

MSAASUPPLEMENT



Manage the Office
While Not There

p5



MSAASUPPLEMENT

April 2012 | Issue 43



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.

Contents

4 **THERE AND BACK AGAIN**

An Auctioneer's Tale

Andrew Imholte

5 **MANAGE THE OFFICE WHILE NOT THERE**

Going Mobile

Matt Schultz

7 **MR. SHERMAN AND YOU**

Knowing the Law

Steve Proffitt

10 **2012 AUXILIARY HALL OF FAME INDUCTEE**

Joani Mangold

11 **NEGOTIATION TIP**

The Mechanism: The Concession



MCAA Board of Directors

OFFICERS

Mark Rime, President 
 Rod Johnson, Vice President 
 Frank Imholte, Executive Vice President 
 Lowell Gilbertson, Executive Vice President Emeritus 
 Andrew Imholte, Immediate Past President 

DIRECTORS

Terms Expiring 2013

Austin Bachmann 
 Chris Fahey 
 Bret Walters 

Terms Expiring 2014

Bryce Hansen 
 Theresa Larson 
 Matthew Schultz 

Terms Expiring 2015

Greg Christian 
 Dave Thompson 
 Tammy Tisland 

MCAA Supplement | Publication Staff

EDITORIAL BOARD

Mark Rime 
 Rod Johnson 
 Frank Imholte 

DESIGN

Rock on Design 

Announcements

Thank You

Dear MCAA Auxiliary,
 Thank you so much for the \$1200 scholarship. I am going to put it to great use. As you know, I'm planning on attending the University of Denver in the fall. I'm so excited to see what the future holds. So, thank you again for everything.
 –Lexi Grafe

Dear MN State Auctioneers Association and the Scholarship Committee,
 I wanted to thank you again for presenting me with one of the \$1200 scholarships. Attending the presentation supper was a wonderful experience and I learned a lot. Thanks again for allowing me this opportunity and the scholarship.
 Danielle Evers

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

FOLLOW ME ON 

 Find us on Facebook

MCAASUPPLEMENT

April 2012 | Issue 43



There and Back Again

An Auctioneer's Tale

Andrew Imholte

Immediate Past President, MSAA
Black Diamond Auctions

Contact 



As I sit down to write my farewell article for the MSAA Supplement, I am amazed by how fast the time has gone. When I was elected to the board over five years ago, I was an eager young professional trying to help out the association in any way that I could. I looked up to members like John Schultz who always had time to help out a fellow member, and take on some tough issues like the MSAA Website.

Now, as I look back on those years, my life has changed considerably: job changes, and life changes like marriage and expecting my first child, helped put my work into perspective. While I am happy to step aside and let others hold the reigns to our association, I will always look back fondly on my time as a leader within the MSAA.

However, as I look back, I am honestly somewhat surprised you are even reading this article. Fifteen years ago I was a senior in High School and wanted nothing to do with the auction profession. I was sick of cleaning houses, moving pianos and sleeper-sofas. I was ready to leave this type of work behind me in search of a grand career as a Graphic Designer for a major advertising firm (think the 90's version of Mad Men). I went off to college never even considering the possibility of being an auctioneer.

Five years later, I found myself working for my father as a graphic designer laying out auction bills. It was not long after that when I began to consider my place in the auction profession. I played with expanding my marketing talents into the niche auction advertising

area. Finally, in January of 2004, I enrolled and graduated from auction school.

Just as my father taught me, I immersed myself in my professional organizations. I have been a member of the MSAA and NAA ever since. I have not missed one National or State Conference & Show. I have jumped at every opportunity to get involved, and while it may not have always been easy work, I never regretted a single minute of it.

Thank you to the members of the MSAA for believing in me and especially to a few members who taught me so much and were always there for me: John Schultz, Matt Schultz, and Judd Grafe. I also want to thank my father and mother who taught me so many lessons in my life, and that no challenge was ever too much for me to handle. Most importantly, I want to thank my wonderful wife, Jessica. I would never have been able to provide the conference experience I did for the MSAA without her help and support.

*Thank you my MSAA family,
Andrew Imholte*



MSAA SUPPLEMENT

April 2012 | Issue 43



Manage the Office While Not There

Going Mobile

Matt Schultz

Director, MSAA

Contact 



We hear about iPhones, Androids, and Blackberries - all smartphones by rights. So what is the big deal? Will a smartphone make my life easier? Or will it make my life and business more difficult? These are all good questions, so let's take a look at the things you can do with a smartphone:

Calendar Management

Have you ever forgotten an appointment or had too many calendars to keep track of? I had this problem. I was working full time at 40 hours, working primarily for Kurt Johnson Auctioneering doing fundraisers, and then filling in the rest of my time with other Auctions, and friends and family. I was managing way too much data on too many paper calendars and notes to myself. I invested in a smartphone to ease this headache. I use my Calendar on my phone, which is synced with a Google calendar. If I add an appointment or event to my phone Calendar, it also populates to the Google Calendar. If I look at my Google Calendar, it shows me that information as well. One other added bonus is that you can add different calendars such as the MSAA calendar, which shows that I need to have my article written and submitted by April 1. I also have the MN Twins, the Wild, and other sports teams' calendars synced with my Google calendar. The huge advantage about this function on a smartphone is that everything can be consolidated into one location by use of some modern technology. If you are running a company and want an easy way to share your auction dates with clients, you could set up

a public calendar that they can sync with their own calendar.

Contact Management

Do you still have the rolodex on your desk? Well truth be told, so do I, as well as a collection of business cards in it. I often add phone numbers, emails, and other contact information to my smartphone. So how can this help you? I have three email accounts of which two are auction-related and one is personal. Ever try managing 500 contacts across three email accounts/databases? The smartphone once again saves the day by syncing names, phone numbers, and email addresses into one contact name; of course you have the control, so if you really know two Col. Franks, you can keep them separate. When I create a new email from a contact on my phone, I am able to choose at the click of the finger which email account I want it sent from. All of my contacts are synced with Google, Facebook, and LinkedIn, which provides me with full contact information of those people.

Photos and Videos

Today, the smartphones have such great video and still cameras. Don't get me wrong - I love my "fancy camera" that you often see me



MSAA SUPPLEMENT

April 2012 | Issue 43





“...think about the daily tasks that you do to manage your auction business or daily life. How do they collide in a fast-paced society and how do you manage them? I found for myself that paper and pen no longer worked...”

wearing at the Conference and Show, but if you need photos of an auction listing, the camera on your phone can tell the story just as well. Or, if you need a video of something running, again, use your camera phone. My smartphone can take photos at 8.1 megapixels which is very high quality. So how do you put this to work for you? For example, if you are preparing a listing for an upcoming auction, and you want to get photos up on your website, you can take the photo (using your phone) and send an email to your office or website administrator for upload. Most smartphones have full internet access on them, so you would log in to your website management, create the auction on your website, and load photos yourself right from where you are. They make apps for all kinds of stuff like this.

GPS

How do I get from here to there without getting lost? Most phones have a built-in GPS navigation application on them. I tried something new the other day using

my contacts list on my phone: I selected a contact at random and was able to get directions to their location from the electronic business card on my phone. Since my data is all synced, it should be the most current address for that contact.

I could go on and on (and they probably make an application for that), but think about the daily tasks that you do to manage your auction business or daily life. How do they collide in a fast-paced society and how do you manage them? I found for myself that paper and pen no longer worked, and that I needed the information in one place and format. A smartphone was the solution for me. Paper and pen still work for many, but a smartphone just might be a change that you want to look into. It's a way of doing business with the tap of a finger or the click of a mouse - and sometimes even a pen.

*Matthew A. Schultz, BAS
MSAA Board of Director - Technology Chair*



Mr. Sherman and You

Knowing the Law

Steve Proffitt

General counsel, J. P. King Auction Company, Inc.

Contact 

Steve, at my last auction, I know some of the dealers were getting their heads together to hold down prices, the disgusted auctioneer said. “They would say to each other, ‘If you don’t bid on this, I won’t bid on that.’ Fortunately, I had some other bidders who kept the prices up, but that doesn’t always happen,” he added. “This bid-rigging is a serious problem and these people can ruin an auction. How do you advise we handle it?”

The Sherman Act.

Title 15, Section 1 of the United States Code addresses contracts, combinations, trusts, and conspiracies in restraint of trade and commerce and declares them illegal. A violation is a felony that “shall be punished by fine not exceeding \$100,000,000 if a corporation, or, if any other person, \$1,000,000, or by imprisonment not exceeding 10 years, or by both”

Unless there is a specific exemption, the Sherman Act applies to just about every effort to manipulate prices or monopolize trade or commerce. With regards to auctions, the Act applies to both sides of the selling block – bidders and auctioneers alike.

Illegal Market Activity.

If two or more bidders conspire to depress bidding at an auction, they have violated the Sherman Act. Likewise, if an auctioneer and a shill (i.e., the seller or another) conspire to artificially control prices, the result is the same.

Can you say “FELONY?”
How about “PRISON?”

The Sherman Act includes such harsh penalties because the government wants to protect buyers and sellers alike from those who would use artificial means to eliminate competition and manipulate market pricing to the detriment and damage to those participating in the market. Competitive markets are good for our economy. Riggged markets are the opposite.

So why would people participate in such wrongdoing? The answer is simple – GREED! It is also as old as commerce and always lurking.

Fertile Ground.

Sadly, auction markets are quite vulnerable to Sherman Act violations. That is because the competitive bidding process for valuable assets is a strong lure for those weak of character to seek an unfair advantage over others and score ill-gotten gains. The speed, movement, and anonymity





“It is always sad to see people who lack objectivity because of selfish interest. There are folks who quickly spot wrong when it is done to them, but their sense of law-abiding and fair play goes on vacation when they stand to gain from wrongdoing.”

of auction activity is wonderful camouflage for such wrongdoing.

Most auctioneers have a favorite story about “poolers.” That is what bid riggers who conspire not to compete against one another are commonly called. These bidders “pool” their bids to make a unified bid for a lot, thereby eliminating much, if not all, of the competition that would drive prices higher.

Examples.

Here are three examples of bid rigging:

1. At a consignment auction, a fellow sees an oak dresser he thinks may fetch \$500. He learns another man is interested in the dresser, but that man also likes a dining-room suite. The two agree not to bid against one another. The first man will bid on the dresser and the second will bid on the table.
2. At an equipment auction, four contractors are interested in the same bulldozers, graders, pans, and excavators. They agree that only one of them will bid on everything and try to buy for the lowest prices. Afterwards

they will privately re-auction what they bought amongst themselves.

3. Several properties are included in a foreclosure auction. Two prospective bidders are interested in the same house. The second agrees to accept \$500 from the first for not bidding on the property that the first fellow wants.

Each of these examples involves efforts by bidders to artificially suppress competitive bidding to keep prices low. These agreements are unlawful restraints of trade and Sherman Act violations.

Bidders Gone Bad.

It is always sad to see people who lack objectivity because of selfish interest. There are folks who quickly spot wrong when it is done to them, but their sense of law-abiding and fair play goes on vacation when they stand to gain from wrongdoing. This is the case with “riggers.” They would whoop like cranes if an auctioneer threw them a curve, but a little bid rigging is no problem when they can save money from it.



My guess is that the majority of auctions involve some bid rigging. It is just that common and it is often practiced by “good people” who would never admit to being lawbreakers.

Oftentimes rigging is couched as a favor: “Say, Harry, do me a favor and don’t bid on that chest. I want it for my daughter.”

But what about the seller and the depressed value he will receive from the sale of the chest? Perhaps the seller needs the money to buy medicine for his daughter who is ill. A seller’s needs never matter to “riggers,” because nothing trumps their greed and selfishness.

Be Proactive.

So what can auctioneers do to protect their sellers and

themselves from bid riggers? Here are five suggestions:

First, clearly announce before an auction that bid rigging is illegal and suspected violations will be reported to the Department of Justice for investigation and prosecution. That warning ought to also be boldly included in the terms of sale. Signs advising of the illegality and penalties for bid rigging should be posted conspicuously. If auctioneers take the issue seriously, bidders will, too.

Second, when an auctioneer thinks bid rigging may be a problem, lots should never be opened without a reserve. By conducting a reserve auction, the auctioneer maintains control and can “no-sale” lots that fail to reach acceptable levels.

Third, sellers can reserve and announce the right to bid on their own goods. This is an important tool to thwart the threat posed by “riggers.”

Fourth, if there is strong evidence that bid rigging is occurring, the auctioneer should stop the auction and issue a stern warning that he suspects a problem and will not tolerate it. If it persists, the auctioneer can seek the seller’s authority to cancel the auction. While such an action may have serious complications, these would be less severe than selling valuable assets to a cartel created to “steal” them via rigged bids.

Finally, never publicly identify bid-rigging suspects. This can take the auctioneer off the Sherman Act offensive and place him on the wrong end of a defamation lawsuit.

Auctioneers should never trade one ill for a worse one.

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 Mendenhall School of Auctioneering in High Point, NC. This information does not represent legal advice or the formation of an attorney-client relationship and 4

readers should seek the advice of their own attorneys on all legal issues. Mr. Proffitt may be contacted by email at sproffitt@jpking.com.

*John Stephen Proffitt III
Copyright January 7, 2012*



2012 Auxiliary Hall of Fame Inductee

Joani Mangold

(as presented by Joanne Laumeyer)



Right: Hall of Fame inductee, Joani Mangold and her husband O.C. excitedly head for the podium.

Far Right: All MSAA Auxiliary Hall of Fame members in attendance at 2012 C&S.

She is a very giving person with the Lord as her focus in life. As well as being a wife, mother, senior high and college art teacher, she and her family took in over forty orphans. It was a very busy life. As the wife of an auctioneer, she also helped with auction set up, clerking, bookkeeping, and settlements.

Our recipient found time to be chairperson of the church council, event planner, and coordinator for community activities, and occasionally she was able to get away for some trail riding and showing of horses. She showed

a national champion in Louisville at the National Appaloosa Horse Show and International Champion Ladies Western Pleasure in Chicago. In fact, it was after showing horses that she met her husband-to-be in a beer garden

at the Minnesota State Fair. After spending some time together at the fair, they had their first date a couple of weeks later when he picked her up in his cattle truck to go dining and dancing. It was romance from the very first haul.

She was named "Teacher of the Year" during her last year of teaching in a school district of about 1,100 teachers. After living most of their lives in Minnesota, they sold their ranch and moved to Arizona over 12 years ago and found semi-retirement to be a blessing from the Lord. Semi-retirement? Since moving to Arizona she has gotten her CAI, GPPA, CES, and CPPA designations, and is a major player as auctioneer

in the family business. She served on the Board of Directors and two terms as President of the MSAA Auxiliary. She also presented the idea of youth scholarships to the MSAA and made signs and banners for several MSAA Presidents.

She and her husband have three sons, two daughters-in-law, and four grandchildren.

Oh by the way: the orphans the family raised were exotic animal babies they raised on their ranch. They included 20 bear cubs, two zebra, a baby yak, two cougars, a couple dozen raccoon, and many baby deer fawn. Joani spent a lot of time making formula to feed all those babies.



MSAA SUPPLEMENT

April 2012 | Issue 43



Negotiation Tip

The Mechanism: The Concession



John Hamilton, DREI
www.GoodNegotiator.com

Contact

Don't dust off your 'white flag!' This Concession Mechanism isn't the vehicle where we intend to give up or cave in. Too many of us get obsessed with winning, not giving an inch, or fearing the shame of giving something away. Did you know that giving a concession has four (4) purposes? Knowing these will change your perspective on strategically granting a concession.

How many times have we experienced (or heard of) failed negotiations because neither party was willing to make the first move (concession)? Good negotiators know that granting a concession or suggesting a compromise serves four purposes.

1. Concessions, when communicated properly, can uncover **WHAT** one's negotiating opponent really wants. Concessions loosen their tongue and somewhat soften their defenses. Best of all, their conversation typically centers on their core or key objectives.... what they really value and want.
2. Concessions tend to bring out **HOW MUCH** our opponent is seeking. Many times this is revealed with the 'what' (#1 above). If not, a concession can prompt others to quantify, with more specificity, their position in response to a follow up question such as, "What would work for you?" or "How much are we talking about?"
3. Concessions help us to learn **HOW BADLY** our opponent wants something. Uncovering our opponent's motivations is always the good negotiator's edge. Again, asking questions might be necessary. "Why?" or "What's your thinking?" questions encourage people to share their motives. By gauging someone's motivations we can quickly determine if we have a chance to achieve that win-win result.
4. The last purpose of giving a concession is that we can better determine or estimate what our opponent is **WILLING TO GIVE UP** in order to achieve an agreement.

You have probably noticed that these four purposes of granting a concession are interrelated. But identifying them individually helps us strategize and identify targeted information we need to have.

"Priming the pump" might be the best way to think of The Concession Mechanism. Don't give away the store, but posing that famous good negotiator question, "What would you think if I would ...give _____ to you? ordo _____ for you?" Such questions greatly enhance our opportunity to achieve those four purposes simply by making a conditional commitment.

Think positive thoughts about The Concession Mechanism and focus on those four purposes as you **KEEP** Negotiating.



MSAA Membership Application

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

Membership Benefits

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

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

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

Annual Dues Only \$100

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

- New Membership
- Membership Renewal
- Membership Reinstatement

Name: _____

Company Name: _____

Address: _____

City: _____ State: ____ Zip Code: _____

County: _____ MN License Number: _____

Email: _____

Work Phone: _____

Home Phone: _____

Cell Phone: _____

Signature of Applicant: _____

Auxiliary Dues - \$5.00

Spouse Name: _____

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

April 2012 | Issue 43



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, 2012

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:

Conny Rime
4838 South Tri Oak Circle NE Wyoming, MN 55092
Scholarship Committee: Peg Imholte (chair), Holly Hotovec, and LuAnn Finnilla



MSAASUPPLEMENT

April 2012 | Issue 43

