

MSAA SUPPLEMENT



Spring has Sprung!

Dust off the Long Winter Blues...It's Auction Time!



MSAA SUPPLEMENT

May 2013 | Issue 56



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

If some sections have print that is too small for you to read easily, go up into your VIEW menu at the top of your screen and scroll down to ZOOM, or even click on the "View at Full Screen/Full Screen Mode" option in the VIEW menu. You can also print the document if you wish.

Upcoming Events

2013 Summer Seminar and Board Meeting

Monday, July 29, 2013

- Seminar and Business Meeting

Hannah's Bend Park

North 9th Street, Cannon Falls, MN 55009

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Announcements

Deaths:

Jim Tisland, husband of MSAA Director Tammy Tisland, passed away Sunday, April 21. Please keep Tammy and her family in your prayers. MSAA member, Col. George W. Moline, 84 of Austin, died Wednesday, April 24, 2013 at the Minnesota Veterans Home in Luverne, MN.

George William Moline was born March 29, 1929 in Pepin, WI to Axel and Minnie (Christensen) Moline. He attended Pepin Schools and became a telegraph and teletype operator for the Milwaukee Railroad. He served in the US Army during the Korean War. George married Marie Milliren on June 13, 1953. After the war, he worked for American Motors. In 1964, George and Marie moved to Austin where George was a manager for the St. Paul Clothing House. In 1976, they purchased Moline Sports and Awards and in 1982, he became a real estate broker and auctioneer until his retirement in February 2011.

Invitation:

I want to personally invite each and every one of you to the 2013 National Auctioneers Association Conference & Show to be held July 16-20, 2013 at the Indianapolis Marriott in Indianapolis, Indiana. On Thursday, July 18, 2013 I am humbled to be sworn in as the 65th President of the National Auctioneers Association.

As an MSAA member since 1977, I plan to proudly say that and also recognize all of the wonderful MSAA auctioneers in attendance. Being an MSAA member means a great deal to me. I look forward to seeing you in Indianapolis.

Thank you,
Paul C. Behr

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 Find us on Facebook

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Announcements

Stolen:

This came via member Dale Palvis on items stolen in WY:

ELECTRONIC EQUIPMENT

HP laptop - grey, textured exterior and interior, 17" or so screen
 Logitech surround sound system Z323 (I think)
 Dell flat screen monitor - 23"
 Dell flat screen monitor- 23" new in box (same screen as above)
 Go Pro 3, black edition with accessories
 External hard drive - 1TB, pink and black
 Netgear internet router
 Nikon D5100 with lenses, filters, and carry backpack specific for cameras, grey
 Joby camera tripod "gorilla" gray and black
 Small handheld video camera, black
 "5 in 1" cordless PowerPal, (to jumpstart a car, compressor, light, converter)
 Altimeter/compass "high gear"
 Hair flattening iron - keratin, white with lime green stripe

GUNS

Springfield armory 45 XD5 black serial MGSOO483
 Ruger SPIOI, snub nose, hammerless, steel
 Winchester sxp 12 ga (Ducks Unlimited) cam, new in box serial 12azy23465
 Mossberg 590e 12 ga, black, ghost ring sites, folding pistol grip, m16 bayonet serial p997809
 Romanian sar2 ak74 5.45 x 39mm (more rare than an ak47) serial 52-02634-99
 Winchester model 70 30-06, nice scope with yellow tinted caps serial g331166

ANTIQUES

Native spear from the Korean war
 Hatchet-style peace pipe
 Throwing hatchet (not antique)
 Ornate wooden box with wooden design on top full of knick-knacks
 Clay figurines from Mexico
 1950's era Lucite purse (rare)

1950's era Lucite purse (common)
 Gouda vase (pottery) blue and orange in color, typical Gouda pattern from Holland, large vase
 Original tool kit from Singer sewing machine in fold out wooden box

BASEBALL CARDS

Sandy Koufax rookie, Topps
 Roberto Clemente rookie, Topps
 Dodgers sluggers around 1954-6, Topps

OUTDOOR/ CAMPING EQUIPMENT

(plus a full blue tote of camping gear)
 Gregory Denali backpack, red
 CamelBak, bigger grey backpack
 Sterling 70 meter climbing rope, white/yellow
 Sterling 60 meter climbing rope, blue
 North Face Nebula 4-season tent, green with cat claw marks
 Mountain Hardware 2 person tent, tan in color, one use
 Vasque mountaineering boots, greenish in color
 Set of 16 Metolius quick draws, green webbing and blue webbing

Misc. daisy chains

Misc. carabiners and locking carabiners
 Full rack of Black Diamond c4 climbing camelot cams, fairly new
 2 full racks of multi-colored ABC (brand) nuts, fairly new
 1 full rack of "hexs" multi-colored, fairly new
 HJC full face motorcycle helmet, black with metal flake and scuffs on the top

Carolina boots model 8599 size 9.5 brown, new in box

CASH

\$2000 in misc bills

Contact:
 Dan Maul of the Gillette WY Police Dept.

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Online Real Estate Auctions

Know the Advantages

Chris Fahey

Vice President, MSAA
Fahey Sales

Contact [✉](#)



When our forefathers began working in the auction industry, the means of advertising included auction flyers and ads in local newspapers. Radio advertising also reached customers. Nowadays, online media is used to reach potential customers all across the globe. It is changing not only the way we advertise, but also how we sell. There are many advantages in an online-only auction for all parties. Sellers and buyers alike both benefit from online auctions in ways that we normally may not think of. In a fast-paced world where time is a valuable commodity, the convenience of an online-only auction is perhaps the biggest advantage for everyone.

When presenting their desire to do business with you, potential sellers may not realize the benefits of an online real estate auction. An immediate question for you to ask is, "Do you want to expose your property to the world and get global fair market value, or have it live, keep the sale local, and not get the exposure that the property deserves?" Opening up the property to potential buyers all across the state, country, and globe, is certain to draw much more interest in buyers who are ready, willing, and able! Online auctions require the buyer to prequalify for purchasing the property. The majority of online auctions are not contingent upon the buyer getting financing or selling their property in order to buy one. Sellers in a real estate auction have the ability to pick the terms of their sale. Sellers also know that there will be a quick turnaround time which eliminates holding costs such as taxes and maintenance. Finally, when selling your property through an online-only real estate auction, sellers can be assured that their property is being advertised aggressively. The global market is able to see their property through pictures and video. With such an interest in one's property, the seller could potentially receive a selling

price that is higher than what a negotiated price would have been.

Knowing the advantages of an online auction for buyers is critical as well. Share the benefits with potential buyers as some people may never have experienced an online real estate auction. Buying through an online real estate auction ensures that the buyer is purchasing from a committed seller. There is no negotiating involved which eliminates many of the headaches involved in purchase agreements being exchanged until terms can finally be mutually agreed upon. Buyers determine their own purchase price! When participating in an online real estate auction, clients can place their bid privately, as not all purchasers wish to be 'known' or identified. During a live auction, bidders may feel intimidated bidding against their friends or neighbors and they may not bid with the hopes of simply 'keeping the peace' and the true global fair market value may be lost. Purchasing and closing dates are also known so buyers can plan accordingly to their financial budget.

For you, the auctioneer, there are benefits as well! As with the buyer and seller, time is not lost.



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Having a scheduled open house helps eliminate many of the last-minute showings. You are able to plan out your calendar with the open house in mind and use your time to focus your energy towards other parts of your business. As is true for the seller, your income is likely to increase from an online real estate auction as the global fair market value is established, thus putting more money in your seller's pocket and your own! In addition, as qualified buyers visit your website to learn about the property being sold, they will be introduced to other auctions that

you are conducting. Now not only do you have a potential client for this one particular piece of real estate, but have also just gained another lifelong customer for repeat business.

In closing, if you are not currently taking advantage of the technology that is available to everyone, I encourage you to do so. In the end, an online-only real estate auction is a win-win for all parties involved. I hope to see you at the summer picnic at Hannah's Bend Park in Cannon Falls on July 29!



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Personal Property Appraisals

Another Tool for Your Toolbox

Greg Christian

Director, MSAA
Auction Masters

Contact 



Personal property appraising is a service that blends well with the auction business, and sometimes it can get you in on the deal first. Additionally, it is an excellent extra area for profit. With our society becoming more litigious, appraisers are, and will continue to be, in demand.

Becoming certified as a personal property appraiser will take some education, but it will pay off. The NAA is a good place to start. Big changes are happening in the education programs at the NAA. Some of the classes have been focusing too much on teachers' experiences and successes, and not enough on the "how to" of appraising.

The entire program has been updated with outstanding instructors that are educating auctioneers and successful appraisers. Industrial, commercial, agriculture, antiques, and much more are now thoroughly covered in the certification course. This is great news for auctioneers interested in appraisals. Additionally, standard documentation, factors affecting value, legal aspects, and record-keeping are covered. Many online sources are provided for finding values, as well as time-saving techniques, templates, and ideas for finding new business. However, though the program has been revamped and updated, laws are changing quickly and soon certification may become much harder to obtain.

Auctioneers should also know that there is a difference between an auctioneer's estimate of value at auction and an appraisal. It is important to always state that you are only giving an auctioneers opinion when doing so. As an appraiser, you must use your research to back up your findings on values. Whatever source you use to find the value needs to be in a file and available if you are called to court to prove your opinion of value. Without USPAP (Uniform Standards of Professional Appraisal Practice) certification, your testimony is likely to be tossed out of court. The window for becoming USPAP-certified is getting smaller. Eventually it may take a license and a college degree, which in turn costs a lot more time and money.

Appraising is similar to the auction business without the adrenaline rush. You have an opportunity to work with people and learn about their assets, and it is a natural fit for many auctioneers since many times clients and contacts are the same. Whatever niche you choose, there is always something new to know.



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There is a long list of potential users of appraisal services:

- Financial Institutions: Banks, Credit Unions, Leasing Companies
- Attorneys: Estate, Trusts, Divorce, Business Mergers and Acquisitions, Expert Witness
- Corporations: Loans and Loan Review, Financial Statements, Sale of Assets
- Individuals: Insurance, Sale of Assets, Divorce, Trusts, Charitable Gifts, Net Worth,
- Federal Government: SBA, Trustees, IRS, Farm Service, Others

■ State Government: Purchasing and Disposition Department

■ City or Local Government: Purchasing and Disposition Department, Sheriffs Department

There are also many niche markets or individuals simply wanting to know a value.

Your existing auction buyers and sellers are a great source of business because they are already comfortable working with you.

Now let's make some money!

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Competing For (and Against?) Potential Clients

The Proxibid Debate

Ryan George

BiPlane Productions

Contact 



When someone added me to a private Facebook group for auctioneers, I didn't expect the conversations there to look much different than the rest of my relatively-peaceful Facebook stream. So, it came as quite a surprise when it turned into the most acrimonious auctioneer environment I've ever encountered.

Proxibid, a long standing vendor for third-party online bidding, had announced a change in their structure. From what I gather, Proxibid was now going to allow non-auctioneers to sell their wares through the Proxibid system—a system that had been assumed as an auctioneer-only environment. Some viewed this expansion as a deceptive change of plans; others defended Proxibid for attempting to grow the potential buyer base.

I don't have a dog in the fight. Some of my clients use Proxibid; some use one of several Proxibid competitors; others use proprietary systems for their online bidding. My job is the same no matter where the bidders bid—whether onsite or online: find as many prospective buyers as possible and entice them to bid.

When I joined the National Auctioneers Association in 2003, there were thousands more members in the association than we have now. While the auction industry's collective revenues are holding—if not growing—the number of full-time auction practitioners in the country seems to be shrinking. I've heard anecdotal evidence to confirm this rapid constriction in the profession

at large. That leads me to believe that there's a lot of competition for work. In this Proxibid shift, it's apparent that some auctioneers are worried about the pool of professional auctioneers shrinking further due to sellers being able to help themselves to online bidding and the buyers that gather at Proxibid.com.

As a sole proprietor who depends on family-sized businesses to hire me instead of helping themselves to online vendors, I understand that worry. It's real and deserved concern that fewer and fewer auctioneers will deem Biplane Productions worth its fees, that they'll keep the work in-house instead of outsourcing—or that they'll outsource to a hungrier freelancer.

I've had stout competition since my first day in business in 2002. There are far more graphic designers in the country than auctioneers, and that ratio grows every graduation season. As of 2008, there were almost 300,000 designers in the country. As just one of the trade groups in my industry, the American Institute of Graphic Artists alone has multiple times the membership of the National Auctioneers Association.



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I've been outnumbered by my competition for a long time. So has every auctioneer for whom I've worked and every auctioneer I've ever met. Auction marketers have competed with sellers and non-auctioneers since before we had a national association. That won't change, and Proxibid won't be the last Internet marketplace to help sellers help themselves.

The challenge, then, for all of us marketers is to create and prove value to potential clients—value they can't achieve by doing the work themselves or by posting their wares on a website, even one built on the backs of innovative and successful auctioneers.

For me, that value proving included a transition into selling and delivering on my auction advertising knowledge base as much or more than my reputation for graphic design speed. My revenue efficiency has fluctuated, as I've contributed to more complicated campaigns. I'm

serving auction companies that regularly now combine 10, 20, even 40-some properties in single auction campaigns. I'm accepting job orders in late afternoons that require overnight designs.

It's not martyrdom. It's most definitely not exclusive to Biplane Productions. It's adapting. The Darwinian nature of capitalism requires it, and technology is accelerating the need for it.

I'll let other people debate whether Proxibid's move was harmful or advantageous to the auction industry and whether or not their expansion happened in good faith. That's not my fight.

What is my fight is making auction advertising so attractive and effective that people keep hiring auctioneers to sell their assets.

*Originally published: June 14, 2012;
www.ryangeorge.net/*



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NAA Elections

Nomination Process

Hannes Combest

CEO, National Auctioneers Association

Contact [✉](#)



It's late spring, and this time of year always gets me pumped up! I seem to have more energy, and life is more exciting. The sun is higher in the sky, the birds chirp louder and, well ... you get it. I like spring and summer!

Since starting with the National Auctioneers Association almost FIVE years ago (can y'all believe it has been that long!), I've had another reason why I like this time of year. It's election time for the NAA Board of Directors, which leads us into ... CONFERENCE AND SHOW!!!!

I grew up in a family that was involved in politics. My dad actually worked for a congressman for two years in Washington, D.C., so maybe the NAA's election feeds that political part of me.

This year, we started a new process — one designed to ensure that the NAA members that are elected to the Board have the skills we need to ensure a successful organization. You see, research has indicated that successful associations have three things:

- 1.** Dedicated staff members
- 2.** An engaged Board of Directors
- 3.** Committed members

Your staff at the NAA is definitely dedicated, and I know that the members we have are committed to the success of the NAA because

they see their own success being inextricably linked.

And your current Board members are definitely engaged! So what we want to do is to continue that momentum.

To make sure we do, a newly appointed committee — Nominating — was formed to identify the skills that the current Board has and what will be lost when those who finish their terms leave. Based on the current Board matrix, they developed a list of skills they knew we needed to make sure that we find members who will continue the forward momentum we have had for the past few years.

The members of the Nominating Committee developed a survey, and candidates who applied to run in the election completed that survey. The Nominating Committee then interviewed all candidates to determine if they could endorse those candidates for office. This year, we only had one person who applied to serve as Vice President — Tom Saturley, CAI; and one person who applied to serve as Treasurer — Chris Pracht, CAI, AARE, CES. Three members applied for two Director positions. They are Mark Manley, CAI, AARE, CES, MPPA;



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Joseph Mast, CAI; and Scott Shuman, CAI.

After interviewing these candidates, the Nominating Committee noted that all candidates would serve the NAA well and so all candidates were endorsed by the Committee.

Many people may wonder why we don't have more candidates. I think we will once people get used to this new system. It is intimidating to submit your application only to have it reviewed by your peers! And at some point, the Nominating Committee may have to say to a candidate that they don't fit the profile of what the Board needs for that next year. Then the candidate will have to decide, "Do I still run (an option available under the Bylaws), or not?"

Regardless for this year, we have outstanding candidates, and we have an outstanding event planned for Indianapolis. We already have

more registrations this year than we did at this time last year, and we expect that Indianapolis will surpass all recent events in terms of numbers. People are excited about "coming home to Indiana!" I know we are, too!

But if for some reason you can't come to Indianapolis and you are an NAA member, please still exercise your right to vote. You may request an absentee ballot by May 31. Ballots will then be sent out in early June and must be returned VIA U.S. POSTAL MAIL by July 1. If you change your mind and you decide to come to conference and vote in person, it will be allowed if you can identify your ballot.

So VOTE! Support your candidate and consider coming to the International Auctioneers Conference and Show. You will be glad you did!



Negotiating Tip

Let Your Feet do the Talking

John Hamilton, DREI

www.GoodNegotiator.com

Contact [✉](mailto:info@goodnegotiator.com)



It's about time we Americans catch up with the negotiators in Europe, Asia, the Middle East, South America, and the rest of the world.

Our friends there are not hesitant to employ an 'easy to use' technique to get better deals or to confirm they've got the best terms possible.

It involves using their feet rather than their tongue.

We'll make this short because with this technique, you will either buy in or check out.

Americans have a real problem breaking off negotiations when the going gets tough or close to an impasse. Our foreign counterparts don't hesitate to just walk away. We, on the other hand, tend to cave and agree to whatever is on the table.

Good negotiators know that walking away (breaking off negotiations) sends a powerful and impacting message that our opponent can't ignore. By breaking things off and departing we instill the 'fear of loss' in our opponent and can have them wishing they would have been more conciliatory or accommodating.

Americans often feel that this tactic is too confrontational and too time consuming. Walking away and planning to come back later to resume the bargaining is beneath them as a strategy.

Meanwhile the rest of the world does this naturally and enjoys the benefits of this tactic. Even when our opponents think we are just walking away as a show, it still has positive impact. Put this technique to a test this week.

Before your next negotiating encounter, plan well and bargain hard. When you think your opponent won't give any more, excuse yourself. You can even act dejected, mention something about needing to re-evaluate this entire situation, and depart.

Always remain courteous even to the point of shaking their hand and voice appreciation for their time. Whether you return in an hour, a day, or even weeks later, your opponent will get the right inference or message. (Relax - next week's tip will discuss "How to Come Back" after we've walked away.)

Good negotiators go into each negotiation with a plan, a fall back position, to walk away if they don't get the terms and conditions they want.

They are prepared to let their feet do their talking!



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: _____

Spouse Email Address: _____

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



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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



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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



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Annual Scholarship Application

**The Scholarships of \$1,200.00 (subject to change) will be from the
MSAA & MSAA Auxiliary**
Deadline: November 1, 2013

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 scholarship).

5. Current letter of recommendation is required for ALL scholarship applicants.

Absolute Deadline – Must be postmarked by November 1, 2013

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:

Deb Ediger, Committee Chairperson
218 W. Main St., Belle Plaine, MN 56011

Scholarship Committee: Peg Imholte (chair), Holly Hotovec, and LuAnn Finnila



MSAASUPPLEMENT

May 2013 | Issue 56

