chimney fire we had that I left to attend to.) It made me realize that this is the best investment I've ever made.

I still remember my first fun auction and Pat Ediger getting me off the hook when I lost track of the bid, to Eileen Reisch and Wally Laumeyer greeting me, to a seminar by Chuck Cumberland. It was like it was yesterday. I believe with all my heart that I have an auction family to support me when times are tough and give me advice when needed. Why should you continue being a member and attend a conference?

Here are some of my reasons:

1. The people of the MSAA are the best in educating and sharing.
2. The conference and show provides seminars on current topics of interest.
3. The opportunity to visit and

share stories during breaks and sessions.

4. The chance to hear national auctioneers speak and share their expertise.
5. The ability to elect the directors and officers of the association.
6. Something we can do as a family.
7. Something that helps move us forward with a forward looking association.
8. Monthly supplement and bi-annual magazine as well as membership directory.
9. Being able to call an auctioneer when I have a marketing question.
10. Raising the bar and improving the auctioneering profession.
11. Truly a second family in good times as well as hard times.
12. Being recognized as a contributing member to the greatest job on earth.

This list could go on, however space is limited. Get involved! As Don Babbitt told me at the first conference when I asked, "how do you compete against established auctioneers?" he said, "you just gotta out live 'em." Here's to a long and prosperous life.



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The Dairyland Peach

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• Princeton • Milaca • Onamia
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763.389.1222

Morrison County Record

• Little Falls • Long Prairie • Pierz • Foley
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Real Estate Auctions

Staying Positive in a Negative Market

Kevin Hiller

Board Member

Minnesota State Auctioneers Association



As I sit down to write this article, it is Wednesday morning November 5th. Thank God the election is finally over!!! Like many of you, I'm not going to miss the political ads. Hopefully, without all the talk of doom and gloom and if the Fed's bailout can stabilize the housing market, we can get back to selling more real estate at auction.

We need to be upbeat when we talk to the public. It is a great time to buy real estate and we need to say that to anyone who will listen. Home prices are about where they were 5-6 years ago. That's not a bad thing. If your seller is going to buy another house, the one they are going to buy is also cheaper. Affordable housing will produce more potential buyers. It doesn't take a rocket scientist to know more people can afford a \$175,000 home than can afford a \$275,000 home.

Another obstacle we face is the money people think they are losing. I recently sat down with a seller who was disappointed with the market analysis I had given him. He said a realtor had contacted him 3 years ago and said he could get \$75,000 more than I told him his property was worth in today's market. He felt he had lost \$75,000. This gentleman had bought his home and 120 acres in 1969 for \$29,000. He sold off 40 acres in 1980 for \$30,000. When I asked him how living in a home for nearly 40 years and having it be worth \$275,000 more than he paid for it was losing money, not to mention the new home was also cheaper, he said "I never looked at it that way." We need to stress the positives whenever we can.

I know there are sellers who cannot get what they owe on their property. For some, I am very sorry. However, it is not our fault as auctioneers if they refinanced their homes to buy boats or autos or pay off the \$30,000 they rang up on their credit cards. It is not the housing market that put them in this position.

Over the last year or so, I have seen and heard of some real estate auction practices that bother me. One was an ad that had in bold print "Absolute, No Reserve" at the top of the ad and at the bottom in small print "subject to estate confirmation." Another was advertising absolute and then having the seller sign a cancellation so it could be changed to a reserve the day of the auction. I also have seen starting or opening prices highlighted to trick buyers into thinking that it was the minimum. As far as I'm concerned, the word "absolute" is the best sales tool you can have. When you play games with the word, you tarnish it for the rest of us.

We all want sellers who will sell absolute or with a very low reserve; don't we owe it to them to define the terms? If this continues, there will come a day when a seller hears from a potential buyer "I didn't come to the auction because I didn't believe it was really





“[The buyer and seller] can agree to not have disclosures but you should have it documented. I prefer the home inspection. They cost about \$250 and I feel more of an investment than an expense. The buyers will spend more because they know more about what they are buying and if there is a problem it can be addressed before the auction”

absolute.” Do you suppose that will result in a lawsuit?

For those of you selling real estate without a license, there is a new law that went into effect this summer you should be aware of. It has to do with carbon monoxide detectors. New homes are required to have hard wired detectors and existing homes need to have plug in units. If you are representing the seller you should advise them to install them. If for some reason they refuse, at least have the buyer sign something saying they assume responsibility for installing them before they move in.

This isn't a new law but you should be having the sellers fill out disclosures on the property or have a professional home inspection done. If you don't, to cover your backside, have both the buyer and seller sign a waiver. They can agree to not have disclosures but you should have it documented. I prefer the home inspection. They cost about \$250 and I feel more of an investment than an expense. The buyers will spend more because they know more about what they are buying and if there is a problem it can be addressed before the auction.

In closing, I see there is another 400 home auction advertised on TV. Why the banks feel an auctioneer from Florida or California knows more about our marketplace than we do is beyond me. Then again, these are the bankers who brought us this huge bailout. Like “carpetbaggers” when the money is gone, these national companies will be gone as well. But the public's perception of real estate auctions will remain. I recently sat in a continuing education course for my real estate license. To put it mildly, the instructor had nothing good to say about real estate auctions. I've since been told he was referring to these large auctions; however, it didn't come out that way at the class. These large national companies that run these auctions are a black eye on our profession. Their tricks, like “opening bid \$10,000” as if it's the minimum or writing purchase agreements and then attempting to renegotiate the price weeks later, make the public think we are crooks. Don't stoop to their tactics. Be honest with both your buyers and sellers and hopefully the rest will take care of itself.

Have a happy holiday season and I'll see you at the convention. ■



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The Leader as Communicator

Understanding Behavior Styles

Jill McCrory

Leadership Outfitters, Inc.

Each of us brings something unique and valuable to any group with which we interact. In addition to our skills and talents, we each have different approaches to communication. Leadership and communication styles are woven intimately together and your primary style will often determine how you initially respond as a leader.

A variety of resources offer advice on being an “encouraging” leader, a “bold” leader, or an “inspiring” leader. But what if you aren’t naturally encouraging, bold, or inspiring? If you are not naturally comfortable as a risk taker or you don’t feel particularly warm and fuzzy about your team...that’s OK. The fact is that everyone leads differently because we each have our own mix of styles and temperaments.

Your particular style of communicating and leading will influence how you approach, interact, and respond to others. Some of us are relaxed and thoughtful, others are driven and demanding. Sometimes our predominant style works to our advantage, but more often than not, relating to those with different styles is frustrating and may cause conflict in the group, in the community, and even at home. We expect others to see the situation like we do and expect people to respond and process the information in the same way we do, but often that’s just not what happens. The challenge for leaders is being aware of our own styles and learning how to interact effectively with those who do not share the same style mix.

The Greek physician and philosopher Hypocrites first recognized behavior styles in 400 B.C. He

identified four basic types of temperaments and linked them with liquids in the body. Today, we know that there is no link with bodily fluids, but Hypocrites’ original concept of four styles or temperaments has remained. He called them Choleric, Sanguine, Melancholy, and Phlegmatic. Since that time, others have identified these styles with a variety of names, many offering assessments that determine your predominant style. You may be familiar with names like DiSC, The Behavior Style Assessment, True Colors, or Myers-Briggs. Our base styles influence how we interact, and although we can adjust to other styles, we are most comfortable around our own particular style.

Below are four broadly categorized styles, of which most of us have one style or a combination of styles that is most comfortable. See if you recognize your style below.

Choleric, Directive, Assertive, Dominant, Controller

Directive leaders have high expectations of themselves and others. They make quick decisions, are self-reliant, are usually comfortable taking risks, and are results oriented. However, these leaders can also be competitive, determined, have lower active listening skills,





and can crave power. Choleric leaders are often seen as demanding and driven. This is the leader that rushes in with a big idea that he/she thinks should be implemented right away. These folks want bottom-line answers and quick results, and are often criticized for being impatient, single-minded, and heartless.

Getting along with these folks requires that you:

- » Ask specific questions
- » Be as direct as you can
- » Use goals and ends to get them on board
- » Don't interrupt
- » Always deal with the fact, not the person

Melancholy, Analytic, Logical, Compliant

Analytical leaders are those that examine the data and prefer process and order. They are accurate,

conscientious, precise and deliberate. They may want additional time to make decisions, are considered to have their emotions under control, and may be hesitant to take risks. Logical leaders are often seen as being obsessed with data, unable to make a decision, and slow moving. This is the leader who has to have the chart "just so" before it is published, or that corrects all your spelling and grammar mistakes. They would probably have a map of where they are going before leaving home for a new destination.

Getting along with these folks requires that you:

- » Be prepared and know your facts
- » Use specific data in an analytical form
- » Use examples
- » Allow time for processing and decision making

Sanguine, Creative, Persuader, Expressive, Influential

The creative leader is that motivating, energizing, outgoing person who inspires us all. Other characteristics include generous, influential, and socially confident. This leader may be seen as dramatic, emotional, and impulsive. Sanguine leaders are often seen as being eccentric and overly dramatic. These folks consider the environment around them and how things "feel." Often, this is the leader who suggests that everyone wear a funny hat to work for April Fool's day.

Getting along with these folks requires that you:

- » Spend time on the relationship
- » Use ideas that elicit an emotional response
- » Use incentives
- » Request their opinion

Phlegmatic, Empathetic, Stabilizer, Amiable, Steady

Empathetic leaders care about including everyone. They are patient, supportive and considerate. These folks are easy going and dependable, and would just like everyone to get along. They are often seen as deliberate, questioning, and too concerned with others' feelings. Phlegmatic leaders

are often seen as the "softies" of the office; caring about others and considering how others might feel. These folks care for the team and will ask for input from everyone. They are often accused of caring too much and being too "touchy-feely."

Getting along with these folks requires that you:

- » Show concern
- » Create a supportive environment
- » Request input and suggestions
- » Ask a lot of questions

We each have a combination of styles, some stronger in one area than others. The key to effective communication is being aware of your own style and accommodating others' styles. This accommodation can be uncomfortable and take a lot of energy, but it is worth it when improved communication is the result. ■

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Lawyers – Not So Funny

Working with Lawyers 101

Steve Proffitt

J. P. King Auction Company, Inc.

What's the difference between a catfish and a lawyer?

One's a slimy scum sucker... the other's a fish.

Good one, huh? Tell that to a lawyer just before you ask him for some business – well, maybe not. I love jokes like that, but not all lawyers do. Since lawyers represent one of an auctioneer's best sources of business, maybe you should hold those jokes for a different audience. Let's talk about meeting lawyers, cultivating them for business, working with them, and keeping them coming back.

"Nothing happens until..."

You've heard the saying, "Nothing happens until something is sold." This is especially true for auctioneers who must be "double sellers." Before an auctioneer can sell anything at auction, she must first sell a seller on selling at auction. Obviously, auctioneers do a lot of selling.

The auction equation has two sides – seller and buyer; but these parties are not of equal importance. Sellers are far more valuable to auctioneers in the post-Depression economy than are buyers. That's because sellers of quality assets are much harder to get than quality buyers for those assets. If this weren't so, every auctioneer would be booked solid with good auctions and that's not the case.

Auctioneers are constantly searching for sellers. Some of the best are those that represent multiple auctions. Lawyers are at the top of the list of those who control "work by the bushel" for auctioneers.

Nevertheless, not all lawyers are good prospects. The great majority have no business for auctioneers, because their clients don't sell at auction. Those with clients who do sell at auction are typically in one of four practice areas: (a) bankruptcy, (b) trusts and estates, (c) business

(i.e., liquidations), and (d) domestic relations (i.e., divorce).

Meeting them.

So where and how do you meet lawyers? The answer is wherever and however you can. Lawyers are everywhere all around and you need to be constantly looking to connect with them. Since you only get "one chance to make a first impression," you want to make your contact a good one.

Do you know someone who knows a lawyer? If so, try to use that person to arrange a meeting. A friend or business associate of the lawyer would be ideal to make this introduction. Maybe you already know a lawyer and that lawyer could open the door to your meeting his colleagues. Even if you don't know someone close to a lawyer, don't give up. Be persistent and you'll find the way.

Once you have a meeting scheduled, do some research. Learn all you can about the lawyer, his firm, work, family, and interests. Look for a common denominator that you can use to warm the conversation and plant the seed for a deeper relationship.

"Here's the pitch..."

So how do you pitch a lawyer? Here are six tips.





“Your goal is to make it easy for the lawyer to use your service and hard for him not to. Explain that you can do what he needs most – solve his problems quickly, correctly, and efficiently.”

First, forget fast-talking pitter-patter and puffery. Lawyers don't talk that way and won't be impressed by it. Make a low-key, professional presentation and never promise what you can't deliver. Having a brochure or other written materials to leave with the lawyer is a plus.

Second, emphasize what is important to the lawyer. You are available whenever he calls and you will provide fast, competent, and professional service to do what he needs done.

Third, your goal is to make it easy for the lawyer to use your service and hard for him not to. Explain that you can do what

he needs most – solve his problems quickly, correctly, and efficiently.

Fourth, time is money, so be concise. Make your presentation and try to establish a time frame for a follow-up. If the lawyer's schedule permits, invite him to lunch for your next meeting. Restaurants and food provide a relaxing and enjoyable atmosphere where good business is often won. Lawyers like to eat the same as everyone else and a free meal can earn you a lot of goodwill.

Fifth, never overstay your welcome. Get your business done and leave.

Sixth, send the lawyer a letter of appreciation. He spent time to meet and listen to you. State how grateful you are for the opportunity to introduce yourself. Most people would never do this and he'll remember that you did.

Ring...ring...ring...

The lawyer's on the line to discuss a client's auction. Now what?

Let the lawyer do the talking. He knows what he wants, so be a good listener and take careful notes – just like lawyers do.

Once you understand the assignment, concisely explain how you will handle it. The lawyer has a need and you want to assure him you're ready to satisfy it. Leave no important point unanswered and

no room for unpleasant surprises later.

Can you get the auction now, or is a proposal required? Either way, skip cheap quotes. This is professional-grade work that's coming through a fellow professional. You're not selling on price, you're selling on results. Explain what your fee will be, what it will cover, and what additional costs you will charge. Good lawyers will understand. This is what they do with clients.

If you have to submit a proposal, cover all important points. Make a quality presentation and submit it on time. Use exhibits (forms, graphs, photos, etc.) to make it impressive and ensure that it stands apart from competitors' submissions.

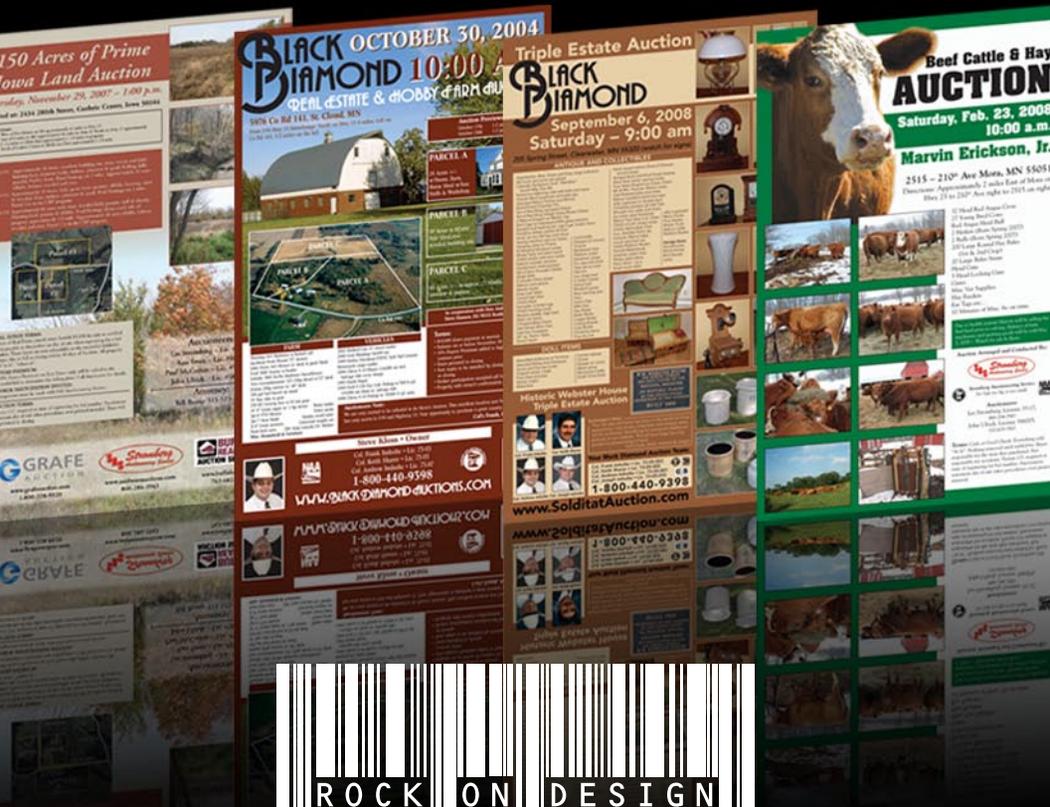
You got it...now what?

Once you get the auction, send the lawyer an engagement letter to confirm the particulars. Always be punctual. Plan meticulously, prepare carefully, and execute successfully. Do everything to the best of your ability and deliver what you promised. Success will likely ensure you get the next auction the lawyer has to place.

Document everything. That's what lawyers do. Provide him with copies of all correspondence and other written materials and advertising.



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Use weekly status letters to update him on your progress. If an important problem arises, telephone the lawyer immediately to inform him and explain how you're going to address it. You always want to contact the lawyer before he ever has to contact you.

Invite the lawyer to the auction. When you call the crowd together, introduce him and say a few kind things about his good work. Any professional would appreciate being recognized in front of a group of prospective clients. If you help the lawyer get business, you can count on him continuing to send you business.

Promptly report the auction's results and confirm them with a letter, along with the settlement date. Then, settle on time.

"What looks good?"

Business goes better over a good meal. Invite the lawyer to join you for lunch on the settlement date. Go someplace nice. After ordering, hand him a thank you letter summarizing the auction and include an accounting statement and settlement check. This will make him

happy. You're celebrating the conclusion of a successful sale and setting the table to get his next auction.

Ask the lawyer to introduce you to some other attorneys who do the same kind of work that he does. They would benefit from your services, too. That's networking!

Once you've landed a lawyer's business, never neglect him. You want to keep the pipe running, and "out of sight is out of mind." Stay in touch with the lawyer so your name remains fresh. Take him to lunch monthly – and tell him some auctioneer jokes. He'll get a kick out of those. ■

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 both Reppert School of Auctioneering in Auburn, IN and 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.

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The Future is Now 2009

2009 Conference and Show Schedule

With 2009 right around the corner, it's never too early to start planning your next MSAA Conference and Show. Take some time to survey the many offerings available to you as a member. Pack your bags and join us January 22 – 24 and take one big step into the future.

01.22.09 Thursday

- 8:00 – 5:00** Registration: Reception Hall
- 8:00 – 3:00** Vendor Setup: Downstairs hallway
- 8:00 – 4:00** Leading Your Company into the Future: Reception Hall
Jill McCrory – Leadership Outfitters
- 12:00 – 1:00** Lunch: Banquet Hall West
- 3:00 – 5:00** Contest Item Check-in: Banquet Hall East
- 5:00 – 5:30** Contestant Rules Meeting: Room 241
- 6:00 – 9:00** MN State Champion Auctioneer Contest: Banquet Hall East
- 9:00 – Midnight** Champion Auctioneer Reception & Hors d'oeuvres: Reception Hall

01.23.09 Friday

- 7:00 – 8:00** Round Table: Banquet Hall West
Jay Nitz, Kurt Johnson, and Steve Karbelk
- 8:00 – 3:00** Registration: Reception Hall
- 7:00 – 9:00** New Member/First Time Attendee Breakfast (2 years or less): Reception Hall
- 8:00 – 9:00** Breakfast: Banquet Hall West
- 9:15 – 11:15** How to Achieve the Impossible: Banquet Hall East
Keynote Speaker – Billy Riggs
- 11:15 – 1:15** Marketing Contest Check-in: Room 243
- 11:30 – 12:30** Lunch: Banquet Hall West
- 12:30 – 4:45** Live Online Bidding – From Catalog to Reconcile: Technology Center
Proxibid
- 12:30 – 2:30** How to Read Your Client's Mind: Banquet Hall East
Billy Riggs



- 12:30 – 2:30** How to Generate \$1 Million Dollars in Commissions a Year Selling Real Estate at Auction: Room 241
Steve Karbelk
- 1:30 – 3:00** Auxiliary Annual Meeting: Room 279B
- 1:30 – 4:30** Marketing Contest Judging: Room 243
- 2:30 – 2:45** Coffee Break: Upstairs Hallway
- 2:45 – 4:45** Trials and Tribulations of Being Involved in the Auction Business: Room 241
Jay Nitz – NAA Representative
- 2:45 – 4:45** Internet Marketing – More than Just a Website: Reception Hall
Nicole Smallwood
- 2:45 – 4:45** Fun Auction Item Check-in: Banquet Hall East
- 3:00 – 4:15** Auxiliary Craft Activity: Room 279B
- 3:00 – 5:00** Nomination Committee Interviews: Room 279A
Board and VP Candidates
- 4:45 – 5:30** Social – Banquet Hall West
- 5:30 – 6:30** Recognition Banquet: Banquet Hall West
- 5:30 – 6:30** Junior Auctioneer Dinner: Banquet Hall East
- 6:30 – 7:00** Junior Auctioneer Auction: Banquet Hall East
- 7:00 – 10:00** Fun Auction: Banquet Hall East
- 01.24.09 Saturday**
- 6:00 – 7:00** Informal Board of Directors Gathering: Hilton Garden Inn, Room 909
- 7:00 – 8:00** Breakfast: Banquet Hall West
- 7:00 – 8:00** Job Stress, Compassion Fatigue, and Self Care: Banquet Hall West
Breakfast Speaker – Lores Vlaminck
- 8:00 – 9:00** Question and Answer Session with Executive Committee – Town Hall Meeting: Banquet Hall East
Joey Fahey, John Schultz and Frank Imholte
- 9:00 – 10:15** Advanced Bankruptcy Fundamentals for Auctioneers: Room 241
Steve Karbelk
- 9:00 – 10:15** Digital Technology – Session A: Devices: Technology Center
John Schultz
- 9:00 – 11:00** Auxiliary Pampering Time: Cosmetology School
- 10:15 – 10:30** Coffee Break: Upstairs Hallway
- 10:30 – 11:45** Dealing with Changes in Marketing Your Auctions: Banquet Hall East
Jay Nitz – NAA Representative
- 10:30 – 11:45** Challenging the Traditional Approach to Buying Insurance by “Knowing your Alternatives”: Room 241
KMA Insurance Consulting
- 10:30 – 11:45** Digital Technology – Session B: Presentations: Technology Center
Andy Imholte
- 10:30 – 11:45** Minnesota State Auctioneers Foundation Board Meeting: Banquet Hall East
- 12:00 – 1:00** Awards Luncheon: Banquet Hall West
- 1:15 – 3:00** Minnesota State Auctioneers Association Bi-Annual Meeting: Banquet Hall East
- 2:45 – 4:00** Auxiliary Board Meeting: Room 279B
- 4:00 – 5:00** Juggler for the Kids: Room 241
- 6:00 – 8:00** President’s Banquet: Banquet Hall West
- 8:00 – 10:00** Hall of Fame Reception: Reception Hall
- 8:00 – Midnight** Live Music: Banquet Hall East

Conference details are subject to change.



2009 Conference & Show Registration Form

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Spouse Name: _____

Additional Attendee: _____

Total Number of Attendees (including MSAA member): _____

Complete Conference & Show Registration

(Thursday, Friday & Saturday - Meals & Coffee Breaks Included)

\$225.00	x		=	
Advanced Registration (Before Dec. 31, 2008)		Total Number of Attendees		
\$275.00	x		=	
On-Site Registration		Total Number of Attendees		
Sub-Total			=	

Thursday Conference & Show Registration

(Friday Meals & Coffee Breaks Included)

\$100.00	x		=	
Advanced Registration (Before Dec. 31, 2008)		Total Number of Attendees		
\$150.00	x		=	
On-Site Registration		Total Number of Attendees		

Friday Conference & Show Registration

(Friday Meals & Coffee Breaks Included)

\$100.00	x		=	
Advanced Registration (Before Dec. 31, 2008)		Total Number of Attendees		
\$150.00	x		=	
On-Site Registration		Total Number of Attendees		

Saturday Conference & Show Registration

(Saturday Meals & Coffee Breaks Included)

\$100.00	x		=	
Advanced Registration (Before Dec. 31, 2008)		Total Number of Attendees		
\$150.00	x		=	
On-Site Registration		Total Number of Attendees		
Sub-Total (from left column)			=	
TOTAL			=	

**ADVANCED REGISTRATION DEADLINE:
December 31, 2008**

Return with payment to:
 Minnesota State Auctioneers Association
 c/o Frank Imholte, Executive Vice President
 8160 County Road 138, St. Cloud, MN 56301



MSAASUPPLEMENT

MSAA Membership

Benefits of Membership and 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

MSAA Hall of Fame

Official Nomination Form

Nominations must be postmarked no later than June 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

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 requested and send form by June 1st, 2009.)

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

Official Application Form

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, 2008

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 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 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, academic)
 - 1) _____
 - 2) _____
 - 3) _____
 - 4) _____
 - 5) _____
 - 6) _____
 - 7) _____
3. ESSAY: Please state your interest in the auction profession, history and association with the auction business or any experience you have had in the auction profession (set-up, clerk, manager, publicity, etc.) and/or why you would like the chance to attend auction school. Please complete on 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, 2008

Relative of winner will be notified before the annual convention. Winner and MSAA Auxiliary member relative are encouraged to attend the Friday evening Recognition 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:

Alice Goelz
 31349 Co. Hwy. 11, Franklin, MN 55333
 Scholarship Committee Chairperson: Rosi Przybilla
 Committee Members: Grace Fladeboe & Sara Fahey



MSAASUPPLEMENT