

MSAASUPPLEMENT

Mark Your
Calendars!

MSAA 2013
Conference & Show



MSAASUPPLEMENT

October 2012 | Issue 49



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

2013 MSAA Conference & Show

- Minnesota State Champion Auctioneer Contest

Thursday, January 17—Saturday, January 19, 2013
 Holiday Inn, St. Cloud, Minnesota

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Announcements

Open House

You are invited to an auction in Princeton, MN at Wayne Pike's home on Oct 20th. They will be selling over 600 lots of his collection of western items as well as some of the very finest silver-inlaid saddles and bridles from years of collecting. Some of these date back to the first week Wayne and Merridy were married. After the auction, they will be hosting an "open house" for members of the MCAA as well. Everyone is welcome to join in on a fun day with Wayne and Merridy at their home. Please use the house driveway.

MCAA Member in the News

MCAA member John Kruesel sells Rochester Mayo Family's History

Four generations of silver, artwork, furniture, and books belonging to the families of the Mayo doctors were auctioned off in a brick building at the Olmsted County Fairgrounds. Descendants bid to keep some prized items in the famous family.

Stories and photos of the auction are posted on the Rochester Post Bulletin website www.postbulletin.com, and the Star Tribune website www.startribune.com/local/172982611.html

Assisting auctioneers were Lowell Gilbertson, Mike Anderson, and John & Matt Schultz.

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



Times Have Changed

Trends in Antiques

Mark Rime
President, MSAA
Contact 



Greetings to all members of the MSAA and your families. I hope your spring, summer, and fall auction season has been a busy one.

Have you noticed the price changes over the years in the marketing of antiques? On September 16th, we had an antique auction for a gentleman in Coon Rapids, Minnesota. This was the sixth one I've done for him dating back to 1995. On September 23rd, we had another one for a gentleman in Coon Rapids. This was the third one I've done for him. On October 7th, we had another auction for a couple in Coon Rapids, Minnesota. This was the second one I've done for them. The last one they had was seven years ago. All three of these individuals loved antiques, old tools, crocks, toys... whatever they could find that was antique, they purchased it. When we did these last three auctions, all of these individuals said, "Just get me what you can get. Let it go, the market is not what it used to be."

I remember when Redwing crocks used to bring ten dollars a gallon or even more. Now it seems like they are about half of that. Fancy glassware in our area dropped way down about five or six years ago. Antique furniture has also seemed to lose some of its appeal. I recall that you could have a round oak table in need of refinishing and it still brought anywhere from three to five hundred dollars. Last fall

I had a nice, solid oak table, and I had a hard time getting thirty five dollars for it. The one bright spot still seems to be antique advertising items. We conduct an antique advertising auction every spring and prices still seem to be very strong on those types of items. I recently attended a collector car auction where antique advertising signs (and their prices) were through the roof. It seems to me that the people who used to buy glassware, furniture, crocks, and miscellaneous antiques have all that they need and are now older and don't need anymore. Like the three auctions I just had, these people were in their sixties to eighties, were done buying, and now wanted to sell. To the younger buyers, those types of items do not mean anything to them because they didn't grow up with oak furniture, crocks, and glassware. They grew up with paper plates, plastic cups, and bean bag chairs.

To me, the tough part when conducting an antiques auction is getting your seller to understand that the market is not what it used to be when they purchased many of their items in the heyday of antiques. I usually sit down with them ahead of time and we talk about how the prices have changed





and that the market is just not what it used to be. Most of them understand completely and say, "Mark, I've enjoyed the stuff for years and now my kids say 'its time to get rid of it'". Will that market ever come back? I don't know. There will have to be a renewed interest amongst the general public and the younger generation in the future to get the kind of prices we enjoyed on antique items five or ten years ago. Maybe you are not experiencing the same downward trend in general antiques as we have in our area, or maybe I'm doing something wrong. Any suggestions? Feel free to give me a call.

Don't forget that we are having our annual Conference and Show from January 17-19, 2013 in St. Cloud, Minnesota at the Holiday Inn. We have a nice lineup of speakers to help you in your auction business, including some motivational speakers and other speakers coming to talk about real estate, benefit, online auctions, and how to execute better live auctions.

Conny and I would like to wish you and your families a happy and joyous holiday season.



MSAA SUPPLEMENT

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Auction Season

How to Control Mental and Physical Fatigue and Stress During the Busy Season

Austin Bachmann

Director, MSAA

Contact 



Being involved with the Auction profession, everyone knows during the summer you have to “make hay while the sun shines.” For most, this time is usually March through October, and trying to fit a whole year’s worth of work into eight months can make for some pretty long days, weeks, and never-ending months. During this time it’s easy to forget about one’s health when it comes to mental and physical fatigue and stress. Allowing yourself to manage these three things can not only make you healthier, but also make you more efficient, happier, and make work seem not so bad.

Let’s start off with the definition of mental/physical fatigue and stress:

- Physical fatigue or muscle weakness and/or aches, (or “lack of strength”) is a direct term for the inability to exert force with one’s muscles to the degree that would be expected given the individual’s general physical fitness.
- Mental fatigue, in turn, can manifest itself both as decreased wakefulness, or just as a general decrease of attention, not necessarily including sleepiness. Decreased attention is known as ego depletion and occurs when the limited “self-regulatory capacity” is depleted, and also described as a more or less decreased level of consciousness. This is not good when trying to perform tasks that require constant concentration.
- Stress is a factor from the inside or outside world affecting an individual. Individuals respond to stress in ways that affect the individual as well as the environment around them. Symptoms of stress are: sleep disturbances, muscle tension, muscle aches, headache, fatigue, nervousness, anxiety, changes in

eating habits, loss of enthusiasm or energy, and mood changes like irritability.

Fatigue is a normal result of working, mental stress, over-stimulation, and lack of sleep. Many times when someone has symptoms of work-related fatigue (mental or physical), this can also make a person have higher levels of stress. On the flip side, when someone has high levels of stress, they can also feel as though they are mentally or physically fatigued. The degree of stress and fatigue in our lives has a lot to do with individual factors such as our physical health, the quality of our relationships, number of responsibilities, expectations of us, support from others, and the number of changes that have recently occurred in our lives, along with the amount of sleep one gets.

I don’t know about you, but a lot of the things in the last couple paragraphs seem to hit home when it comes to the busy auction season. When trying to fit a large amount of work into a small amount of time, it’s easy to forget about your own physical and mental health, and during that time if a person doesn’t pay attention to themselves it can be easy to run into fatigue and



stress-related problems. This can have an effect on everything and everyone around you in a negative way if not properly managed.

Here are a few ways to help manage fatigue and stress:

- Get plenty of sleep. Go to bed at a reasonable time, and wake up at a reasonable time. Get your body used to a routine. The body charges the most during 11pm-1pm, so try to be in bed before 11pm. Getting plenty of sleep will make you feel better during the day mentally and physically and can eliminate most stress and fatigue-related symptoms.
- Exercise regularly. Try to get at least 20 to 45 minutes of exercise in each day. If you don't have that much time during the day, try to get out and walk or do something active for a brief period of

time. I found that during my lunch break was the best time to fit exercise in. It works out with my schedule, and it makes the rest of my day feel so much better. (Especially after I beat my brother Andrew in racquetball...) Fitting exercise in during the day will help you feel more alert, take your mind off work for a while, help with your physical health, and is also a great way to help manage stress.

- Delegate and do not take on more than you can handle. If you take too much on at one time, this can cause you to get overworked and overstressed. Only take on what you can handle, and have others help you when needed.
- Stay organized. If you are unorganized, this can cause your body and mind to feel the same way, which does not help with stress and health. Keep your office

clean and organized. Walking into a neat environment will help you focus more instead of worrying about small things like putting files away. Also, if you travel a lot, keep your vehicle clean and organized. Staying organized and clean with your work environment can help you feel more efficient and more self-fulfilling.

- Prioritize your day. Make a list of things that need to be done in the order that they need to be done. Complete the list in order, and do not jump to the next task until you finish the previous task.
- Stick to a healthy diet. Drink plenty of water. The more your body is hydrated, the better you will feel mentally and physically. Eat healthy food with smaller portions, and eat snacks throughout the day. (If you are lucky, your mother might make an extra fruit smoothie for you while she's in the office...and I'm usually lucky!)

- Don't be late! (I might be a hypocrite)
- Last of all, have fun! Enjoy every aspect of life that you can. Take time to have some fun and spend time with the ones you love. This may be the best advice I've ever heard.

By following these simple steps you can decrease the amount of mental/physical fatigue and stress in your everyday life. By doing this, you will enjoy the work that you do more, allowing you to be increasingly productive at the same time. I hope this article is helpful to you, and I hope the auction season is going great for everyone!



Interstate Commerce and You

Knowing the Sherman Act

Steve Proffitt

J.P. King

Contact 

Last time I wrote about the scourge of bid rigging. This crime is a felony under the Sherman Act. Each violation carries punishment of up to ten years of imprisonment in a federal penitentiary and a \$1,000,000 fine. If the offense is committed by a corporation, the fine can be \$100 million. In this column, we will further consider how this law applies to auctions.

Reader Exception

A reader once wrote me about a column I had written about the Sherman Act and noted it is a federal and not state law. The reader stated his opinion that auctioneers and bidders are not covered by Sherman since they would be involved in local sales, in state jurisdictions, and working under state law.

The reader was correct about one thing – that the Sherman Act is a federal law. The reader was wrong about the law not applying to auctions. It does apply and it is important for auctioneers and bidders to know this. I will use a court decision to illustrate the point.

Court of Appeals

In 1998, the U. S. Court of Appeals for the Fourth Circuit reviewed two criminal convictions under the Sherman Act. In *U. S. v. Romer* and *U. S. v. Batra*, the government alleged the defendants rigged bids to depress competition at real-estate foreclosure auctions.

Since the Sherman Act is federal law, it applies where a federal issue is involved. The most common trigger is interstate commerce. The courts have given that concept increasing broadness as the federal government has asserted more and more control over commercial activity.

Interstate Commerce

Romer and *Batra* argued that the government had failed to show their bid-rigging conspiracy involved interstate commerce. They emphasized that their activity

had been limited to auctions in just one state. They argued that their collusion had been limited to intrastate commerce (within a single state), as opposed to interstate commerce (among several states).

The Court of Appeals disagreed. The Court held that the Sherman Act has a broad reach across commerce that has been approved by the U. S. Supreme Court. The Supreme Court has ruled that Congress intended for this law to reach the constitutional limits of the government's power over commerce. The Court of Appeals noted it is the government's burden to prove the defendants were involved in interstate commerce, or their conduct affected some activity within interstate commerce.

The Court considered *Romer's* and *Batra's* argument that the government had failed to prove their local bid rigging touched interstate commerce. The defendants urged: (a) the real estate involved was all in Virginia; (b) each foreclosure auction was in Virginia; and (c) all auction participants were Virginia residents. *Romer* and *Batra* said this showed their activity was purely local.



Rejection

The Court of Appeals rejected this argument. The Court's opinion reads in part:

"As an initial matter, we note that the narrow conception of interstate commerce reflected in the (defendants') argument is without support in the law. Determining whether anti-competitive activities are within the reach of the Sherman Act is a practical inquiry that requires us to consider the substance of the transaction at issue. In conducting that inquiry, we look beneath the surface of the transaction, with an eye toward assessing its interstate features. We consider not only the location of the transaction and the immediate parties, but all other conceivable links with interstate commerce, including the interests of secondary parties and the passage across state lines of goods and services related to the transaction.

"In light of the broad nature of our inquiry, we disagree with the Appellants' characterization of their auction-rigging activities as purely local. The driving force behind each auction was the financial interest of an

out-of-state lender, who initiated the auction to recover the balance of an outstanding debt. Although each sale of property was conducted through the conduit of a Virginia trustee, that relationship was one of form rather than substance. In reality, the trustee was a mere resident agent, appointed by the lender to conduct the auction on the lender's terms. Despite superficial appearances, it was the lender who initiated the foreclosure, who directed the terms of the auction, and who, at the close of each sale, received across state lines some portion of the proceeds in satisfaction of its interest in the property. Therefore, we find it inescapable that, far from being purely local events, the auctions were interstate transactions of the most fundamental sort."

Trigger Points

In this era of transporting goods across state lines, use of telephone and email for interstate communications, selling online, accepting out-of-state bids, use of mail for sending advertising and auction materials, and other aspects of modern commerce, it is hard to imagine an auction that does not have some interstate characteristic – either through the

auctioneer, seller, bidders, or the assets, including both the origin and destination of each.

The result is obvious. The Sherman Act is a long-armed octopus that can reach about any auction that draws the attention of a federal prosecutor. Additionally, many states have their own laws that also make bid rigging illegal.

Conclusion

Maintaining free and competitive markets is a hallmark of our economy. This is one of the government's most important priorities and the Sherman Act gives it teeth.

The parties on both sides of the auction block should always comply with the law. When auctioneers conspire with others to use skills, phantom bidding, or unannounced seller bidding to boost prices, the Sherman Act has been violated. When bidders collude to depress prices, the law has been broken. These culprits should be prosecuted for their wrongdoing. There is too much at stake to do otherwise. The integrity of the auction markets depends on real, competitive bidding and legitimate sales.

As for Batra and Romer, the Court of Appeals affirmed their convictions. Since Mr. Batra had appealed only his conviction and not his sentence, his sentence was not reviewed by the Court. However, Ms. Romer, a certified public accountant, appealed both her conviction and sentence for the Sherman violation, plus bank and tax fraud convictions. The Court of Appeals upheld her sentence of 18 months of imprisonment on each count, followed by three years of supervised probation, and \$27,269 in fines and restitution. No bargain there.

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 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*



Social Media

Find the Balance

Carl Carter

NewMediaRules.net

Contact 



I don't know if anyone's noticed, but Twitter's about to turn six. Facebook's eight, if you count the time it was open only to students. But as a place everybody could go, it's also about six.

And in those six years, it's quite possible that more uninformed nonsense has been written — with greatest of authority and confidence — than in the previous 60. There are lots of reasons for it, but one of the biggest is that there was no defined body of knowledge to start with. We've been making this up as we go along. So any idiot could declare himself a social media expert, and plenty of imbeciles did.

A major problem the experts share (I don't pretend to be one, by the way) is a lack of balance. They suffer from what I call the Hammer Syndrome (when you have a new hammer, everything looks like a nail). Eyes get wide and the experts go all utopian on us, presenting Facebook and Twitter as the answer to every marketing question.

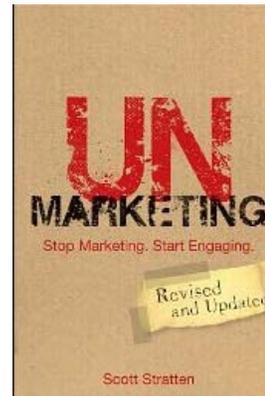
That's why I've been enjoying the rare perspective of Scott Stratten in his book, *Unmarketing*. Let me point out that except for less than 280 characters of Twitter exchange, Scott and I don't know each other. I bought the book the old fashioned way, from Amazon. All I'm getting out of this little plug is the pleasure

of maybe helping you do a better job of connecting with your customers, prospects, or first grade chums.

With that out of the way, I'm free to say that Stratten's a pretty smart guy who understands that life is bigger than Twitter. Bigger even than Facebook. Best I can tell, he actually lives in the real world.

I've been saying for 30 years that nothing good happens until somebody talks to somebody. It may happen on the phone, over lunch, or at the gym. At their core, Facebook and Twitter are another way to talk to each other. That's easy for me to understand, because I lived blissfully in a Twitter-free world for 52 years. That's not to say we didn't have our own social media. Way back in the 1980s — well before the World Wide Web appeared in 1994 — we had 300-baud dial-up modems and DOS-based systems like PCBoard and RBBS, which let us create bulletin boards that worked about as well as anything we have today. I hung out on several of them and even ran a couple. (A side story: One of the local boards in





Birmingham, run by a deputy sheriff, was called America Online. He sold the rights to the name for a few thousand lousy bucks. You can probably fill in the blanks.)

Whether online or in person, we had conversations.

Scott's word for it is engagement, and it's as good as any. I like it because it reminds us that Facebook and Twitter aren't just places to dump a stream of our blather out into the world in hopes that somebody will see it and come rushing to buy from us or

our clients. Social media is just one way we engage. Others include the ones we've known and ignored all along — great service, listening, and finding ways to help other people get what they need.

This is good, balanced, common-sense stuff. Communications basics, combined with the very best advice I've seen on how to use social media effectively.

Buy it. Read it. Find the balance.

*First published January 28th, 2012,
newmediarules.net*



Top-Notch Education

2013 Conference and Show Schedule

01.17.13 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. Real Estate continuing Education
 Mike Brennen
 8:00 a.m.–5:00 p.m. Advanced Negotiation Techniques
 John Hamilton
 3:00 p.m.–5:00 p.m. Contest Item Check-In
 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

01.18.13 Friday

- 8:00 a.m.–9:00 a.m. Breakfast
 8:00 a.m.–9:00 a.m. Marketing Contest Check-In
 8:30 a.m.–3:00 p.m. Registration
 9:00 a.m.–10:00 a.m. The Theater of the Mind
 Robert Priest
 10:00 a.m.–11:00 a.m. Mystery Guest from the NFL
 11:00 a.m.–12:00 p.m. NAA Hall of Fame member
 Benny Fisher
 12:00 p.m.–1:00 p.m. Lunch
 12:30 p.m.–2:00 p.m. Fun Auction item Check-In
 1:00 p.m.–2:30 p.m. Benefit Auctions–
 Five Ways to Increase the Revenue Over and
 Above the Silent and Live Auctions
 Christie King

- 1:00 p.m.–2:30 p.m. Online Fraud Prevention and Risk Management
 Jacqueline Glassman & Jason Nielsen of Proxibid
 2:45 p.m.–4:15 p.m. Nomination Committee Interviews
 2:45 p.m.–4:15 p.m. Real Estate Auctions
 Benny Fisher
 2:45 p.m.–4:15 p.m. Successful Online Marketing Strategies
 for Auctioneers
 Russ Hilk of Wavebid
 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

01.19.13 Saturday

- 7:30 a.m.–8:30 a.m. Breakfast and Town Hall Meeting
 8:45 a.m.–10:15 a.m. Humor in the Workplace; Busting Stress
 Christie King
 8:45 a.m.–10:15 a.m. Best Practices, Products and Tools
 for Online Auctioneers
 Jacqueline Glassman & Jason Nielsen of Proxibid
 10:30 a.m.–12:00 p.m. Executing Better Live Auctions in 2013
 Russ Hilk of Wavebid
 12:00 p.m.–1:00 p.m. Recognition Luncheon
 1:15 p.m.–3:15 p.m. MSAA Bi-Annual / 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
 8:00 p.m.–10:00 p.m. Hall of Fame Reception
 8:00 p.m.–Midnight Live Music, Stubborn Country



Negotiation Tip

Mismatched Concession



John Hamilton, DREI
www.GoodNegotiator.com
 Contact

It's a common and recommended negotiating practice to answer a concession from our opponent with one of our own. Shall we say it "keeps the ball rolling" and moves us closer to agreement. Many even match, in amount, the concession granted by our opponent. That's likely a mismatch.

Let's use the example of a real estate negotiation where the buyer and seller are negotiating face to face without agent involvement. The seller quotes a price of \$150,000 which he (and even the buyer) knows is way too high. The buyer flinches

and counters at an equally aggressive low price of \$100,000.

The seller returns the flinch but gets the message. He counters by coming down to \$135,000.

I'll bet you did what everyone else does, including the parties involved. You quickly computed the dollar amount dropped to be \$15,000. Believe it or not, there is significant and implied pressure for the buyer to reciprocate and raise his initial low offer by a like amount to \$115,000. The buyer thinks he'd be matching the concession, but he's not.

Remember this: compare concessions on a percentage basis, not a dollar amount basis, especially if you're a buyer.

The seller's concession was \$15,000 which was a 10% drop. (\$15,000 divided by \$150,000)

If the buyer comes up \$15,000 he's giving a 15% concession (\$15,000 divided by \$100,000). That's a mismatch and ill-advised. To match the 10% concession by the seller, the buyer should come up only \$10,000 to \$110,000 for his counter. That's a match!

You've probably anticipated the difficulty with this strategy, haven't you? You know that the seller will think they're giving up more than the buyer. In dollars they are. In percentage, they're equal.

The technique to make this work is all in how (word choice) the buyer presents his counter. It should sound something like this...

"Mr. Seller, I appreciate the fact that you've lowered your price. I'll match your 10% reduction by raising my offer by 10%. Can we get together at \$110,000?"

The negotiations will likely go on from there, but at least on a more fair and matched basis.

Good negotiators don't get caught matching concessions in dollar amount when they are buyers, but instead focus on the percentage adjustment.

On the other hand, good negotiators who are sellers encourage their buyer counterparts to focus on dollar amount concessions so to take advantage of the mismatched concessions.

Being able to adjust one's thinking and techniques, depending upon what role we're in, is a hallmark of a good negotiator. Be ready to adjust your role 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

October 2012 | Issue 49



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, 2012

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

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