

MSAASUPPLEMENT



2010 CONFERENCE RECAP



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

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 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

Spring 2010 Board Meeting

Tuesday, March 9, 2010
7:00 p.m. – 9:00 p.m.

AAA Auction & Realty Company - Anoka, Minnesota
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Mark Mayberry



MCAA Board of Directors

OFFICERS

Les Stromberg, President 
 Andrew Imholte, Vice President 
 Frank Imholte, Executive Vice President 
 Lowel Gilbertson, Executive Vice President Emeritus 
 John Schultz, Immediate Past President 

DIRECTORS

Terms Expiring 2011

Samantha Ediger-Johnson 
 Kevin Hiller 
 Paul Witte 

Terms Expiring 2012

Tony Elfelt 
 Rod Johnson 
 Lance Quam 

Terms Expiring 2013

Austin Bachmann 
 Chris Fahey 
 Bret Walters 

MCAA Supplement | Publication Staff

EDITORIAL BOARD

Andrew Imholte 
 Les Stromberg 
 Frank Imholte 

DESIGN

Rock on Design 

Announcements

DEATH

It saddens me to report that Eddie R. Jokela, 90 years old, passed away on January 12th from a stroke he suffered on Sunday, January 10th. Eddie was a decorated WWII Veteran who, after returning home from the war, founded the Eddie R. Jokela Auction Co. in 1949 and spent the rest of his life working and enjoying his career as an Auctioneer.

LOST AND FOUND

ound at Saturday night's dance at Conference, one pair of gold rimmed glasses. Contact Frank Imholte: frank@solditatauction.com.

ANNOUNCEMENTS?

Do you have an announcement or thank you to pass along to our membership? This space is reserved for items of note each month for our membership to know. If you have any announcement to post, please send them to Frank Imholte. frank@solditatauction.com



MCAASUPPLEMENT

MSAA Publications

Support Those Who Support Auctioneers

Andrew Imholte

Vice President, MSAA
Black Diamond Auctions

Contact 



Over the past few years the association has tried many new approaches to our publications. You could say we took the first step by redesigning the website three years ago. Our website now features news updates, a calendar of events, and a robust member section for any member in good standing with the association. I can personally vouch for the directory; it's the first place I check to find member contact information.

The second change to our publications came about a year and a half ago when we started the MSAA Supplement. Yes, the publication you are reading now is over a year old and has received rave reviews from members young and old. The Supplement offers the chance for MSAA leadership to inform members of current announcements and late-breaking news. The digital format is also earth friendly and saves us a great deal in printing costs while still providing top notch education.

The third update will be taking place this year in the pages of the Minnesota Auctioneer. After a great deal of discussion and an extensive bidding process we have decided upon a redesign and new printing contract for our bi-annual magazine. You can look for your copy in late June. The new design will feature a full color cover and a new section with a 16-page membership directory in every issue. The board

will continue to provide educational articles for each issue as well as information related to our annual events like the Conference and Show and the Summer Picnic.

The final piece of this puzzle is the person who will oversee all these projects. This is the first year that the Vice President of the MSAA will have a one year term as Chair of the Publication Committee. They will be responsible for overseeing the content and advertisement in each of our publications. Please feel free to contact me as the Chair of this Committee for 2010 with comments, suggestions or ideas.

Finally, I want to personally thank our advertisers and vendors. Without them the cost of doing these publications would be prohibitive. They are choosing to buy advertising and support the MSAA. To that end I ask you to: **Support Those Who Support Auctioneers!** ■



MSAA SUPPLEMENT

2010 Conference & Show

Conference Recap



Above Left: Dave Finnila taking bids during the bidcalling championship.

Above: President Schultz speaking to all in attendance.

Left: Wally Laumeyer drumming up excitement for his fun auction item.

Right: Judges and auctioneers at Thursday's contest.

Warm, sunny, Duluth, Minnesota played host to the 2010 Minnesota State Auctioneers Association annual Conference and Show from January 14–16. Many members agreed it was one of the finest conferences in recent memory. From competition, to education, to dog sledding, it was a weekend that will not be soon forgotten.

Wednesday was not even an official day of Conference activities and still many auctioneers made their way to Duluth so as not to miss a minute of the action come Thursday morning. However, a few brave folks ventured outdoors to try their hand at dog sledding. This new experience may have included a few spills, but they were trumped by the thrill of running a dog team across a tranquil scenic northern Minnesota landscape.

Thursday morning began as members from around the state checked in and headed to real estate continuing education courses provided throughout the day. After lunch, Ryan George of Bi-Plane Productions hosted an advertising symposium filled with short information-packed sessions that really tackled some tough issues in the advertising world. However, by late afternoon all attendees were anxiously awaiting the start of the MSAA Champion Auctioneer Contest. This year's contest was hosted by the 2009 MSAA Champion Auctioneer, Paul McCartan, and featured 27 excellent competitors. In the first round of the competition, each auctioneer sold 3 items and were scored by a panel of 5 judges. Once the scores were tabulated, the top 5 competitors were announced. Then, the newly





Above & Left: MSAA members enjoying Friday night's Fun Auction.

Below: Judd and Deanne Grafe accept the Presidential donation on behalf of Northern Voices School for the Deaf.



reformatted interview portions began. After answering 3 questions from the judges pertaining to the auction industry, each finalist then sold 3 more items. After all the dust settled, Matthew Schultz of Stillwater, MN was awarded the prize of 2010 MSAA Champion Auctioneer. For the next year he will serve as the Good Will Ambassador for the auction industry in Minnesota and will be sponsored in the IAC this summer at the NAA conference in Greensboro, NC.

Friday morning began with breakfast and roundtable discussions at the Holiday Inn. After a quick walk to the Duluth Event and Convention Center (DECC), the MSAA took time to look back on the past 60 years. John Schultz, Lowell Gilbertson, Wally Laumeyer, Tom Lampi, and Pat Ediger shared stories of Conferences long gone by. Many laughs were heard as the history of the MSAA was shared with all in attendance. As the morning moved on, members had a chance to attend a number of educational seminars throughout the day: From the Ground Up, Art Pottery and Social Networking/Facebook for Auctioneers by Peter Gehres; Auction Technology and Auction Websites by NAA representative Aaron Traffas; Two Showcase of Champions sessions featuring

Paul McCartan and the judges from Thursday night's contest. The biggest challenge heard discussed in the halls was, "How am I going to be able to attend more than one session at a time?"

As the afternoon came to a close, attendees gathered for the Recognition Banquet. Each year the banquet recognizes Past Presidents of both the MSAA and the MSAA Auxiliary, and the MSAA Hall of Fame Members. To conclude the evening, President Schultz awarded the presidential annual \$500.00 donation to Northern Voices School for the Deaf and presented it to Judd and Deanne Grafe.

Friday night once again played host to the very entertaining MSAA Fun Auction. The night was filled with laughs and excitement for the whole family. As in past years, the fun auction began with junior auctioneers. Elliana Fahey wowed the crowd with her stage presence and selling know-how. Then the adults did their best to entertain and raise money for the newly formed MSAA Foundation.

Saturday morning began once again at the Holiday Inn where members enjoyed breakfast and a townhall meeting with the MSAA leadership. The townhall format allows an informal forum





for members to ask questions of the Executive Committee. As the educational sessions on Saturday morning began, attendees had many options: Strategic Planning for Small Businesses and Why Small Businesses Fail by Duane Hoversten; Live to Online Only Auctions by Greg Christian and Bryce Hansen; Adapting to the American Buying Culture by Ryan George. As the seminars wrapped up Saturday morning attendees continued to compliment on the quality and variety of sessions available. As is tradition, lunch on Saturday included announcing the winners of the MSAA 2010 Marketing Contest. Romie Gessel, Chair of the Marketing Contest Committee, came forward and recognized the many auctioneers who won awards.

After lunch, the MSAA Bi-Annual Meeting was called to order. Along with new and old business, elections were held for the offices of Vice President and Directors. For the position of Vice President, Andrew Imholte was elected. For the three Director positions, Austin Bachmann, Chris Fahey, and Bret Walters were elected. The MSAA Auxiliary also held their business meeting Saturday afternoon and elected new board members: Mary Stromberg, Tanya Witte, and Vice President Sue Quam.



Austin Bachmann



Chris Fahey



Bret Walters





Top: MSAA Members enjoying dinner.

Left Above: President Schultz passes the gavel to President-Elect Les Stromberg. President Schultz awards Andrew Imholte with the Golden Gavel.

Above: MSAA and MSAA Auxiliary Board of Directors.

Left: Auctioneers dancing the night away.

Once members sat down for dinner Saturday night at the President's Banquet, Board of Directors were announced and seated at the head table. After a fine dinner the program began with the installation of the 2010 Board of Directors conducted by Past IAC Women's Division Champion and MSAA Past President, Kaija Kokesh. At that time, President Schultz recognized outgoing board members Romie Gessel, Ray Henry, and Andrew Imholte for their outstanding contributions. Then Peggy Imholte, new President of the MSAA Auxiliary, was welcomed to the stage where she recognized outgoing president Alice Goetz for her hard work. It was then time to award the three Auxiliary Academic Scholarships. This year's recipients of the \$1,200.00 scholarships included Michael Imholte, Cody Aasness and Joel Helbling. President Schultz then welcomed Romie Gessel to the podium to award the Marketing Best of Show award to Maring Auction Company. Each year the president awards the Golden Gavel for outstanding service to one member, this year Vice President Andrew Imholte was given this distinct honor. President Schultz also recognized Merridy Pike with a special award for her many years dedication to the MSAA

and its magazine. It was also at this time that Deb Ediger came to the podium and inducted the newest member of the MSAA Auxiliary Hall of Fame, Sharon Harberts. Sharon was unable to attend, but that did not stop the whole room from sharing in a round of applause for her achievement. After the applause, it was time to induct a new member to the MSAA Hall of Fame. Richard Houghton stepped to the podium and welcomed Loren Seifert to the MSAA Hall of Fame. After his acceptance speech, Loren stepped down from the stage to be congratulated by many family and friends. John Schultz came back to the podium and passed the official gavel of the MSAA to Les Stromberg. President Stromberg gave a short speech and welcomed everyone back next year when the Conference and Show will be held at the Holiday Inn in St. Cloud, Minnesota. After his speech Schultz stepped back up and gave his closing remarks thanking the many people that helped him over the past year. The night closed as live music from Pull Start Diesel played late into the night. Many new friends and old acquaintances enjoyed each other's company before making the trip home. It was a wonderful conference and show and many can't wait for next year. ■



2010 MSAA Champion Auctioneer Contest



Champion Auctioneer
Matthew Schultz
Stillwater, MN



Champion: Matthew Schultz, Stillwater, MN
Reserve Champion: Austin Bachmann, Ottertail, MN
Third Place: Kurt Johnson, White Bear Lake Township, MN
Finalist: Theresa Larson, Aitkin, MN
Finalist: Bryce Hansen, Prairie Farm, WI



Matthew Schultz



Austin Bachmann



Kurt Johnson



Theresa Larson



Bryce Hansen



2010 Marketing Contest



Matt Maring Auction Co.

Congratulations to the following folks, and a big thank you to the Marketing Contest Committee and all of the people that entered the contest.



Mitchell - Pryzbilla Auction Co.



Zielsdorf Auction Co.



Schultz Auctioneers

Best of Show

Matt Maring Auction Co.

Farm: 2-Color

1. Mitchell - Pryzbilla Auction Co.
2. Matt Maring Auction Co.

Farm: Multi-Color

1. Mitchell - Pryzbilla Auction Co.
2. Helbling Auctioneers

Farm: Multi-Sided

1. Zielsdorf Auction Co.

Household & Antique: 2-Color

1. Mitchell - Pryzbilla Auction Co.
2. McLaughlin Auctioneers

Household & Antique: Multi-Color

1. Matt Maring Auction Co.
2. Gessell Auction Co.

Household & Antique: Multi-Sided

1. Schultz Auctioneers

Commercial & Industrial: 2-Color

1. Schultz Auctioneers
2. Houghton's Auction Service

Commercial & Industrial: Multi-Color

1. Gessell Auction Co.
2. I.R.A.Y. Auction Co.

Commercial & Industrial: Multi-Sided

1. Grafe Auction Co.

Real Estate: 2-Color

1. Matt Maring Auction Co.
2. Seifert Auction Co.





Grafe Auction Co.



Gessell Auction Co.



Fahey Sales, Inc.



Black Diamond Auctions



Henslin Auctions, Inc.

Real Estate: Multi-Color

1. Matt Maring Auction Co.
2. Aasness Auctioneers

Real Estate: Multi-Sided

1. Grafe Auction Co.

Real Estate & Personal Property: 2-Color

1. Mitchell - Pryzbilla Auction Co.
2. Schultz Auctioneers

Real Estate & Personal Property: Multi-Color

1. Mitchell - Pryzbilla Auction Co.
2. I.R.A.Y. Auction Co.

Promotional/Auction Specialty Ideas

1. Matt Maring Auction Co.
2. Hansen & Young Auctioneers

Auction Clothing

1. Grafe Auction Co.
2. Gessell Auction Co.

Auction Photos

1. Fahey Sales, Inc.
2. Kurt Johnson Auction Co.

Auction Signs

1. Black Diamond Auctions
2. Hansen & Young Auctioneers

Newspaper/Magazine Advertising

1. Black Diamond Auctions
2. Schultz Auctioneers

Website

1. Henslin Auctions, Inc.

Internet Marketing

1. Schultz Auctioneers

Digital Promotion

1. Grafe Auction Co.



Sharon Harberts

2010 MSAA Auxiliary Hall of Fame Inductee

There is no picture of Sharon receiving her award because she was unable to attend the 2010 MSAA Conference and Show.

This year's inductee was born in Iowa and moved to Minnesota with her family at the age of five. She went to school in Worthington and graduated in 1962. She had met the love of her life in 1958 and three weeks after graduating from high school, they were married. Her husband was engaged in farming. They showed Registered Quarter horses throughout Minnesota, Iowa and the Dakotas. They have three daughters, three son-in-laws and six grandchildren. Her husband got into the auction-real estate & appraisal business in 1972. She attained her real estate license in 1979 which was also the time when she and the three daughters began the family clerking business.

She and her husband attended their first convention in 1981 and she joined the MSAA auxiliary and was elected as a director at her first convention. At that time, part of the job of the directors was to attend the four annual board meetings. Some of those meant forging some pretty big snow drifts to get there. She was elected Vice President in 1986 and served as MSAA Auxiliary President along with Paul Behr as MSAA President. Her husband served as MSAA President in 1989 which brought her back into the busy activities of the auxiliary. She was again elected to the board in 1999. She loved attending and being involved in all of activities of the MSAA.

She also did many other social and volunteer activities: she taught bible

school for many years, she was a relief time teacher for many years, and is still very active in her church. She enjoyed the Christian Women's Club and was their treasurer for four years and a caller for ten years. She belongs to Lioness and is their "Tail Twister." Another joy of our new inductee is delivering for Meals on Wheels. She also enjoys living close to her children and grandchildren so she and her husband can share in all of their activities. She continues to work in the office for her husband doing computer work for his appraisals. Our 2010 Minnesota State Auctioneers Auxiliary Hall Of Fame Inductee is Sharon Harberts. Congratulations Sharon!!



Left: Joannie Laumeyer introducing Sharon Harberts as newest inductee to the MSAA Auxiliary Hall of Fame.



Customer Service

Building Your Business with Shazzam!

Mark Mayberry

Customer Service Expert

Contact 

Welcome to “A View From Mayberry,” an outside source—someone who views things from a different angle, someone who is not part of your industry on a day-to-day basis. My specialty is Customer Service, and in this day and time, there’s nothing more important for your business. So, buckle your seatbelts, and let’s go!

The economy is still “the pits,” competition is fierce, and cold weather is still with us for a few weeks. What’s a small business owner to do? Here’s a couple of ways that you can deliver “Shazzam” to your customers and prosper in the months ahead.

1. Anything you knew about customers before October 2008 is worthless!

Now, that may sound like a negative, but it’s actually a very positive statement for business owners like you. The economy has changed the playing field, and what we believed about customers just a few short months ago no longer applies. That opens up a world of opportunity for you – because you can take action now!

Here’s one way to do it—spend 3 hours a week for the next month and just listen to your past, current, and potential customers. This is not a sales call! Don’t overwhelm them with 100 questions. Write down their answers and make your questions count. My favorite question to ask is, “If you took over ownership of this auction company tomorrow, what’s the first thing you would change?” Spend the next 30 days asking the

right questions, and you’ll have the information you need to add more “Shazzam” to your business.

2. Be active in the Minnesota State Auctioneers Association!

Are you a member? If not, join today! If you are already a member, my question to you is, “Are you an active member?” Your association is loaded with people like you! They have similar challenges—and innovative solutions. The Minnesota State Auctioneers Association gives you the most powerful tool in the world: the opportunity to network with your peers. But you can’t do this if you don’t attend their educational events and trade shows. On top of the networking opportunities, you get an incredible chance to attend dynamic, innovative and informative educational sessions. Plus, they help you with the legislative issues that can bog your business down. If you’re not a member, join today. If you are a member, figure out how you can take a more active role. Shazzam!

3. Add “Fun” to your business!

I know, times are tough. But... it’s crucial that you put the “fun” back in your business – for your



MSAASUPPLEMENT

Low Priced FULL Color Printing & Award Winning Design



Quality Design from an Auction Professional
 imms79@gmail.com

customers, your team members, and you! You're in this exciting industry because you do it well. It may be time to step back and see what you need to do to add a little "Shazzam" for everyone. Get everyone smiling—especially yourself!

I hope that these three tips will help you increase your revenues and profits - in 2010. Can you believe it? The first decade of the 21st century just ended. It's time to take advantage of your flexibility to be positioned well for the years to come!

The Shazzam Challenge

You're smart, flexible and positioned to win. What will you do to take advantage of your flexibility? Do it now!

© Mark Mayberry

Are you ready to take an innovative step to increase your sales? Call Mark today to schedule his "Service With Shazzam" Retreat for your Team! (815) 209-1381

Mark Mayberry is a Customer Service expert. He works with a wide variety of organizations around the world, helping organizations like yours deliver "Service With Shazzam" to your Customers. To add "Shazzam" to your organization, call Mark at (815) 209-1381, or send him an e-mail at Mark@MarkMayberry.com.



MSAA SUPPLEMENT

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, 2009

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, 2009

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: Grace Fladeboe
 Committee Members: Rosi Przybilla & Sara Fahey



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