

# MSAASUPPLEMENT



## MSAASUPPLEMENT

February 2014 | Issue 65



## 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.

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# Announcements

## Passing of Friends

MCAA member, Earl Hamilton, from Dexter passed away in early January. Please keep Ruth and his family in your prayers.

MCAA member Brent Loberg died very suddenly in early January. He attended John Schultz's conference and lived in Duluth. Please keep his family in your prayers.

## Message from Representative Seifert

Following Marty Seifert's brief presentation at our Conference and Show, he wanted to share these important points with the membership that we should make to lawmakers:

- Enact tax conformity to the federal code, so the estate tax threshold moves up from the current \$1 million, which disproportionately hurts farmers and businesspeople under current law
- Keep auctioneers out of any business to business taxes

If you have any questions for Marty Seifert you can email him at [seifert@iw.net](mailto:seifert@iw.net)

## New MCAA Members

Just a note of welcome to the six new members that joined at our conference and the 26 that joined in 2013. The big news is of those 26, sixteen (16) were at part of the conference. That is truly amazing. If you are a new member to the MCAA family and I missed getting you a lapel pin, please email me and I'll send you one. Again, welcome to our new members! We look forward to your input in 2014.

## Auction School Featured on the News

Kare11 News visited World Wide College of Auctioneering. The story featured Paul C. Behr, Jack Hines, and Cody Aasness - all members of the MCAA. Good PR helps our association. [Click here](#) for the story.

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### Thank You

Dear Auxiliary & Association,

I would like to thank the MSAA for their generous scholarship and commitment to helping the family of its members achieve academic success. This scholarship will greatly help me next year as I continue my studies in biology and geology at the University of Minnesota Morris. As I continue to reach for my goal to study paleontology in graduate school, I will always know that this association, of which my family has been a part of for so long, helped me achieve my goals. I greatly encourage the association and auxiliary to continue to provide this scholarship opportunity for years and years to come, as I know that college is ever-increasingly more difficult to pay for by students.

Again, I cannot thank enough the people that made this opportunity possible.

Sincerely,  
Broc Kokesh

To the Members of the MSAA,

I am truly humbled by the decision of your organization to induct me into the MSAA Hall of Fame. I am so thankful and blessed to have been welcomed into the fraternity of auctioneers, as each of you are beloved brothers and sisters. The outpouring of affection and support that you bestowed on me, my wife Val, and my family that attended the HOF ceremony was unbelievable. You all should be actors, because you did a phenomenal job of keeping the secret of my induction.

I have always cherished my membership in the MSAA and the friendships formed. I look forward to seeing you all in the future. Special thanks to my wife Val and my family for their ongoing support. Also, congratulations to 2014 Hall of Fame recipient Al Wessel, who is a most worthy auctioneer with a wealth of accomplishments and a classy individual that I am most grateful to have had the opportunity to share with as a co-recipient.

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I may or may not have knowledge or insight to help you in your auction business, but if I can assist you with an auction or advice, please don't hesitate to call, as that is what family is for – to help one another.

May love and laughter light your days and warm your heart and home. May good and faithful friends be yours, wherever you may roam. May peace and plenty bless your world with joy that long endures. May all life's passing seasons bring the best to you and yours!

Chuck Sutton

Dear MSAA Members,

Just wanted all MSAA members to know how honored I am to be inducted into the MSAA Hall of Fame.

Belonging to this organization has opened doors that I could only imagine as a young auctioneer. When I witness the caring and compassion combined with the professionalism this organization exhibits I am once again reminded how thankful I am to be a member. The 2014 Conference and Show will certainly be a memorable one for me and my family and I wish to thank all of you again for this great honor.

Sincerely,

Al Wessel

Proud 2014 Hall of Fame Inductee

#### Audio Education

MSAA Members,

Many attendees from the Conference and Show earlier this month asked if we recorded our session Tech High-5. The answer is yes! We recorded the session and have posted it in two parts. If you missed our session, or wanted to listen again, please go to: [www.FastTalkingPodcast.com](http://www.FastTalkingPodcast.com) and listen to episode 25 and 26. We really hit on some great information and we hope it will help you and your business.

Enjoy!

Andy Imholte & John Schultz

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**Member News**

Isaiah Grafe, son of Judd & Deanne Grafe, recently received the "Beat the Odds" scholarship. Please [click here](#) to watch the incredible story. Congratulations to the whole Grafe family.

**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](mailto:frank@solditatauction.com)

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# Let Me Introduce Myself

## *From the Desk of the Vice President*

**Matthew Schultz**

Vice President, MSAA

Contact 



Let me start off by saying how thankful I am that the MSAA family of auctioneers that I cherish have entrusted me with the great responsibility as a leader within this wonderful association. I take being your next Vice President with great pride and gratefulness.

I'd like to share a bit of my background with you: Currently, I make my home in Princeton, MN. I started out in the auction profession in my family's business, Schultz Auctioneers Landmark Realty, based in Upsala, MN. Like many of my peers, it started with parking cars, running sheets, auction setup, clerking, and working the auction ring. Together with my brother, I went to Auction School in Mason City, Iowa in 2000. Today I am a Team Member of Kurt Johnson Auctioneering and specialize in Benefit and Fundraising Auctions. Although the majority of the auctions I conduct are fundraisers, I am sought out by many auctioneers in Minnesota as a contract auctioneer, providing technology support, being a ring person, or auctioneer as required.

I have served on the MSAA Board of Directors for the last three years on various committees from legislation to technology and membership. In case you missed me at the Conference and Show over the last few years, I was the blur in the hall moving equipment

from room to room making sure the education would be the best it could be for our Association.

Today I have the chance to give back a little more to a family that I love. We are always challenged with new ways and new things to learn. I remember one of the first seminars I attended was at Fred Radde's Auction Center in New Germany for Maxa...my how times have changed. I am committed to bringing the best educational seminars to the MSAA and to continue a great tradition that was started some many years ago. I hope to bring some fresh ideas for membership growth and promotional ideas of the MSAA in my role as Vice President.

In closing, I often think about the time Wally Laumeier called me and asked me to help on a county auction just a few years ago. My friends, if there is anything I can try and help you with, please don't hesitate to call or email. If you need a hot cup of coffee or a fresh cookie and are near Princeton, look me up.



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# 2014 Conference & Show

## Conference Recap



**M**innetonka, MN played host to the 2014 Minnesota State Auctioneers Association annual Conference and Show from January 9th–11th. Returning to the Twin Cities metro area, auctioneers descended upon the Minneapolis Sheraton West for the finest education and networking in the State.

Education began bright and early on Thursday, January 9th with a Real Estate Continuing Education course. However, as the afternoon came to a close, all attendees were anxiously awaiting the start of the MSAA Champion Auctioneer Contest. This year's contest was hosted by the 2013 MSAA Champion Auctioneer, Andrew Bachmann, and featured some very excellent competitors. In the first round of the competition, each auctioneer sold three items and were scored by a panel of five judges. At this point in the evening, the judges took a break while three specialized judges came up to judge our very large rookie auctioneer competition. Following the rookies, the top five competitors from the earlier contest were announced. At this point the interview portion began. After answering three questions pertaining to the auction industry, each finalist then sold three more items. After all the dust settled, John Kuchera of Wyndmere, ND was awarded the prize of 2014 MSAA Champion Auctioneer. For the next year he will serve as the Good Will Ambassador for the auction industry in Minnesota and will be sponsored in the IAC this summer at the NAA conference in Spokane, WA. The rookie contest





winner was also announced and Paul Kruger of Wabasha, MN took home this honor.

Friday morning's general session began with keynote speaker SSG John Kriesel who told his inspiring life story. Attendees were also treated to a special session by Steve Proffitt entitled, *Auction Sellers—What to Know & What to do...For Success!* The morning finished out with a Q&A session on MN sales tax laws with representatives from the MN Department of Revenue. As members sat down to lunch they had a chance to meet Crunch, the MN Timberwolves mascot and support President Rod Johnson's charity of choice: St. Jude's Children's Hospital.

Immediately following lunch, the seminar rooms began to fill with attendees as speakers began to share their knowledge: *Death of a Benefit Auctioneer* by Kathy

Kingston; *The Art and Science of Working the Auction Ring* by Sam Grasso; *Benefit Auctions from an Event Planner Point of View* by Fran Murane; *Uniform Commercial Code: Ten Statutes Auctioneers Need to Know* by Steve Proffitt. As the afternoon came to a close, attendees gathered for the Awards Banquet to hear who won marketing awards this year. Friday night once again played host to the very entertaining MSAF Fundraising Auction. The night was filled with laughs and excitement for the whole family. As in years past, the fun auction began with junior auctioneers who wowed the crowd with their stage presence and selling know-how. Once the kids had their fun, the adults did their best to entertain and raise money for the MSAA Foundation.

Saturday morning opened with breakfast and a townhall meeting. The townhall meeting format



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allows for members to ask questions and have discussions on items important to the association outside the business meeting. We have found that this system streamlines our business meetings and members enjoy being able to ask any question that is on their mind. Immediately following breakfast, attendees began filling seats for a variety of educational seminars including: *Tech High-5* by Andy Imholte and John Schultz; *Consulting is King* by Kathy Kingston; and Online Auction Panel with Bryce Hansen, Ray Caruso, Scott Steffes, and Greg Christian. As the educational portion of the weekend came to a close, many attendees had ideas and even plans to put into implementation as soon as they got back to their business on Monday morning. During lunch, a moment of silence was shared to recognize many of the people who had passed away in the last twelve months. President Johnson also took time to recognize all past presidents of the MSAA and the MSAA Auxiliary as well as Hall of Fame members of both organizations.

After lunch, the MSAA Bi-Annual Meeting was called to order.

Along with committee reports, new and old business, elections were held for the offices of Vice President and Directors. For the position of Vice President, Matthew Schultz was elected. For the three Director positions, Scott Gillespie, Jeremy Schafer, and Bridget Siler were elected. The MSAA Auxiliary also held their business meeting Saturday afternoon and elected new board member Mary Carol Wolf.

As the afternoon drew to a close, attendees took some time to unwind before the President's Banquet. As attendees sat down for dinner, the Board of Directors were announced and seated at the head table. After a fine dinner, the program began with the installation of the 2014 Board of Directors conducted by NAA representative, Kathy Kingston. At that time, President Johnson recognized outgoing board members Bryce Hansen, Theresa Larson, and Matthew Schultz for their outstanding contributions. It was then time to award the four Auxiliary Academic Scholarships. This year's recipients of the \$1,200 scholarships included Broc Kokesh, Connor McCarten, Evan Gessel. President Johnson then welcomed Dave Thompson to the



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podium to award the Marketing, Best in Show award to Alliance Bid. The next marketing award for People’s Choice was awarded to Black Diamond Auctions for an “In the Moment” auction photograph. Each year the president awards the Golden Gavel for outstanding service to one member; this year, Past President Mark Rime was given this distinct honor. At this point in the evening Frank Imholte came to the podium on behalf of Renee Berens and thanked the association for all the support during Rick’s passing. He then held up a white cowboy hat Rick purchased when the NAA had their conference in San Antonio. Cary Aassness was asked to come to stage and sell the hat with the proceeds benefiting the Auxiliary Scholarship. Much money was raised as buyers of the hat continually donated it back to sell multiple times. It was at this time, that Peggy Imholte came to podium and inducted the newest member of the MSAA Auxiliary Hall of Fame, Eileen Roehlke who was not able to attend. Peggy Imholte then began to introduce the next inductee, Holly Hotovec. After a standing ovation and her acceptance speech, it was time to induct two new members to



the MSAA Hall of Fame. First, LaDon Henslin stepped to the podium and welcomed Chuck Sutton to the MSAA Hall of Fame. After his acceptance speech, LaDon Henslin stepped back to the microphone to welcome Al Wessel to the MSAA Hall of Fame. Many family and friends joined both inductees as they thanked the association. Rod Johnson came back to the podium and passed the official gavel of the MSAA to Chris Fahey. President Fahey gave a short speech and welcomed everyone back next year when the Conference and Show will be held at the Double Tree in Bloomington, Minnesota. After his speech, Johnson stepped back up and gave his closing remarks by thanking the many people that helped him over the past year. The night closed as live music from Pull Start Diesel played late into the night. Many new friends and old acquaintances enjoyed each other's company before making the trip home. It was a wonderful Conference and Show and many can't wait for next year.



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# 2014 MSAA Champion Auctioneer Contest



*Right: 2014 Champion Auctioneer John Kuchera Accepting the Honor from 2013 Champion Andrew Bachmann*

*Far Right: Auctioneer contest finalists and rookie champion*



- Champion:** John Kuchera, Wyndmere, ND
  - Reserve Champion:** Brandon Nelson, Ellendale, MN
  - Third Place:** Tammy Tisland, Hines, MN
  - Fourth Place:** Cody Aasness, Dalton, MN
  - Fifth Place:** Scott Mihalic, Wabasha, MN
- 
- Rookie Champion:** Paul Kruger, Dalton, MN



Scott Mihalic



Cody Aasness



Brandon Nelson



Tammy Tisland



John Kuchera



# 2014 MSAA Marketing Contest



**Best of Show**  
Alliance-Bid  
(Real Estate and  
Personal Property  
– Multi-Sided)



**People's Choice**  
Black Diamond Auctions  
(Auction Photography:  
"In the Moment")



**Farm 2-Color**  
Houghton's Auction  
Service



**Household and  
Antiques 2-Color**  
R&B Gessell



**Commercial and  
Industrial 2-Color**  
Houghton's Auction  
Service



**Farm Multi-Color**  
Schultz Auctioneers



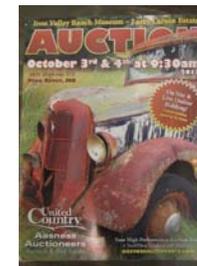
**Household and Antiques  
Multi-Color**  
Aasness Auctioneers



**Commercial and  
Industrial Multi-Color**  
Aasness Auctioneers



**Farm Multi-Sided**  
Houghton's Auction  
Service



**Household and Antiques  
Multi-Sided**  
Aasness Auctioneers



**Commercial and  
Industrial Multi-Sided**  
Alliance-Bid





**Real Estate 2-Color**  
Mitchell-Przybilla  
Auction Co.



**Real Estate and Personal  
Property 2-Sided**  
Matt Maring Auction Co.



**Specialty Collections  
Multi-Color**  
Jokela Auctions



**Auction Clothing**  
Henslin Auctions



**Auction Photographs  
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**Website**  
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**Radio Promotion**  
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Bill Klassen



**Real Estate Multi-Color**  
Helbling Auctioneers



**Real Estate and Personal  
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Aasness Auctioneers



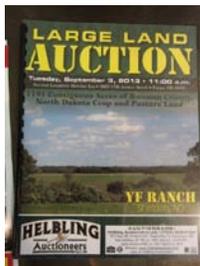
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**Real Estate and Personal  
Property Multi-Sided**  
Alliance Bid



**Promotional/Auction  
Specialty**  
I.R.A.Y. Auctions



**Auction Signs**  
Hansen & Young



**Newspaper/Magazine  
Advertising**  
Reinhardt Auction Service



# 2014 Hall of Fame Inductee

*Al Wessel*

(as presented by LaDon Henslin)



**T**his world class auctioneer has had a passion for the business since he was four years old. He stated that his father took him to his first auction when he was four or five, and from that point on he knew that was what he wanted to do. He graduated from Worldwide College of Auctioneering in Mason City, IA in 1971, and later had the opportunity to instruct new auctioneers at his alma mater. In the years to come he would become the:

- 1989 Minnesota State Auctioneers Champion, to be noted as the first Champion in Minnesota (Grand Rapids, MN)
- 2000 Greater Midwest Auctioneer Champion (Zumbrota, MN)
- 2000 Runner-up World Champion in the World Livestock Marketing Association (Bakersfield, CA)
- 2002 International Livestock Reserve Champion (Alberta, Canada, Calgary Stampede)
- 2003 International Livestock Champion (Alberta, Canada, Calgary Stampede)
- 2004 Runner-up World Champion at the World Livestock Marketing Auction Contest (Billings, MT)
- Numerous Top-Ten placements at the World Livestock Marketing Auction Contest across the United States.

In addition to his numerous titles, he owns and operates Long Prairie/Sauk Centre-based Mid-American Auction Company with Kevin Winter. Al Wessel has been selling for 42 years throughout the Upper Midwest. In addition to owning and operating Mid-American Auction Company, he sells at various livestock markets in Central

Minnesota such as Motley, Pierz, Fergus Falls, Bagley, Albany, and Long Prairie. Mid-American Auction Company conducts farm dispersals, land auctions, household, and large equipment sales. Furthermore, Mid-American Auction Company conducts successful bi-weekly hay auctions out of their office in Sauk Centre which attracts buyers and sellers from the United States as well as Canada. Twice per year, Mid-American Auction Company serves buyers and sellers from the United States, Canada, and Mexico at their immense consignment sale in which there are often close to 2,000 bidders at the auction site as well as a large following on ProxiBid. Additionally, Al Wessel contributes his time and talents to assist many churches and other charitable organizations through benefit auctions.

Al Wessel - King of the Auctioneers  
(Letter submitted by HOF member)

Years ago as a boy, two heroes that I and many other young boys looked up to were Cowboy picture stars Gene Autry and Roy Rogers. Every chance we got we would tune them in on our family's little 9" (yes...9") tv's with rabbit ears and tin foil for better reception. Gene Autry was dubbed "America's Favorite



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Singing Cowboy” and Roy Rogers was affectionately called “King of the Cowboys.” Anyone that has ever heard Al Wessel sing knows that he could never be named “America’s Favorite Singing Auctioneer,” but without question I think we can all agree that Col. Al Wessel is the “King of the Auctioneers.”

I happen to know that Al grew up poor in beautiful Central Minnesota. Even as a young lad he had an advantage over other kids because he was not afraid to work harder than anyone from daylight to dark and into the night.

Money was in short supply at the Wessel home, but not ambition and talent.

Al went off to auction school in Mason City in December 1971. This scared-to-death teenager left the State of Minnesota for the first time and took a bus to Iowa with a few dollars in his pocket and a dream to become an auctioneer. And boy did he ever.

Other folks in his 1971 class were Gordon & Bill Seimers, Con Clement, and yours truly. Al’s natural ability and warm



personality made him a standout from the beginning. He graduated from auction school, went back home, and went to work.

It’s been many years now since that scared, chilled to the bone kid got back home and started his career as an auctioneer. He worked for anybody who would hire him for any amount they would pay. He got up sometimes at 3 and 4 am to get to a sale 4 or 5 hours away because he could not afford to buy a hotel room to stay in the night before. Al has held 75 pound anvils over his head so farmers could see what they were buying. He has fitted cows, sorted cattle, and cleaned out shops and buildings with “misc. items” stacked over his head. He has sold to 4H kids with a quarter in their pocket and multi-millionaires with fancy cars and Learjets.

Al has worn out hundreds of pairs of boots doing what he does best - being a world class auctioneer. He has sat behind the microphone at many sale barns achieving top dollar for farmers and ranchers for their livestock - many times it was their only payday for the year. He has sold coast to coast and border to border in this country and even many times north of the border in Canada, sometimes sitting behind





the microphone for 12-14 hours straight. (THAT IS RIGHT, 12 TO 14 HOURS STRAIGHT THROUGH) He is truly a 'wagon puller' and is considered one of the greatest auctioneers of his generation.

Al has taken his skills to the world arena competing with the very best auctioneers on the world stage and came out on top representing Minnesota with the best. An International Livestock

Champion Auctioneer and Runner up World Champion Livestock Auctioneer, Greater Midwest Livestock Champion Auctioneer - he is our own Minnesota State Auctioneers Association 1st Champion Auctioneer in 1989 and set the standard for all who came after him.

I remember speaking with an old Amish man from Central Minnesota about the Amish

Auction that Al sold for many years. I said, "Tell me about your auction." He hesitated and his eyes grew moist. He said, "You know Paul, we depend on the money from our auction so our little Amish boys and girls can attend school to the 8th grade and have books and clothes and other necessary things. Col. Al Wessel and his team made all the difference for us - he more than doubled what we expected to get and the entire Amish community holds his company in the highest regard."

Col. Wessel has made a difference in many people's lives because of his auctioneer expertise and this is just one of those times. Al is a humble man who downplays his accomplishments, but I think you should know that he has not only climbed to the top of the auctioneer world but has inspired others to go to auction school and follow their dreams.

Col Wessel has had many accomplishments but he will tell you that his biggest achievement is marrying his beautiful wife, Barb, and of course their daughters Ann and Kate.

I wish I could be there for Al's big night. I am in Las Vegas for the 24th annual Las Vegas Motorcycle Auction. But I am there in spirit along with all my Minnesota friends at the Minnesota State Auctioneers Association, which means so much to me.

I will finish as I started - Al Wessel - the "King of Auctioneers" - job well done and well deserved, my friend. Congratulations on your induction into the Minnesota State Auctioneers Association Hall of Fame.

-Paul C. Behr



## Negotiation Tip:

### *A Message Worth Sending*

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



**O**f all the messages negotiators could send to their opponent, few are as effective as the bracketing message. Like many things in our life, these messages are all around us. Regrettably they often go unnoticed and responded to improperly. I'm convinced that after reflecting on this tip, you will see them every day and respond to them differently.

A bracketing message could be explained as a written or oral communication sent by one party with the intent to create a limit (anchor) or a set amount for their negotiating opponent to adhere to.

A simple example of a bracketing message is the seller who says, "I can't sell this for less than a \$100; that's what I paid for it."

The message is that the \$100 price has to be met for a purchaser to acquire the item. Notice that the seller is conveniently ignoring some key points. The seller may have overpaid for the item. The value of the item might have declined since the seller bought it. Newer models may be available from other sources and will do more yet cost less. Please understand that bracketing messages are effective.

The bottom line is that it is up to us to know how to handle bracketing messages when we hear them. Years ago I heard a negotiating expert share this rule: "We should set our own brackets and challenge brackets set by others." That rule has really influenced me. I do try to set more brackets and I am getting much better in recognizing and challenging brackets set by others. In subsequent Negotiating Tips, I will share some specific opportunities and strategies for sending more bracketing messages and how to effectively respond to those messages sent your way.

Let me close with a two part homework assignment.

Part One: Look for a written bracketing message to challenge. Visit a local store and look for a 'marked down' price tag. You know the type that read, "Was \$16.99...Now \$9.99." Do you see the bracketing message? Yep, it is that they have already given you a discount and that \$9.99 is the lowest they will go. That bracket would work on most people, but not on a good negotiator. What other message does that tag provide? Isn't it that they want to sell the item and that they are negotiable?

Part Two: Complete your assignment by challenging the bracket. Ask the store manager if you could have two of these items for \$17. Or offer them \$8 for the item. Better yet, ask "Is \$9.99 the best you can do?" Be prepared, your offer may very well be accepted, so pick something you'd like to have.

Remember, good negotiators set their own brackets and challenge the brackets of others. They are messages worth dealing with effectively.



## 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**

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 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

*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



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