

# MSAASUPPLEMENT

2014 Conference & Show  
January 9 – 11



# MSAASUPPLEMENT

December 2013 | Issue 63



# 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

## 2014 MSAA Conference & Show

- Minnesota State Champion Auctioneer Contest

Thursday, January 9—Saturday, January 11, 2014  
 Sheraton Minneapolis West Hotel, Minnetonka, MN  
 .....

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## DESIGN

Rock on Design 

# Announcements

## Dues:

Thank you to everyone who has sent in their dues already. If you have not yet, please write a separate check for the dues along with your conference registration (in the same envelope is fine) and send this week. The cost-savings early registration deadline should be postmarked by the 14<sup>th</sup> (before the 15<sup>th</sup>) to save you fifty to one hundred bucks.

Also, if you are planning on being in the contest, the early deadline is Dec. 16<sup>th</sup> to have your info submitted for the contest brochure. You can register up until the 9<sup>th</sup>; however, your picture and info will not be available.

## Introducing:

My name is Curtis Malecha and I am the owner of Malecha Auctioneering in Janesville, MN. I have been a member of the MCAA since entering the auction business six years ago. I am also a member of the Fellowship of Christian Auctioneers International and have recently been appointed to serve as an FCAI chaplain for the State of Minnesota. I just wanted to introduce myself to all MCAA members and to let you know that if you have prayer needs of any kind, or are interested in joining the FCAI, just give me a call or drop me an e-mail. I will be happy to help out in any way I can.

Thanks and have a Blessed day!

Curtis Malecha  
 5230 360th Ave., Janesville, MN 56048  
 (507) 461-3313  
 malechaauctions@gmail.com

## Obituary:

Dave & Greg Christian's brother, Charles (Chuck Christian Builders) passed away on Saturday, November 16. The celebration of his life was on Thursday, November 21 at Rockwoods, Otsego.

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# Announcements

## Correction:

The following member names were inadvertently omitted from the last printing of the directory. Please print this email and put it with the directory. Our sincerest apologies.

Jim Waldorf ... 77-43  
14812 200th Street  
Osakis, MN 56360  
B: 320-808-0392 or H: 320-859-4577  
Email: jim.waldo@hotmail.com

Bret Walters (Hilary) ... 55-05-007  
31302 750th Ave  
Racine, MN 55967  
B: 507-346-2440 or H: 507-378-2172  
Fax: 507-346-2466  
Email: bret@grafeauction.com

Richard J Walters (Lana\*) ... 50-05-004  
102 W Main  
Racine, MN 55967  
B: 507-269-1515 or H: 507-378-5151  
Fax: 507-346-2466  
Email: dick@grafeauction.com

Fred J. Walz (Kathie\*) ... 73-05-020  
3297 200 Street  
South Haven, MN 55382  
B: C-320-237-1307 or H: 320-253-5226  
Email: fredwalz@hotmail.com  
Website: www.auctionzip.com/MN-Auctioneer ID 1278

Don Wangen (Connie\*) ... 30-45  
1116 Highway 95 NW  
Cambridge, MN 55008  
B: 763-360-5272 or H: 763-691-1193  
Email: cdwangen@yahoo.com  
Website: www.waynepikeauction.com

Tony Warmka Auctions (Sara Warmka\*) ... 50-98  
10 E Main St  
Racine, MN 55967  
B: 507-378-6000 or H: 507-378-2000  
Fax: 507-378-5100  
Email: Tony@pyramidtrans.com

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# MSAASUPPLEMENT

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# Can You Auction With A Smile?

## *A Tip for Your Next Bid-Calling Contest*



**Col. Frank Imholte**

Executive Vice President, MSAA  
Black Diamond Auctions

Contact 

Several years ago I had the chance to judge the IAC contest in San Antonio, Texas. It was truly an honor and a day I will cherish for many years. At the conference, I had a conversation with one of the contestants who did not win that year. I suggested they needed to work a smile into their chant. Needless to say, it was a guy and most guys do not smile naturally in their chant.

This year, our daughter Katie attended auctioneer school and I love to see and hear her sell. The chant is what you hear; however, the smile is what you see. I saw a picture of Bridget Stiller at auction school and she, too, had a smile in her chant. What a gift. I see that smile relaxing the crowd like homemade bread or a great pair of shoes you are used to wearing.

I worked with an auctioneer who wanted to create excitement by jumping around the room and selling at different places to create an edge-of-the-seat feeling. It reminded me of the chant of 5, 7, 12, 16, 21, 27, etc... to keep the buyers guessing what number was next. The buyers I know prefer the comfort of an old shoe, or knowing what will be sold next and what number you might be asking for in your chant.

And now, the rest of my story. My new friend came back to the conference the following year, competed in the IAC with a smile in his chant, and won the contest. I don't know how he was able to work the smile in, however I believe it made him a champion.

If you are looking for help with a chant, maybe some pointers on real estate or contracts, consider joining us at the Conference and Show from Jan. 9-11, 2014 in Minnetonka. President Johnson has lined up some excellent speakers for seminars and the fellowship is second to none. Please bring along an item to auction for the Foundation and Auxiliary too. It will be a fun time had by all and it may even make you "SMILE."





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# Choose “Choice” Carefully

## *Another Tool in Your Toolbox*

**Steve Proffitt**

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

Contact 

**H**igh bidder’s choice (“choice”) is an auctioneering technique that auctioneers frequently employ when they have multiples of items to sell within the same category – e.g. art, jewelry, movie posters, lamps, watches, pottery, glassware, militaria, and similar collectibles to name a few. Typically, the items will be close in type and quality. That is the attractiveness of allowing the highest bidder the right to choose amongst them.

### **Marketing tool**

“Choice” selling is a marketing tool auctioneers use to maximize selling prices. The items are put up as a “variable” lot. The bidders compete on this lot and the highest bidder gains control. This bidder has the right to choose any one piece from the lot for her high bid. She also has the right to pick additional pieces from the lot, paying the amount of her high bid for each additional piece selected. This is what makes the lot variable. The highest bidder ultimately defines the content of the lot she purchases. So if a choice winner selects more than one piece from the variable lot, the selling price is calculated by multiplying the amount of the high bid by the number of pieces chosen.

The auctioneer often doesn’t know who has the most interest in what piece, or how much that bidder might be willing to pay to own it. The auctioneer wants to push bidders as far as he legally and ethically can. Choice offerings sometimes generate higher prices than item-by-item offerings, because they may force bidders to compete who would not otherwise do so.

For example, a lot that contains three paintings might be very attractive to three bidders who each, unknown to the others, covet a different painting. If the auctioneer offered the paintings separately, since each of the three bidders would be interested in a different painting, there would be little competition to drive prices up for the individual pieces.

### **Bidder competition**

A choice offering could change that by forcing these bidders to compete against one another. That is because (theoretically) each bidder would not know that the other two did not want the same painting he did, so each would have to bid to “control” the lot to be certain he got what he wants. This competition could drive prices for at least two of the three paintings to levels beyond what an item-by-item offering might generate.

When a lot is exposed to choice bidding, the bidders compete for the right to choose from the items in the lot. As demonstrated, there is real value in making this first selection.



**Example**

Consider an example. A lot contains six oil lamps that are different, but of similar value. After the initial bidding cycle, the highest bidder has bid \$100 and is in “control” of the lot. She can take her choice of any one lamp from the lot for her bid of \$100. She can also take any other lamps she desires from the remaining five, paying an additional \$100 for each lamp selected. If this bidder chose three lamps, she would pay \$300 for them.

While the winning bidder has the right to take all of the items in the lot, some pieces are frequently not selected. The auctioneer has several options for selling these remaining items. Here are six common ways to sell the remaining pieces in a choice lot, once the winning bidder has finished selecting.

**The remainder**

First, the auctioneer might offer choice of the remaining pieces to the back-up bidder for the amount of the winning bidder’s bid.

Second, the auctioneer might offer choice of the remaining pieces to anyone in the audience, for the amount of the winning bidder’s bid.

Third, the auctioneer might expose the remaining pieces to a second round of choice bidding.

Fourth, the remaining pieces might be offered and sold individually to the respective highest bidders.

Fifth, the remaining pieces might be offered in a “times the money” sale. The bidders would bid for the remaining pieces as one lot, and the amount of the highest bid would be multiplied by the number of pieces in the lot to determine the selling price.

Sixth, the remaining pieces might be offered in an aggregated (“one-money”) lot to the highest bidder.

**Bidder complaints**

Auctioneers must be mindful that many bidders do not like choice selling. The complaints I hear

about the practice typically break down into two categories.

One group complains that choice offerings bog down auctions. Auction-goers are frustrated when a winning bidder wrings his hands over the contents of a lot while trying to decide what to choose. Auctioneers who use choice should maintain tight control to avoid upsetting other bidders or boring their crowds. The importance of a steady selling clip in modern auctions cannot be overemphasized. Remember – the great majority of the bidders did not even bid on the choice lot, so they are interested in wasting time over it.

A second group complains that choice is an illegal auctioneering “trick.” But a trick is a practice designed to deceive or defraud and choice selling does neither. It is a lawful means for an auctioneer to leverage bidding into higher selling prices. What these bidders are really saying is that choice requires them to pay more to purchase than item-by-item offerings of the same pieces would require. To that

we should all say ... good! The purpose of an auction is to get as much as reasonably can be had for the seller.

**Conclusion**

Choice is another tool in the auctioneer’s box. The determination of whether and when to use it will depend upon a number of factors, including the quality of the merchandise, the crowd’s interest, the selling goal for the pieces, and the amount of time that a “choice” offering would require. Do not hesitate to use choice, but choose it carefully.

*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  
February 5, 2013*



# Top-Notch Education

## 2014 Conference and Show Schedule

### 1.9.14 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
- 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

### 1.10.14 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. Still Standing  
SSG John Kriesel
- 10:15 a.m.–11:15 a.m. Steve Proffitt - Vice President of Legal Affairs &  
General Counsel for J.P. King Auction Company
- 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. Death of a Benefit Auctioneer  
Kathy Kingston
- 1:00 p.m.–2:30 p.m. The Art and Science of  
Working the Auction Ring  
Sam Grasso
- 2:45 p.m.–4:15 p.m. Nomination Committee Interviews
- 2:45 p.m.–4:15 p.m. Steve Proffitt

- 2:45 p.m.–4:15 p.m. Fran Murnane - Event Planner
- 3:00 p.m.–4:00 p.m. Auxiliary Town Hall Meeting
- 4:30 p.m.–5:30 p.m. Social
- 5:30 p.m.–6:30 p.m. Awards Banquet
- 5:30 p.m.–6:30 p.m. Junior Auctioneer Dinner
- 6:30 p.m.–7:00 p.m. Junior Auctioneer Showcase
- 7:00 p.m.–9:30 p.m. Fun Auction

### 1.11.14 Saturday

- 7:30 a.m.–8:30 a.m. Breakfast and Town Hall Meeting
- 8:45 a.m.–10:15 a.m. Technology Update  
Andy Imholte & John Schultz
- 9:00 a.m.–11:00 a.m. Family Fun & Vendor Fair - Auxiliary
- 10:30 a.m.–12:00 p.m. Online Auction Panel – discussion, questions, etc.
- 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
- 3:30 p.m.–4:30 p.m. Women in the Auction Business –  
Reception & Networking
- 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



## Negotiation Tip:

### *The Interruption Strategy*



**John Hamilton, DREI**  
[www.GoodNegotiator.com](http://www.GoodNegotiator.com)  
 Contact

**D**uring a negotiating encounter one is often in the midst of conveying an important point or perspective. Such times even find us gaining momentum, enthusiasm, and volume. What happens, however, if we are suddenly interrupted?

Very few things take us off our track and even our best game than getting interrupted. Examples can include a cell phone ringing, another party walking up, or even one party dropping something to the floor. Are these just chance events or are they part of the “interruption strategy?”

I am convinced that good negotiators don’t let their opponent get up a head of steam or gain conversational momentum. When good negotiators see that happening they tend to employ a tactful version of the interruption strategy.

I’ll admit it is a bit of play acting or posturing, but it works, it works, and it works! You don’t have to do it often, but in the middle of your opponent’s powerful presentation, you hold an open hand up to pause the conversation and turn your head to anticipate a sneeze. Or in a similar situation you interrupt them abruptly and ask them to explain something they’ve just said.

I saw this technique used so effectively during a union negotiation meeting. Party A was energetically making a series of ascending points. It appeared they were building toward a powerful ending when Party B tactfully interrupted and said, “What did you say? I didn’t hear that.” Wow, it was like a train hitting a wall. The air went totally out of the Party A’s momentum. Party A knew they had to be heard and understood if their points and perspectives were to be effectively conveyed.

I watched in amazement at Party A struggling to determine what wasn’t heard or understood. The pattern was broken and when Party A tried to get back on track, they just couldn’t...at least not with the same zeal and enthusiasm as before.

You certainly don’t want to be discourteous or disrespectful, but injecting a tactful interruption, as a contrived strategy, can work wonders. If you don’t believe me, try it the next time your kids get all excited and energized when they’re asking for something from you. Break their pattern. Use exaggerated body language and facial expressions. Ask them for detailed explanations, explanations that they didn’t think they’d have to include in their proposal. Ask them to continue or start again and watch for the diminished energy. Success in low risk situations like this will empower you to plan more interruptions.

We interrupt and conclude this tip to remind you that good negotiators consistently use the interruption strategy as they KEEP Negotiating.





## NAA Auxiliary Scholarship

Once again the National Auctioneers Association Auxiliary has exciting news concerning the awarding of scholarships in the year 2014. Up to three scholarships of \$2,000 each will be awarded at the Louisville, Kentucky International Conference and Show in July.

In fact, 2014 is a special year for the NAA Auxiliary Scholarship Program. To date, we have awarded \$94,220 in scholarships, so at our 2014 Conference and Show, we will be reaching our \$100,000 goal. I know you will want your child/stepchild or grandchild/step grandchild to be included in this special awarding, so request an application today.

### Eligibility requirements are as follows:

- A child/step child or a grandchild/step grandchild of an Auxiliary Member with continuous membership since January 1, 2009.
  - Candidates applying must be graduating from an accredited high school and have been accepted into a qualified college or university undergraduate study program or a school of technology, or candidates must have completed the past year at a qualified college or a university or a school of technology (undergraduate).
  - Candidates can apply for this program more than once, but can only be awarded the Auxiliary Scholarship one time.
  - Auxiliary Scholarship Applications will be distributed by "Request Only" from November 1, 2013 through January 15, 2014.
  - Return completed packet with a return postmarked by February 15, 2014.
- To qualify for a scholarship packet, please contact Teresa Christy via email at [teresa@christys.com](mailto:teresa@christys.com). Call Teresa at 317-784-0000 if you have any questions.



## 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



# MSAASUPPLEMENT

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## MSAA Hall of Fame Nomination

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

Lowell Gilbertson, Hall of Fame Committee.

Name of Nominee: \_\_\_\_\_

Residence Address: \_\_\_\_\_

Phone: \_\_\_\_\_

### Business Information:

Name of Firm: \_\_\_\_\_

Position: \_\_\_\_\_

Number of Associates or Partners in Business: \_\_\_\_\_

Business Address: \_\_\_\_\_

Phone: \_\_\_\_\_

### Personal and Family Information:

Name of Spouse: \_\_\_\_\_

Does spouse participate in the Auction profession?  Yes  No

If yes, explain: \_\_\_\_\_

Is spouse a member of the MSAA Auxiliary?  Yes  No

Give names and ages of children: \_\_\_\_\_

### General Professional Information:

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

\_\_\_\_\_

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

\_\_\_\_\_

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

\_\_\_\_\_

Has the Nominee specialized in any particular field of Auctioneering?

\_\_\_\_\_

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

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

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

1) \_\_\_\_\_

2) \_\_\_\_\_

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

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

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

Narration: (Attach separate sheet.)

Submitted by: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

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

### Return to:

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



## MSAA Auxiliary Hall of Fame Nomination

### Qualifications for Nominees:

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

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_

Name of Spouse: \_\_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Business Phone: \_\_\_\_\_

(Attach separate sheets if necessary.)

Auxiliary Participation:

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_

Community Activities:

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_

Personal Comments: (Attach separate sheet.)

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

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

#### Return to:

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



# Annual Scholarship Application

Scholarships for \$1200 each (subject to change) from the  
MSAA and 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.

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 Association Conference and Show.*

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 Finnilla



# MSAASUPPLEMENT

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