

MSAASUPPLEMENT

Happy New Year!

MSAASUPPLEMENT

January 2014 | Issue 64



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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Announcements

The Passing of a Friend:

Member Scott Gillespie's father, Paul, passed away on December 14, 2013. He had attended the past conferences and will be missed by all. Read more at: www.mundwilerfuneralhome.net/obituary/Paul-Leroy-Gillespie/Johnson-MN/1322947

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

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Auctioneers Helping Auctioneers

The Benefits of Membership

Rod Johnson
 President, MSAA
 Johnson Auctioneering
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As we welcome a new year, I hope everyone is excited and ready to make the most of our business opportunities in 2014. I sincerely hope those of you that are members will continue to be involved and active in the Minnesota State Auctioneers Association. It is also my hope that you encourage the “non-members” out there to join and help promote the auction profession. I believe a strong state organization is vitally important to the future of the auction business.

Please think about the many, many advantages that are available to members of this association. I look back to this past legislative session as an example of what this association does to protect the industry. There were some proposed laws that would have had a very negative effect on the way we do business, but thanks to our lobbyist Vic Moore and the legislative committee, we made our voices heard. That is just one example of the positives of membership...I enjoy the networking opportunities among the membership, as well as the many educational seminars that keep us up-to-date on the latest technology and happenings in the business. As auctioneers, we need to continue the learning process and at times be willing to change our ways (even though it's tough) to stay current and successful. I strongly believe in this association and will be forever grateful for what it has done for me and my business.

The upcoming 2014 MSAA Conference and Show is an excellent opportunity to take in the educational seminars, socialize, network, and have some fun! If you know of an auctioneer who is not a member, or who has never attended the Conference and

Show, I urge you to invite them to Minneapolis from January 9th through the 11th.

During this year's conference, you'll be able to enjoy the Auctioneer Championship on January 9th, the “Fun Auction” on the 10th, the Bi-Annual meeting, President's Banquet, and Hall of Fame announcements on the 11th. Of course during the conference, you'll be able to hear speakers such as John Kriesel, an Iraqi war veteran who lost both legs; Steve Proffitt, an expert on auction law; seminars conducted by Sam Grasso, Kathy Kingston, Fran Murnane, Andy Imholte, John Schultz, and a special online auction panel. Hope to see all of you at the Sheraton Minneapolis West for this year's conference.

It has been an honor and privilege to serve as your president this past year. Thank you for your trust, support, and help. I wish Chris Fahey the best of luck during his reign as president and know he'll do an outstanding job. We wish you a happy and prosperous New Year, and with the support of our membership, the MSAA will continue to promote the auction profession.



Top-Notch Education

2014 Conference and Show Schedule

1.9.14 Thursday

- 8:00 a.m.–3:00 p.m. Vendor Setup
- 8:30 a.m.–10:00 a.m. Registration
- 8:00 a.m.–5:00 p.m. Real Estate Continuing Education
- 3:00 p.m.–5:00 p.m. Contest Item Check-In
- 4:30 p.m.–5:45 p.m. Welcome Party
- 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

- 7:30 a.m.–8:30 a.m. Breakfast
- 7:30 a.m.–8:45 a.m. Marketing Contest Check-In
- 8:30 a.m.–3:00 p.m. Registration
- 8:45 a.m.–9:45 a.m. **Still Standing**
SSG John Kriesel
- 10:00 a.m.–11:00 a.m. Steve Proffitt - Vice President of Legal Affairs & General Counsel for J.P. King Auction Company
- 11:10 a.m.–12:00 p.m. **Sales Tax**
Representative from MN Department of Revenue
- 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.–3:00 p.m. **The Art and Science of Working the Auction Ring**
Sam Grasso

- 2:45 p.m.–4:15 p.m. Nomination Committee Interviews
- 3:00 p.m.–4:15 p.m. Steve Proffitt
- 3:00 p.m.–4:15 p.m. **Benefit Auctions from an Events Planner Point of View**
Fran Murnane
- 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. **Tech High 5**
Andy Imholte & John Schultz
- 8:45 a.m.–10:15 a.m. **Consulting is King**
Kathy Kingston
- 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





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More Than Just A Chant

The Benefits of Being in an Auctioneering Contest

Austin Bachmann

Director, MSAA
Bachmann Auctioneering

Contact 



There are a lot of benefits to being in an auctioneering contest that many people do not think of. Several individuals think of a contest as only being beneficial if you win or place well, but there are a lot of great things that you can get from a contest simply by being in it! It's not always about winning, especially if you look at the big picture of what you go through during a contest.

When I started competing in the Minnesota State Auctioneering Contest, I always dreamed of making it into the final five contestants and trying to finish well. When that didn't happen it really made me think about what I had to do in order to become a better auctioneer, and that's when I realized that a contest is a lot more than a competition - it is more than winning or finishing well, holding a trophy, or getting your name on a list. If you think about it, taking time to think of the reasons to become a better auctioneer and applying that to your everyday auctioneering practice is only going to help you improve as an auctioneer. That is one of the many benefits of an auctioneering contest, and regardless of how you finish, there's always something good that will come out of it.

As an auctioneer you have to be comfortable in front of a crowd and most auctioneers are used to that. However, in a contest you have to be comfortable in front of a crowd of peers that are in the same profession you are. You have to be comfortable in front of judges and other individuals who are watching and listening

to everything that you do. When you put yourself into that type of scenario, it makes you try to be the best you can be, and that improves an individual in many ways. It gets you out of your comfort zone and makes you think about all the things that can make you an effective auctioneer. Being in a contest helps you set a goal and work towards an accomplishment. It helps you network with other auctioneers and companies. Allen Henslin, a member of the MSAA Board of Directors, mentioned many points about the power of networking and what it can do for a person in one of his articles. He stated that as a result of networking at events, business relationships developed and friendships were created that would have never been possible if he didn't take the opportunity in doing so. Networking also opens many doors of opportunity in life and during an auctioneering contest you have a lot of interactions with other auctioneers and individuals and a great opportunity can always arise.

As with many things in life, practice always makes you better. Every time you enter a contest, you are practicing on becoming a





more effective auctioneer and it also improves your overall professionalism which helps you in everyday business. Being judged on presentation, chant/voice, and effective auctioneering will help you prepare for and learn the things that make an everyday auctioneer effective. For new auctioneers, a contest will help with sharpening your skills and improving your auctioneering capabilities, along with helping you get comfortable with stressful situations.

An auctioneering contest is more than the contest itself when you look at what you get out of it in

return. Regardless of how you finish, you will improve your skills on being an effective auctioneer along with many other opportunities.

I hope everyone is having a great winter so far, and I'm looking forward to seeing you all at the MSAA Conference and Show in January! I would like to encourage your participation in the 2014 MSAA Champion Auctioneering Contest as a Rookie or a Veteran, along with getting as many youth involved in the Junior and Amateur bid calling showcases. It's always a fun time and a great experience and I'm hoping for a great turnout!



Beyond Bid Calling

Insider Secrets to Boost Your Benefit Auction Business

Kathy Kingston, CAI, BAS

Kingston Auction Company

Contact 



Auctioneers: Are you ready to book more benefit auctions, generate powerful revenue streams, have more fun, create repeat annual clients, transform lives, strengthen communities, raise more money, and explode your bottom line?

Consider one of the fastest growing sectors of the auction industry today: Benefit Auctions.

The Benefit Auction Business is booming with over \$16 billion* raised annually in the United States! A benefit auction, well planned and smoothly orchestrated, can raise many thousands of dollars and increase donor loyalty for long term giving.

Even in this challenging economy, non-profit organizations across the country have achieved amazing breakthrough results. Given the extraordinary financial needs of the 1.5 million non-profits in the U.S.* today, the opportunity to catapult your benefit auction business and to serve the non-profit community has never been better.

Why Do Non-profit Organizations Retain Auctioneers?

Let's examine what really works to build a benefit auction business in today's complex and challenging environment. First, it's important to understand the #1 reason why non-profits retain auctioneers for their fundraising and charity auctions. And, the answer may surprise you.

As an auctioneer who specializes in the non-profit sector, this question

was vitally important to me. Recently, I undertook a research study*** and discovered that non-profits are hiring auctioneers for specific benefit auction competencies that go far beyond bid calling.

Become an Ambassador of the Non-profit Mission

The #1 response was resounding. "Auctioneers: Focus on Our Mission." Learning to champion the non-profit cause and to meaningfully engage audiences and to inspire donor generosity is the top expertise that non-profits seek in benefit auctioneers.

Go Far Beyond Bid Calling

"If you think just auctioning fancy dinners and exotic trips will build your benefit auction career... think again!" Kathy Kingston, CAI, BAS

Serving as an auctioneer at a charity auction requires skills that absolutely exceed calling the live auction and enjoying a nice chicken dinner. Conducting a benefit auction is vastly different than a commercial auction. So the bottom line is that now more than ever, non-profits bank on our specialized benefit auctioneer talents. As benefit auctioneers we must instill in auction guests the message that



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their generous support is vitally needed to achieve the mission of the non-profit. In other words, our gift is communicating the compelling impact of a bidder's contribution. (This secret alone will inspire bid waving and record breaking revenues.)

Peggy Theiss, former Director of Special Events, National Office of the March of Dimes said, "One of the most important aspects of the entire fundraising auction event is hiring a professional charity/benefit auctioneer. This single decision can make a significant impact on the financial success of your next auction. A professional auctioneer with specialized training and experience in fundraising can generate more profit for your event, in addition to creating an unforgettable evening of fun and excitement for your supporters and guests."

Add Fund-a-Need

Vital for success, a Benefit Auctioneer must also be skilled in conducting an inspirational and profitable Fund-a-Need Special Appeal. Motivating audiences to new giving heights, Fund-a-Need is one of the most successful, exciting, and compelling areas in

fundraising auctions today that often raises more than the live auction. Become an expert in designing and conducting this epic fundraising revenue stream for your auction clients. Even more than ever, auctioneers must become experts in leading the collaborative giving portion of the auction - the Fund-a-Need Special Appeal. Note: I've loaded my new Beyond Bid Calling Workshop with the latest cutting-edge Fund-a-Need techniques and strategies to leverage the new bidding behaviors of charity auction guests. I hope you join me! www.BeyondBidCalling.com

Consider Consulting

By expanding your auction services to include consulting, you can work closely with non-profits to plan their benefit auction, to design the right timeline, to solicit auction guests, to market and promote the event, to procure high-yield auction items and to add new income streams into the event and much more. Whether you consult via phone or in-person, you will add great value to your non-profit clients and build long term relationships by offering your unique background and talents. Non-profits identified

their need for pre-auction planning and consulting as one of the top services they wanted from auctioneers in my research study.*** Here is a great way to provide a much needed service and new business income opportunity too.

Offer Training to Non Profits and Schools

Share your expertise by offering workshops and seminars and tele-classes in benefit auctions for non-profits, schools, and charitable organizations. Also speak to associations, non-profit, and service groups to expand visibility and increase your marketing reach. Additionally, training can be a new source of revenue for your auction business.

Why Does it Matter?

Without incorporating these new benefit auction strategies and skills, auctioneers may face a significant loss of revenue during the auction, leave money in the room, and most of all not optimize the opportunity for every single guest to contribute to the non-profit's cause resulting in a loss of future fundraising donors. Further, today's auction companies can profit from increasing their unique services to non-profits, schools, and charitable organizations and increase their

visibility in each community they serve.

Why Should a Non-profit Compensate Auctioneers?

Benefit Auctioneers are dedicated to providing specialized fundraising auction strategies that advance the mission of the non-profit organization. We are uniquely poised to take the risk out of fundraising by generating more profit, awareness, and excitement for educational, not-for-profit, and charitable organizations.

Professional benefit auctioneers increase non-profit income and net the highest yields on auction items. Since benefit auctions are a social event too, professional auctioneers are skilled in providing a fun and entertaining event to entice guests to feel good about "paying more than the value" for a great cause. They create an entertaining, successful evening that increases profits where guests are pleased to return year after year.

We Bring Greater Value to Non-profits

How are professional auctioneers retained for a benefit auction? Many professional auctioneers do have non-profit rates. Auctioneer fee structures can vary such as flat





fee, percentage, or a combination of both. One innovative fee structure is called a Buyer or Services Premium. Here, buyers pay a small percentage of their purchases to cover the costs of an auctioneer and other services. In this way, the organization retains the full amount of the auction revenues. Fees can also be based on the size of the auction as well as extra services such as additional consulting and training provided by the professional auctioneer.

Are You Excited About Benefit Auctions?

For more details about benefit auctioneer education, contact the National Auctioneers Association at www.Auctioneers.org. Be sure to attend the International Auctioneers Conference and Show to learn the best tips and techniques in the auction industry today. Discover what's

hot in Benefit Auctions and to network with other successful benefit auctioneers.

The NAA offers the Benefit Auctioneer Specialist Designation (BAS) which is a professional designation awarded by the NAA Education Institute designed to teach professional auctioneers the planning techniques that create successful benefit auctions. BAS auctioneers learn marketing skills and create a business strategy to build their clientele and profits.

Attend the Benefit Auctioneer Summit by the National Auctioneers Association. This unique educational event is attended by over 60 of the top Benefit Auctioneers in North America, providing a valuable experience for Auctioneers to network. Contact the NAA for the 2014 dates and venue.

We'll be sure to see you there! Of course, stay active in your State Auctioneers Association. Attend your annual conference, spring seminar, legislative days, and special events. Education is the key to success!

Invest in yourself!

Set yourself apart and explode your benefit auction business. Position yourself as an expert in fundraising and charity auctions by learning innovative advanced benefit auction strategies and techniques.

The Beyond Bid Calling Workshop is all about the most cutting-edge, proven practices for your dramatic growth. Join me as I demystify new benefit auction income secrets that make even last year's approaches obsolete.

* MORPACE research study 2008 for the National Auctioneers Association.

**There are over 1.5 million non profits in the U.S. as reported by the National Center for Charitable Statistics.

***Using qualitative research methods, Ms. Kathy Kingston analyzed over five years of data from non-profits, benefit auction clients and seminar participants who answered this question. "What do you want your Auctioneer to do to help you raise more money?"

Thought leader, consultant and professional auctioneer, Kathy Kingston, CAI, BAS has raised millions of dollars at benefit auctions across the country for over 26 years. She founded Kingston Auction Company in 1986. Specializing in benefit auctions, she consistently empowers non-profit clients to exceed their fundraising goals and offers a wealth of practical strategies for revenue enhancement.

She writes and speaks extensively on benefit auction success; Kathy is the author of Record-Breaking Fundraising Auctions Tips and audio-book Do I Hear A Million: Benefit Auctioneering for Record Profits? In 2013, Kathy placed in the top seven in the International Auctioneer Championship Women's Division. She was inducted into the Million Dollar Consulting Hall of Fame in 2013 by Dr. Alan Weiss. Ms. Kingston was bestowed the 2012 Chuck Cumberland Memorial Sportsmanship Award at the International Auctioneering Championship and she was recipient of the 2006 Rose Award at the National Auctioneers Association Certified Auctioneers Institute. She holds a Master's Degree in Education from St. Louis University where she was named Woman of the Year.

Her unique professional background also includes an award-winning career in non-profit fundraising, higher education, university coaching, public service administration, and the entertainment industry. She has taught the BAS Benefit Auctioneer Specialist professional designation and the CAI Certified Auctioneer Institute Benefit Auction classes. Kathy leads innovative seminars, mentoring and coaching programs for non-profits and professional auctioneers for breakthrough revenue results.

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From the Desk of the CEO

NAA Update

Hannes Combest

CEO, National Auctioneers Association

Contact 



As I write this article, I have just finished wrapping presents for my family and friends. I've been out amongst the masses shopping, but I did a LOT of shopping this year online! Regardless of whether I shop online or in person, one thing about my experience stands out – did I receive good customer service?

It's something we have worked hard to do at NAA. Four years ago, I received a standing ovation at the Conference and Show in Overland Park when I announced that we hired staff to answer the phone instead of having an electronic answering service. Yes, it cost some money, but we've been able to use staff in various ways other than just the phone! So it has been a win/win.

On a weekly basis, I get probably five to six calls from people who are dissatisfied with their auction experience and want NAA to "do something." We have a Code of Ethics and a Grievance Committee who reviews complaints when they are made. But typically the complaint is not an ethical issue but one of poor customer service.

According to a study conducted by ZenDesk (a software company based in San Francisco that focuses their business on customer service software), 52 percent of those surveyed said that a good customer service experience would lead to further purchases from the organization. Conversely, 48% said that a poor customer service experience would lead to recommending to their friends and

colleagues NOT to purchase from that company. And you and I both know, people listen to their friends and families!

Earlier this year, I received a call from a person who had a complaint about an auction firm. The person was elderly (80s or 90s) and believed the auction firm sold their assets for less than what those assets were worth. Now you and I both know that many collectibles and furnishings are not bringing in the prices that they did years ago, but this person didn't understand that. What they did understand was the auction firm had gone in, boxed up their stuff, and as they tried to ask questions, the workers were brusque and focused only on the job at hand. So they believed the assets were worth more and never had a conversation with the auctioneer about it. Not an ethical issue, but perhaps a customer service one.

Not so bad you say – the workers had a job to do and they were after all working for that customer. Exactly. Sometimes it takes time (and money) to make sure a person is satisfied with their experience.



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Now I'm not an auction professional. I don't own an auction firm. And we at NAA are not perfect. We try to return phone calls and emails promptly; we try to make our members feel as if they are the only member we have. We have a mantra at NAA: Members Matter Most and we work to find ways to live that mantra. Sometimes we succeed; often we fail. But we keep trying.

My suggestion to you for a new year's resolution: look at the customer service your firm provides. Do you return phone

calls and emails promptly? Do you make time for your clients, helping them understand all of the ins and outs of your agreements? Will they be happy with their experience with you and return for more OR will they tell their friends and family to avoid any auction you provide?

As for me, my resolution to you is that we at NAA Headquarters will continue to try to improve our customer service to you. And if you have suggestions for us, please send me an email at hcombest@auctioneers.org. I look forward to hearing from you!



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Negotiation Tip

A Closed Mouth...



John Hamilton, DREI

www.GoodNegotiator.com

Contact 

We've known for a long time that Information = Knowledge = Power. Put in other terms, the more we know, the more powerful we can be in a negotiation. Knowing this, perhaps we should be a bit reluctant to talk too much and reveal that which gives our opponent an edge. In other words, watch what you say and if you say anything, keep it candid and brief.

Good negotiators temper or conceal a lot of information and the degree of interest they have in any item being negotiated.

Put in context, ask yourself how effective a negotiator would be in the following situations?

- A home buyer shares with the seller (or listing agent) that they "really love the seller's house and just have to have it!"
- A car buyer focuses all their attention and interest on one specific make and model.
- One purchasing a computer lets slip that they're only interested in one specific laptop and manufacturer.

If you were the negotiating opponent of any of these people listed above, would you feel empowered to hold out for the top price on the item being considered? Would it be different if the home buyer shared they'd

narrowed their choices to two properties or the car buyer test drove a number of makes and models. Sending messages that there are lots of options on the table increases your negotiating power and hides one's true preferences from your opponent.

The axiom or principle to be considered here is that in a negotiation, we should first show interest in items and positions that aren't really our first choice. It sends a proper hard bargaining message and increases our chance of getting exactly what we want at the best terms for us.

If you find this feigned interest technique uncomfortable, then go to Plan B and say very little.

Good negotiators know that a closed mouth gathers no foot! Silence gives us power as we 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: _____

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



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

