

MSAA SUPPLEMENT



MSAA SUPPLEMENT Issue 03

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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 was 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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2009 Conference & Show

The FUTURE is NOW



Joey Fahey

President
Minnesota State Auctioneers Association

Welcome to the Third Edition of the MSAA Supplement. This will be the last supplement of 2008. I invite each and every one of you to make your conference reservations with Frank Imholte and room reservations at the Hilton Garden Inn in Mankato. The Board of Directors and Executive Committee have been working diligently over the past several months in order to bring you a top notch Conference and Show. We feel, that with the speakers we have lined up, there will be something for everyone. If you know of an auctioneer who has not attended our Conference and Show before, please invite them to attend.

We all know that the seminars and networking that takes place over the three days is very worthwhile and priceless. With the fast-changing marketplace today, we need to use the tools we have available, such as MSAA seminars, magazines, supplements and networking, to help us to be at the top of our game. That is where the auction industry needs all of us to be, especially considering the market that we are faced with today.

People will need options to turn assets into cash fast. The first industry we want them to use is the Auction Industry. Be ready for that tough call; think of all options for that potential client. You may only have one shot at landing a job, so be ready to listen, communicate and think outside the box. Assist them in any way possible. We in the auction profession are expected to have a broad sense of knowledge. In utilizing this theory, we can make equipment appraisals a large part of our business. We need to study and research equipment values so we can stay on top of the equipment appraisal business and be ready to service customers with up-to-date values. If you do not use equipment chattel appraisals in your business, please look into it and use it as an opportunity

to display your knowledge and professionalism. It is also another way to generate new leads and possible new clients.

We cannot afford to lose what we have worked so hard to achieve over the years. We do not know what our industry will be like in the next 10 years, but as an Association and as individual Auctioneers, we must keep an open mind, excel in education, professionalism, knowledge, and service. In doing so, each of us will have a road to follow. If we put the blinders on and say, "I can't, I won't, or I don't want to," we will fall off that road and then we will wonder *why*. Remember that THE FUTURE IS NOW. We need to take advantage of what we learn, have pride in what we do, and also have fun. ■



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kurt johnson
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Looking Back

First-time Auction Experience

Samantha Ediger-Johnson

Director
Minnesota State Auctioneers Association



Have you ever sat back and recalled the first auction you attended? If you were born into the business, auctions were your second home. When we grew up, auctions were a part of life and going to an auction meant playing with our cousins and taking turns running the clerk sheet from the auction ring to the office or trailer. It also meant carrying somebody's purchase to their vehicle if they needed help or being the go-fer (go for this, go for that).

How about those who didn't grow up in the auction industry? What was the first auction you attended and how old were you? Do you remember if you bought anything or what was being offered for sale? For those who were born into the industry, have you ever attended an auction that you weren't working and if so, what kind of auction was it? How old were you and did you buy anything?

I do have a reason for bringing this up. We had an auction in October which included everything from household goods and furniture, to yard and garden, to tools and sporting goods. The owners were moving and didn't have space at their new home for everything they had acquired over their lifetime.

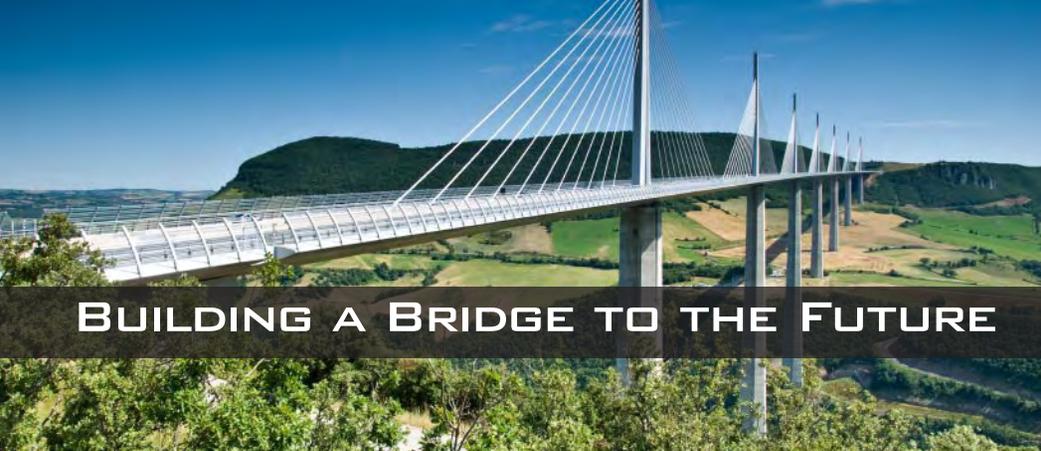
It was a beautiful fall day, the Asian beetles and box elder bugs were out in full force and the leaves were in middle to peak color. There was a good crowd enjoying the spectacular morning weather and anticipating their chance to bid on the selected items.

There was a boy, probably between 9 and 12 years old, who was there with his mother, who was probably in her 30s. They previewed the items up for bid prior to the auction just like the rest of the crowd. They did so much as to look at the

items that interested them from every angle so they were sure and confident about them when it came time to bid during the auction. When the auction started, the boy and his mother found a spot close to the wagon to ensure a good view of what was being sold and what would be placed up for bid next. He paid very close attention to what was happening and what the price was at. He did the bidding for both he and his mother and a good job he did. You could tell he understood what the auctioneer was saying and he knew when it was his turn to bid again. The ring people would remind him if he was out, but he already knew. He also knew when he hit the limit on their selected items. He was successful in buying a little of everything that day, including tools and sporting goods.

What a neat sight! Was he there with his mom because she made him? Were they family or friends of the owners? Or were they looking for something in particular—a hidden treasure perhaps? I'm pretty sure that by the way this young man handled himself, it might not have been his first auction. He was so focused on what was taking place and not running around trying to get into mischief that it seemed clear he wanted to be





BUILDING A BRIDGE TO THE FUTURE

EXCITING SPONSORSHIP NEWS!

We are very excited to announce the creation of the **Minnesota State Auctioneers Foundation**. The Foundation is a 501(c)(3) tax exempt organization. All contributions to the foundation are tax exempt. The foundation is tasked with providing educational, scholarship, and other related benefits to the members of the Minnesota State Auctioneers Association.

A sponsorship/donation program has been created by the board that enables members, vendors, and other interested parties to contribute to the foundation and receive charitable contribution tax benefits. If you are interested in being a sponsor, or making a donation to the association, please feel free to contact either of us. We would be happy to share with you the many benefits available to you, in addition to the tax benefits!

In addition, proceeds from the Minnesota Champion Auctioneer's Contest and the Fun Auction will benefit the foundation. Thus, all expenditures in excess of the value of the items purchased at either auction are tax deductible as a contribution to a 501(c)(3) tax exempt organization. Furthermore, we will not be required to charge Minnesota sales tax, as in past years.

Thank you for your time and we hope to see all of you at the upcoming Conference and Show in Mankato in January.

Samantha Ediger-Johnson & Ray Henry
Vendor & Sponsorship Committee Co-chairs

there. And at the end of the day, he went home with a few new items. It's great to see young adults, children, or new individuals get involved in the auction process. But it makes you wonder things like: was it their first auction? What were their impressions of the auction method? Was it an overwhelming experience? Will they attend another auction? The list goes on and on. Regardless of why they were there, it's always nice to see new faces.

I hope we can all continue to have people of various experience, including the first time attendees

and young adults, at upcoming auctions. If you do notice that there is somebody who is new to the process, or look as if they are confused, be sure to offer them assistance if they need it. By that, I mean clarifying what is being sold, what the bid is at and what the auctioneer is asking for, etc. Some people are timid and would rather find out the hard way than to just ask for help at the beginning.

If we can get them hooked and help them with a good auction experience, it can only help business for everyone. ■





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Internet Marketing

More Than Just a Website

Dwayne Leslie

Founder and President
Global Auction Guide Media Group

“I have a website, that’s all I need.”

We have heard that response from auctioneers hundreds of times over the last 8 years since launching the Global Auction Guide Media Group.

Over the next year, we will be doing a regular column here in the MSAA newsletter that will help explain what you need to do to make the most of your own website, and also how to market your upcoming sales to the most bidders online with an effective and economical marketing program.

This month we’ll start with something that is integral to every website available today.

The Domain Name.

In the Auction business your brand is just as important today as it has always been. Perhaps even more than ever as competition increases for the limited amount of sales.

Your brand is an extension of your reputation and you need to promote your brand online.

YourCompanyName.com is an important place to start. For as little as 9 dollars per year you can register your brand name and make that tiny first step towards the future. Even if you do not have your own website it is perhaps just as important to start here. Protecting your brand is worth at least 9 dollars per year for every business. A domain name is comparable to the sign on your business location. If you choose to move, you can take that sign with you and move

to a bigger and better premise someday. There are many reputable domain companies available online such as www.GoDaddy.com or www.DomainSite.com.

The first and most important rule of domain names is to make sure you are the owner (Registrant). If you have someone else purchase it they may register it with their own name and would technically own it. It may be impossible to get it back if you choose to go elsewhere. If you want to check your current domain names there is a great site at www.domaintools.com that will tell you more than you thought you could ever know about your business.

A domain can be pointed anywhere you choose and changed in a matter of minutes. If you do not have your own website yet, point that domain to your sales page on Global Auction Guide, MidwestAuctions, your local newspaper’s website or to anywhere on the web your complete ad is available. This way you get the benefit of promoting your website address in your print advertising and potentially reducing the space used and cost of that print ad by redirecting them online for full details and photos.

Once you have *YourCompanyName.com* you need to look at some



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“Do you have a specific niche that you specialize in? How about MoorcroftChinaAuctions.com or RedwingAuctions.com. You can own as many domain names as you like and have them all point back to your own website.”

common misspellings. If your website address ends in “auction,” you always need the plural version “auctions.” If someone mistypes the one spelling they will be unhappy if they don’t get directly to your website, and no one wants an unhappy potential client.

If there are any common misspellings of your company name then you need to register them as well. The only thing worse than a user getting an error page is when they get someone else’s website if your misspellings are purchased by a domain squatter or maybe your competitor down the street.

Advanced Strategies

If you are really interested in being aggressive in domaining, then there are a few other strategies you can

use to benefit from the web. Do you own *YourTownAuctions.com*? How about *YourStateAuctions.com* or *YourRegionAuctions.com*?

Do you have a specific niche that you specialize in? How about *MoorcroftChinaAuctions.com* or *RedwingAuctions.com*. You can own as many domain names as you like and have them all point back to your own website.

These all help to make your brand rank higher in Google without having to purchase premium advertising in the search engines.

We’ll talk about Google and its huge influence on how you are found online in our next article. ■

Dwayne Leslie is founder and President of the Global Auction Guide Media Group at www.globalauctionguide.com



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Calming the Chaos

Stress in the Auction Business



Peggy Imholte

Wellness & Parenting Education Specialist
Resource Training & Solutions

You have been running 90 miles an hour since your feet hit the ground this morning. For some of you, that adrenaline rush is what may keep you going. Others may have a different name for it.

What is strain—mental, emotional or physical—called caused by anxiety or overwork?

If you guessed stress, you would be right!

All stress is not bad.

Our bodies are programmed to respond to stress. The strain of stress is acute and chronic. Acute examples include those immediate ‘fight or flight’ responses to a situation. You may experience increased heart rate, and sweaty palms, knots in your stomach, more muscle tension to name a few. Some stress is healthy because it challenges us to grow. Giving that opening auction speech, preparing an auction with all the deadlines, and learning that new software program can be examples of healthy, short-term stress.

Chronic symptoms can be high blood pressure and heart disease. When we continue to subject ourselves to stress on a daily basis, we are experiencing unhealthy stress. Constant job demands in an unfriendly, unappreciative environment and living a fast paced life constantly would be examples of chronic stress.

What can you do to handle stress better? Here are some ways to take action:

S – Social Support

Find family and friends, either near or far, who could listen when you have concerns. If it is a work issue, consider asking another auctioneer you trust for solving an issue. Since auctioneers do like to talk, this should be a good solution for many folks.

T – Techniques

There are many quick techniques to use for immediate relief. Slow breathing in and out from your stomach instead of your chest is helpful.

Consider also tensing and releasing your body, starting from your head to your toes.

Picture your family or a happy place in a moment of anger to calm yourself.

R – Reduce Personal Conflict

Understand what is expected of you. When a situation does arise, think about being calm and logical. No one can think when emotional. You can control what you do.





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E – Exercise

Exercise can affect you in many ways. It can give you energy, strength, mobility, life balance, and mental alertness. It can change your attitude about what you are thinking.

S – Schedule Control

Sometimes you have to say no. Take control of your calendar outside of work. Work with management on scheduling issues.

S – Support Options

Consider what you could find in your community for fitness: fitness clubs, walking/biking trails, and more. (Have you ever thought of

walking instead of automatically hopping on that 4-wheeler?) Use them!

Take one step today to ease your stress and help your health for tomorrow. It is the best investment you could make for yourself, your family and your passion—auctioneering. ■

Peggy Imholte, is a highly effective motivational speaker who brings phenomenal energy and a “can do” spirit to her interactive training sessions. An expert in teaching Love & Logic principles, she’s trained hundreds of parents, school staff and others interacting with youth on a variety of essential behavior management techniques. Peggy’s drive and her passion for youth success and parent excellence will inspire you, challenge you – and remain with you long after her thought provoking sessions end!



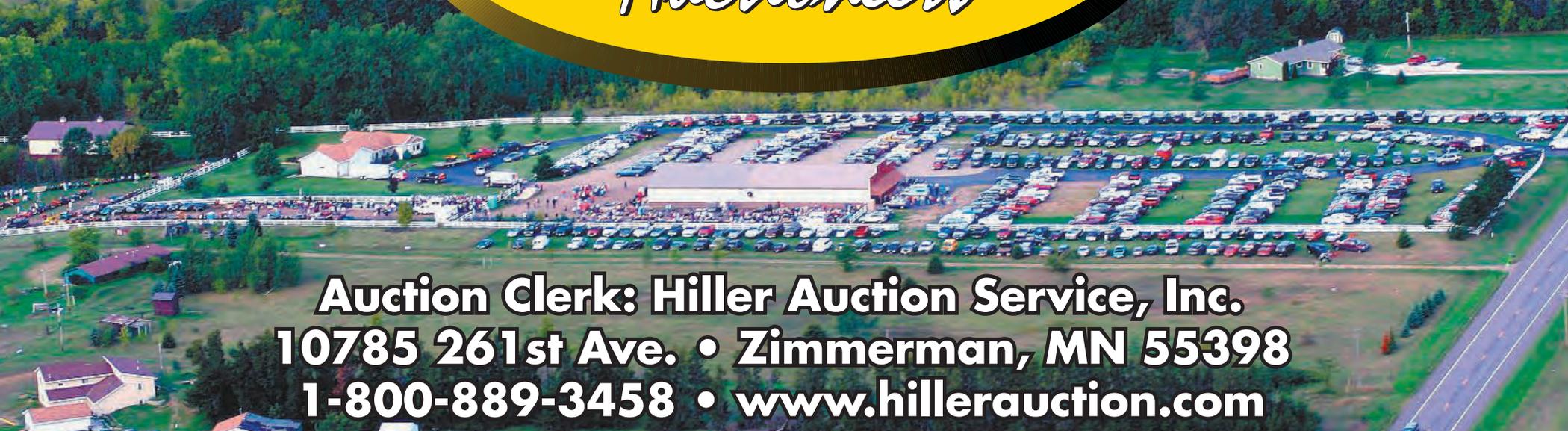


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The Future is Now 2009

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** National Auctioneers Association Town Hall Discussion
Hannes Combest – NAA Chief Executive Officer, Paul C. Behr – NAA Director, Jay Nitz – NAA Director
- 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**
- 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

