

MSAASUPPLEMENT

**Roll with
the Punches**



MSAASUPPLEMENT

December 2011 | Issue 39



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

2012 MSAA Conference & Show

- Minnesota State Champion Auctioneer Contest
- Training Sessions
- Networking

Thursday, January 26—Saturday, January 28, 2012
 Marriott Southwest, Minnetonka, Minnesota

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Announcements

Obituary

Hall of Fame member Col. Roy B. Johnson passed away November 2, 2011 at the age 91. Memorial services were held on Monday, November 7 at Bethlehem Lutheran Church, Buffalo Center, IA.

Auction Scam

We had an Auction Scam this past weekend: a gentleman posing as "Andrew Fitch" registered at our Auction and purchased some items. The authorities were contacted and were able to track down the real Andrew Fitch where they found out he had recently had his License stolen. The man, posing as Fitch, used his license to register. He didn't spend a lot of money, but I think our place was his first go-around at this and the next Auction company is going to get hit harder, now that he knows it works. Please pass this info on to the members to be on the lookout for him. If you come in contact, please contact the authorities immediately.

The license reads:

Andrew Fitch
 4065 Quantico Ln
 Plymouth, MN 55446
 PH: 651-755-2345

The "real" Andrew Fitch is 39 years old. The impostor is about 48-50 and is approximately 6 feet tall and 215 lbs.

Please contact Aitkin County Sheriff's Department at 218-927-7400, Attn: Jon Cline, Deputy Sheriff or Jeremy Janzen at Janzen Auctioneers: 218-851-0879.

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2012 Conference Announcements

Correction

It was brought to our attention that there was an error in the printed issue of the Winter MN Auctioneer Magazine. The deadline for entrees for the 2012 MN Auctioneer Championship Contest is to be postmarked by **DECEMBER 31, 2011**. We apologize for the confusion, but we want to clarify this before the printed deadline passes. Once again, please note that your registration for the contest must be postmarked by **DECEMBER 31, 2011**.

Sponsorship

This year Kurt Johnson Auctioneering has graciously offered to sponsor a \$500.00 stipend for an auction company that would be willing to oversee the clerking and cashing of the 2012 MSAA C&S. All interested companies please contact Andy Imholte at andy@solditatauction.com for more information.





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Top-Notch Education

2012 Conference and Show Schedule

With 2012 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. This year the MSAA has been approved to provide continuing education for NAA Designations (CAI, AARE, CES, BAS, GPPA, ATS). Pack your bags and join us January 26–28 and take one big step into the future.

01.26.12 Thursday

- 7:30 a.m.–5:00 p.m. Registration
- 8:00 a.m.–3:00 p.m. Vendor Setup
- 8:00 a.m.–5:00 p.m. Video Summit
Jeff Maynard
- 5:00 p.m.–5:30 p.m. Contestant Rules Meeting
- 6:00 p.m.–9:00 p.m. MN State Champion Auctioneer Contest
- 9:00 p.m.–Midnight Champion Auctioneer Reception

01.27.12 Friday

- 8:00 a.m.–9:00 a.m. Breakfast
- 8:00 a.m.–9:30 a.m. Marketing Contest Check-in
- 8:30 a.m.–3:00 p.m. Registration
- 9:00 a.m.–10:30 a.m. Welcome/IGNITE MSAA
- 11:00 a.m.–12:00 p.m. Marketing Contest Check-in
- 10:30 p.m.–11:30 p.m. Council of Future Practices Presentation
John Schultz & Stephen Karbelk
- 11:30 p.m.–12:30 p.m. Lunch
- 12:00 p.m.–1:30 p.m. Fun Auction Item Check-In
- 1:00 p.m.–2:30 p.m. Understanding the Chaos
Stephen Karbelk
- 1:00 p.m.–2:30 p.m. Gaining the Competitive Advantage
J.J. Dower
- 2:45 p.m.–4:15 p.m. Nomination Committee Interviews
- 2:45 p.m.–4:15 p.m. Inside Online Auctions
Russ Hilk
- 2:45 p.m.–4:15 p.m. 75 Ways to Make More Money in Benefit Auctions
Jenelle Taylor

Conference details are subject to change.



Continuing Education

NAA Designation

BACK BY POPULAR DEMAND

January 26–28, 2012—Minnetonka, Minnesota

Attend a course, fill out the evaluation, provide your NAA member number, and receive credit toward your designation requirements.

- 4:30 p.m.–5:00 p.m. Social
- 5:00 p.m.–6:00 p.m. Awards Banquet
- 5:00 p.m.–6:00 p.m. Junior Auctioneer Dinner
- 6:00 p.m.–6:30 p.m. Junior Auctioneer Showcase
- 6:30 p.m.–9:30 p.m. Fun Auction

01.28.12 Saturday

- 7:30 a.m.–8:30 a.m. Breakfast and Town Hall Meeting
- 8:45 a.m.–10:15 a.m. It's Time to BOOST Your Brand:
The 7 Essentials to Attracting Qualified Clients
Jenelle Taylor
- 8:45 a.m.–10:15 a.m. Elephant Hunting:
How to Secure Deals that Change Your Life
Stephen Karbelk
- 10:30 a.m.–12:00 p.m. Changes in the Real Estate Market
J.J. Dower
- 10:30 a.m.–12:00 p.m. Online Marketing Integration:
When Google met Facebook
Johnathan Harsdorf
- 12:00 p.m.–1:00 p.m. Recognition Luncheon
- 1:15 p.m.–3:15 p.m. MSAA Bi-Annual Meeting/MSAF Board Meeting
- 1:15 p.m.–3:15 p.m. Auxiliary Annual Meeting
- 6:00 p.m.–8:00 p.m. President's Banquet
(Black Tie Optional)
- 8:00 p.m.–10:00 p.m. Hall of Fame Reception
- 8:00 p.m.–Midnight Live Music

Conference details are subject to change.



MSAA SUPPLEMENT

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Thank You for the Support

Passing the Torch

Lance Quam
 Board Member, MSA
 Contact 



Greetings Auctioneers! I would like to wish everybody a Merry Christmas and Happy New Year along with a progressive year for 2012. This is the last article I'll be writing as a board member. I would like to thank everyone for their support over the past three years. The Minnesota State Auctioneers Association is the best group of people for supporting each other along with one of the best places for networking with other auctioneers. If we all work together, think of where our association will be in 10, 20, or 30 years from now.

There so many people that have given me support and kind words of encouragement throughout the last three years; while there are too many names to mention, I would like to thank one person especially, Greg Christian (not that there weren't others to mention, but Greg had a lot business advice and a lot of encouragement through the rough times). Thanks, Greg, you're a great person. If you ever need someone to talk with or need advice or suggestions, ask Greg or any of the elder auctioneers that have seen a lot in their careers. I'm sure they can give you a word or two of advice or helpful suggestions. No question is a dumb question!

The rumor that the bid calling auctioneer is a dying group is not true. Granted, on-line auctions have taken over certain areas of the state and there are certain areas where bid calling will be the only way to go with some of our generation. People like the bid calling for the socialization and want to see and touch what they are bidding on, not see a picture of it on a computer screen. In today's busy times, some people may not have the time to attend or travel around the state to attend auctions and prefer to look on-line and bid that way. In

either aspect, organizations like the Minnesota State Auctioneers Association is a strong organization and will stay strong. The organization will have to change with the times but with all of the friendly, caring people that belong to the organization, along with great ability for networking, this organization will survive the changing times. The things we must always remember are to be friendly, give great customer service, and customers will keep coming back. Many auctioneers have clients that have more than one auction with the same auctioneer. That goes to show what great care the client is receiving. Respecting our elder generation plays a huge part in continuing business. In that regard, we must remember that our elder generation customers are not computer savvy or into the electronic gadgets that we use in our lives on a day to day basis.

In closing, I want to thank everyone once again for letting me serve them on the board; it was a great experience. I encourage everyone to consider being on the board sometime in your career. God bless everybody and see you at the winter conference in January in Minnetonka. Thanks again. ■



A Sense of Humor

Making Time for Smiles

Frank Imholte

Col. Frank Imholte, MSAA EVP
Black Diamond Auctions

Contact 



Growing up on a farm, I enjoyed helping our neighbors with harvest. My favorite part was lunch time. The meals were great, not because of the food, but because of the banter, sharing, and one-liners flying back and forth. A quick wit always brought smiles during the meal. I always walked away with a smile enjoying the sharing time and looking forward to the next chance to partake in the fun. Maybe it was just this one neighbor and maybe, more specifically the father, that had a great sense of humor. When the card party or 4-H gathering was at their house, a fun time was had by all. I still remember it getting late one night and the dad announced, “I’m getting tired and if I was visiting someone’s home, I’d go home and

go to bed.” With a big smile, he’d get the point across that morning milking was just around the corner and it was time to leave.

My first paying job (not working for my Dad or farming for friends or relatives) was cleaning a shop for a construction company. I got to learn how to run all kinds of equipment over the years and ending up in the 49ers as my first real job. Again, it was the lunch breaks that had the humor. Back then, the pop machine had bottles and cost a dime. During one lunch break, a mechanic asked me for a dime so he could buy a pop. Before I could check if I had one, the foreman said, “If he had a dime, he wouldn’t be working here.” Everyone laughed, including me. My favorite man to work with had a “Bob Newhart” sense of humor. He always seemed to brighten my day with the one-liners that many times I did not catch at first. You need to be present and in the moment to enjoy his thoughts.

My favorite store has a manager that always has a joke or two to share if he is not busy helping customers. Some are pretty lame; all add a smile to my day. On Friday mornings, I attend the Chamber

Connection and again, my favorite folks are the ones who share jokes and make me smile. It’s a great way to start off my Friday on a positive note.

Now fast forward 30+ years to one of our conferences. I am always drawn to a visit with Lowell Gilbertson in the hallways to listen to a story or two. He really knows how to put a smile on my face. I have an all-time favorite one-liner that I heard from a friend at conference and have used it many times. When the timing is right and you’re selling to someone you can joke around with, I tell them, “It’ll last a lifetime, long as you die when you’re s’posta!”

I believe we don’t need to be a stand-up comedian, but there is a place for humor at the auctions. Years ago, folks had time to listen to a long story and I have a few that I can use to fill time if I need to. However, nowadays the one-liner is about all that some of our non-humor-laden buyers can handle. So here is my last one-liner: “Attend the conference January 26–28, let your smile be your guide, and if you leave your smile at home, find someone who will share theirs.” ■



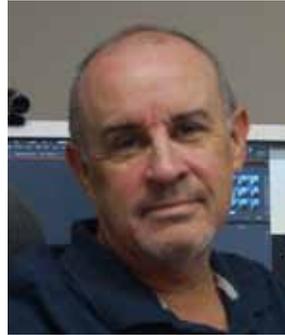
My Shrinking Website

Optimizing for Handheld Devices

Carl Carter, APR

President, NewMediaRules
Communications

Contact 



It was bad enough when we had to worry about making sure our websites looked good and worked properly in the various browsers. Now, having dropped a few thousand bucks on a site that looks fantastic on a 24-inch computer screen, we're suddenly supposed to worry about how it looks on three-inch phones as well?

Yep. Sorry about that, but one-third of all Americans have used a mobile phone or smartphone to access the Internet, and if they can't easily access and navigate your website, you could be losing bidders.

You think 33% is too small to worry about? Think again. For every age group under 50, only 24% now read a daily newspaper. Yet auction companies continue to spend about half their marketing budgets on print newspaper advertising. So either reaching one-third of your audience is worthwhile or you're wasting a lot of money on print.

And with the rapid growth in iPhones, Androids and other smartphones, the numbers are going to grow. To make matters worse, different phones view web pages differently, so you have to figure out a way to be accessible to them without turning your site into an ugly duckling for the desktop visitors.

The good news is that you can, especially if your site is built using a content management system that accommodates plugins to add functionality. If your site is built in one of the major open-source CMS systems like Joomla! or Drupal,

this can be as simple as installing a script that can recognize what kind of device is accessing your site, then deliver a design it can use.

That way, you can accommodate big and small screens alike. For example, I build my corporate web sites in Joomla! and can easily add calendars, shopping carts, RSS feeds, customer service "back ends," and other functionality. So when it was time to "mobilize" my sites, it was relatively easy. I simply designed an alternate template (400 pixels wide is about right), simplified the placement of the menu items, and installed a script that delivers the simpler template every time it detects a mobile device.

Similar scripts are readily available to users of other widely implemented content management systems like Drupal, DotNetNuke, Silverlight, MODx and Silverstripe. If your site uses a proprietary CMS, you're pretty much on your own. You'll probably have to go back to the web developer and ask him or her for a solution, and that could get expensive.





“If you’re using software for online auctions or live online bidding, you’ll want to make sure it will accommodate those using handsets.”

Whatever system you’re adapting for handsets, you will hopefully have several choices. Some scripts don’t bother with alternate templates—they simply strip out the photos and graphics and render the text on the handset. These are the easiest to install and configure, and some businesses can get by with one. But I don’t recommend these for auctioneers, because you want people to see the photos of the items being sold.

Another major factor is ensuring that handset users can make use of all the functions on your website. So if you’re using software for online auctions or live online bidding, you’ll want to make sure it will accommodate those using handsets. That means, among other things, that software requiring Flash, Java, and other technologies will leave some handset users out in the cold, so you want to make

sure essential functions are still available to as many handset users as possible.

Accommodating different systems, screen sizes, and browsers has been a challenge since the earliest days of the web, and today it’s more complex than ever. But as necessary evils go, it’s right up there with death and taxes. All I can say is: learn to love it. ■

Carl Carter, APR, is president of NewMediaRules Communications, which provides public relations services to auction companies throughout the United States, including Schrader Real Estate & Auction Company, Murray Wise Associates (formerly Westchester), Woltz & Associates, John Dixon & Associates and Albert Burney Auction Company. He can be reached at 205-823-3273 or carl@newmediarules.com.



Whose Office?

The Role of an Agency

Steven Proffitt

J.P. King Auction Company, Inc.

Contact 

Do you remember in school when some kid would cause more trouble than the teacher was willing to suffer?

Did you ever hear the teacher bark, “That’s it, you’re going to the agent’s office!”

Of course you didn’t. An agent was never in charge of a school. That role was filled by a “principal,” as it is at auctions. It’s essential for auctioneers to understand the important role that agency plays in auctions.

Relationship

Let’s start by looking at the definition of “agency,” as paraphrased from Black’s Law Dictionary. An agency is a legal relationship formed from the consent and agreement that one person (the agent) will act in the stead of another (the principal). The agent works under the control and direction of the principal to benefit the principal’s interest.

An agency relationship typically arises from an express contract of employment. This occurs when a principal enters into an agreement with a person to serve as his agent. The principal defines the scope of the undertaking and vests the agent with the authority the agent needs to accomplish this purpose. The principal always retains control and supervision over the agent’s work.

Authority

An agent can possess three kinds of authority to act for the principal: (1) express, (2) implied, and (3) apparent.

Express authority is the authority the principal actually grants to the agent. It is the principal’s consent for the agent to act as a middleman

with third parties and, in doing so, create rights and liabilities for the principal. “I want you to sell my car,” is express authority from a principal to his agent.

Implied authority walks hand-in-hand with express authority. This is the additional authority an agent has to do that is necessary to accomplish the purpose of the agency, even when not expressly granted by the principal. In the above example, once the agent sold the car, the agent would have implied authority to deliver a bill of sale to the buyer and receive the purchase funds on behalf of the principal.

Apparent authority exists in the eye of a third-party. It is the authority the law will find an agent to have based upon the principal’s conduct. When a principal does something that would reasonably lead a third party to believe that a person was acting with authority as the principal’s agent, and the third party changes his position and is damaged, the law will find an agency existed on the basis of apparent authority.





“The plumber brings his own tools and works independently to do the job.”

Independent Contractor Distinguished

An agent is not an independent contractor. Black’s Law Dictionary defines an independent contractor as “[o]ne who, exercising an independent employment, contracts to do a piece of work according to his own methods and without being subject to the control of his employer except as to the result of the work.”

Does it appear that an auctioneer would qualify as an independent contractor? If you think so, think again. I’ve seen many courts rule that auctioneers are agents of sellers, but I’ve never seen one hold an auctioneer to be an independent contractor. The reasons are the control exercised by sellers and the fiduciary duty owed by auctioneers.

The degree of control over the methods and details of the work to be done is critical in determining whether one is acting as an independent contractor or agent. A principal controls an agent much more closely than an employer controls an independent contractor.

Additionally, an agent has a fiduciary duty to the principal that

an independent contractor does not. A fiduciary is bound to act for the benefit of another with trust, confidence, and absolute good faith.

It’s easy to distinguish an auctioneer from an independent contractor. Let’s consider two examples.

A Plumber

Suppose you hire a plumber to unstop a pipe. The plumber brings his own tools and works independently to do the job. He is free of your control and direction. The plumber has no authority to bind you to any contract with a third party. He occupies no position of trust and owes you no fiduciary duty. You don’t entrust valuable assets to the plumber and you don’t let him collect and hold your money. You don’t expect loyalty and obedience from him and the only accounting he will ever give is his bill for services. You don’t share confidential information with the plumber and expect him to keep it secret. Each of these points underscores that the plumber is an independent contractor and not your agent.





“You will decide the important issues that will direct the auctioneer’s work.”

An Auctioneer

Now let’s consider you’re a seller who engages an auctioneer to sell valuable assets. You will decide the important issues that will direct the auctioneer’s work. This might encompass the marketing plan and budget, auction location and date, descriptions of assets, type of auction (reserved, unreserved, etc.), whether to charge a buyer’s premium, acceptable methods of payment, and other related matters.

You will have to vest the auctioneer with authority to sell your assets to buyers. You might also give the auctioneer authority to contract on your behalf with vendors and persons providing goods and services related to the auction (sale site, advertising, printing, concessions, labor, tables and chairs, toilet facilities, etc.). Furthermore, the auctioneer will collect the purchase money for you from the buyers, hold and account for it, and later remit the amount you are due from the auction. You would expect your auctioneer to fulfill his fiduciary duty and be loyal, obedient, trustworthy, and

advance your interests and keep your secrets. These are critical differences that distinguish an agent from an independent contractor.

Conclusion

Agency is a foundation stone of the auction process. Auctioneers are agents for their sellers and not independent contractors. The significant control and direction that sellers have in the auction process, plus auctioneers’ fiduciary duty to these sellers, determines this.

Next time we’ll look further at agency duties. ■

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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MSAASUPPLEMENT

December 2011 | Issue 39



Negotiating Tip

Response Strategy



John Hamilton, DREI
www.GoodNegotiator.com

Contact 

When negotiating, we seem to spend a great deal of time preparing an initial offer or proposal. Once conveyed, we then eagerly await for a response from our opponent. But how prepared are we to respond to our opponent's response?

Since most initial offers are rejected, all or in part, shouldn't we plan far enough ahead to have a "respond to a response" strategy? Good chess players plan multiple moves ahead. If we anticipate possible responses we might receive, we could truly have a more effective response strategy.

What do we do when someone reacts to our proposal by saying:

1. Yes

Consider conveying an immediate "thank you" followed immediately by confirmation comments relating to how this is a "fair and good deal" for everyone. Add a kicker, if possible, by saying "I'll be sure and recommend your product/service to my friends/associates." This tends to minimize the concern of your opponent who may think he has made too large a concession by saying "yes." After all, we don't want them to have "acceptance remorse."

Now, if the "Yes" follows some extensive, back and forth bargaining, be sure to follow your "thank you" with a compliment aimed at their negotiating skills. Telling someone they are a good or tough negotiator seems to minimize possible 'acceptance remorse' and

even hints that they probably got the better of this deal.

2. No

One effective and often overlooked response to a "No" is to simply ask again. It is amazing how frequently a second request for the same thing can yield positive results. If one's proposal is reasonable and has been made in a courteous and professional manner, acceptance often follows a second request. Almost everyone can (and does) say "No" once. But can they endure a second request? Many can't. If you are a parent, you know that your children had success in asking for the same thing, multiple times while ignoring your initial "No." Persistence and repetition tends to work for adults, too, especially if it is positioned as a planned response strategy.

If you're trying to lower your cost or have someone waive certain fees, don't give up at the first "no". Plan in advance to share the reasons you should get what you're asking for and follow that up with a leading question. For example: "What can you do to help me lower the cost (or have this fee waived)?"

Don't use closed questions that can be easily answered with a "yes"





“Negotiations can almost always be rejoined later if broken off cordially.”

or “no”. Instead, press them for suggestions or ask them for “what else” or “how” we can make this work for us both. If no suggestions seem forthcoming, press on (like our kids do) and ask, “Are you sure?”

Always keep in mind that an appropriate response strategy can be to just walk away from the negotiations (either temporarily or

permanently). Don’t let momentum draw you into a bad deal. Negotiations can almost always be rejoined later if broken off cordially.

Good negotiators are always thinking and planning one or two steps ahead. They have a tendency to plan response strategies that can produce more win-win results.

Keep Negotiating ■



2012 MSAA C&S Registration Form

ADVANCED REGISTRATION DEADLINE: December 15, 2011

Name: _____

Spouse or additional attendee's name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____

Cell: _____

Email address: _____

The Marriott Southwest has a group of rooms blocked through Sunday, January 1, 2012. You must register separately with the hotel for your rooms. We have a special rate of \$84 per night plus taxes. Call 1-888-887-1681 to reserve your room today.

Per Person Registration for Friday & Saturday

	<input type="checkbox"/> Member/Spouse	Qty	<input type="checkbox"/> Non-Member	Qty
Advanced Registration (postmarked before Dec. 15, 2011)	\$200.00	____	\$250.00	____
Registration (postmarked before Jan. 1, 2012)	\$250.00	____	\$300.00	____
On-site Registration	\$300.00	____	\$350.00	____

Per Person One Day Only (indicate day) Friday Saturday

	<input type="checkbox"/> Member/Spouse	Qty	<input type="checkbox"/> Non-Member	Qty
Advanced Registration (postmarked before Dec. 15, 2011)	\$100.00	____	\$125.00	____
Normal Registration (postmarked before Jan. 1, 2012)	\$125.00	____	\$150.00	____
On-site Registration	\$150.00	____	\$175.00	____

Thursday Education Video Seminar (Lunch included/ticket event)

	<input type="checkbox"/> Member/Spouse	Qty	<input type="checkbox"/> Non-Member	Qty
Advanced Registration (postmarked before Dec. 15, 2011)	\$75.00	____	\$100.00	____
Registration (postmarked before Jan. 1, 2012)	\$100.00	____	\$125.00	____

Total: _____

Please send a separate check for dues from registration if paid at the same time.

Complete this form and send along with your check(s) to:

Frank Imholte, MSAA EVP
8160 CO RD 138
St Cloud, MN 56301
1-800-440-939



MSAA Membership Application

Our Association is an organization of licensed auctioneers. With the support of its membership, the association works to promote the auction profession. We are governed by an annually-elected president, vice-president, secretary/treasurer, and nine board members. These board members serve in revolving three year terms. All past officers and directors comprise an advisory committee.

Membership Benefits

- Multiple educational seminars on topics pertinent to auctioneering, marketing, appraising, government regulations, small business growth & management, and cultural enrichment
- Complimentary subscription to The Minnesota Auctioneer, the official membership publication with news and informative articles from around the state
- Combined legislative influence as membership grows
- Policing body to maintain ethical practice and thus reputation for the industry as a whole in our state
- Mentoring and problem solving with other auctioneers
- Voting privileges in annual business meeting
- Permission to use the MSAA logo in advertising and compete in marketing competitions
- Updated directory of all MSAA members

Any auctioneer with a current license is welcome to join. New applicants become members by submitting a completed membership application (right) with proper payment.

Members must pledge to be faithful to all buyers and sellers. Members are also expected to show loyalty to the organization by actively participating in state activities and events.

Annual Dues Only \$100

(Include dues check for \$100 in envelope with this application.)

- New Membership
- Membership Renewal
- Membership Reinstatement

Name: _____

Company Name: _____

Address: _____

City: _____ State: ____ Zip Code: _____

County: _____ MN License Number: _____

Email: _____

Work Phone: _____

Home Phone: _____

Cell Phone: _____

Signature of Applicant: _____

Auxiliary Dues - \$5.00

Spouse Name: _____

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

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MSAA Hall of Fame Nomination

Nominations must be postmarked no later than July 1 of the year preceding the presentation of the Hall of Fame Award. Mail nomination to:

Lowell Gilbertson, Hall of Fame Committee.

Name of Nominee: _____

Residence Address: _____

Phone: _____

Business Information:

Name of Firm: _____

Position: _____

Number of Associates or Partners in Business: _____

Business Address: _____

Phone: _____

Personal and Family Information:

Name of Spouse: _____

Does spouse participate in the Auction profession? Yes No

If yes, explain: _____

Is spouse a member of the MSAA Auxiliary? Yes No

Give names and ages of children: _____

General Professional Information:

How long has the Nominee been involved in the auction business?

What percentage of the Nominee's time is actively spent in the auction business?

How long has the Nominee been a member of the MSAA?

Has the Nominee specialized in any particular field of Auctioneering?

List educational background of the Nominee. (Include offices held, current and past):

1) _____

2) _____

3) _____

List regular auctions conducted, if any, and/or special individual auctions conducted which have brought attention and credit to the profession of auctioneering.

1) _____

2) _____

List at least three individuals who have worked with the Nominee or who have knowledge of the Nominee's worthiness of being considered for this award, whom the Hall of Fame Committee may contact:

1) _____

2) _____

3) _____

Previous recipients of the MSAA Hall of Fame Award have established some general qualifications which they feel each Nominee should possess or have shown. Please reflect your personal assessment of the Nominee with respect to: HONESTY, HIGH ETHICAL STANDARDS, WILLINGNESS TO SHARE WITH OTHERS, STANDING IN HIS OR HER COMMUNITY, AND MASS CONTRIBUTIONS TO THE AUCTION PROFESSION.

Narration: (Attach separate sheet.)

Submitted by: _____

Address: _____

Phone: _____

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:

Lowell Gilbertson, MSAA Hall of Fame Committee
2661 Oak Hills Dr. SW, Rochester, MN 55902



MSAA Auxiliary Hall of Fame Nomination

Qualifications for Nominees:

- Spouse must be a member in good standing in the MSAA (or past member if widowed).
- A member of the MSAA Auxiliary with recent or previous active participation.
- Participation in a related business to the auctioneering profession.
- Active in community, church, charitable or volunteer organizations.

Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____

Name of Spouse: _____

Business Name: _____

Business Address: _____

City: _____ State: _____ Zip Code: _____

Business Phone: _____

(Attach separate sheets if necessary.)

Auxiliary Participation:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Community Activities:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Personal Comments: (Attach separate sheet.)

Please include as much detail as possible on all areas. Nominations must be postmarked no later than August 1 of the year preceding the presentation of the Hall of Fame Award.

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:

Deb Ediger, Committee Chairperson
 218 W. Main, Belle Plaine, MN 56011
 952.873.2292 or 952.873.6972



Annual Scholarship Application

**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, 2011

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 three consecutive years.

Name of Relative: _____

Address: _____

City: _____ State: _____ Zip Code: _____

NOTE: Only one scholarship per candidate. If unsuccessful in your application one year, please reapply.

High School Graduated from: _____ Year: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Name of College or University of enrollment: _____

Address: _____

City: _____ State: _____ Zip Code: _____

CHECKLIST

1. Scholastic Information – GPA: _____

(If senior in high school or current college full-time student. Need not be official.)

2. Honors or Community Involvement:

(List any or all school, community, club, sports and academic activities)

a) _____

b) _____

c) _____

d) _____

e) _____

3. ESSAY: Be unique and creative! Please state what you've learned from your experience in the auction profession and/or what you would do with the scholarship funds. The essay needs to be completed **without** including any names or business names that would identify the applicant or their active MSAA member. **(This is important because the Scholarship Committee is presented the essay with this information removed so the identity of the applicant is not revealed to them. The Committee is judging the content of the essay while avoiding any prejudice by the inclusion of names.)** Please complete on a separate page, sign and ATTACH ESSAY TO THIS APPLICATION FORM.

4. Please attach a copy of the letter of acceptance or proof of enrollment in your school of higher education (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, 2011

Relative of winner will be notified before the annual convention. Winner and MSAA Auxiliary member relative are encouraged to attend the Saturday evening President's Banquet at the annual Minnesota State Auctioneers Convention.

To submit this form, fill out then print a copy and attach any extra requirements.

Return to:

Peggy Imholte
8158 Co. Rd. 138, St. Cloud, MN 56301

Scholarship Committee: Alice Goelz (chair), LuAnn Finnila, and Sara Fahey



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