

MSAASUPPLEMENT



From the Desk of the President
State of the Association Address
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MSAASUPPLEMENT

March 2017 | Issue 102



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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Rock on Design 

Announcements

We held a live auction (Sunday, Jan 29) at our auction barn and at the end, we realized that a man did not pay his \$1,900 bill. After looking into it further, we found out that it was a malicious act and the man did this on purpose. He used someone else's bidding number, but only after she had left for the day. We did contact her to confirm that she still had her bidding and she did indeed still have it. (So he didn't just happen to find it and start using it.) We also learned that he drove a tan truck with a Tonneau cover. He is a 40-50 year old white male, average build wearing a baseball cap. He stole Red Wing crocks, old fishing lures, and several other items; a total of 29 items. We would like to alert the auction community of this theft and see if any other auctioneers have had this problem recently. Thanks for your time and, please, let me know if you have any leads.

Travis Turek

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



Things are Changing. Are You?

From the Desk of the President

Vince Bachmann
 President, MSAA
 Bachmann Auctioneers
 Contact 



Greetings to all reading this article. I hope this finds you gearing up for the upcoming auction season. I would like to take this opportunity to congratulate Greg Christian for a job well done on the 2017 Conference and Show, and also to welcome our new board members. I am looking forward to working with all of you this upcoming year. Also, here are the dates to be keeping in mind:

Sunday, July 30th is our Semi-Annual Meeting to be held at the Lakeside Golf Course in Perham, MN. Lunch will be served at Noon, followed by the meeting.

Our 2018 Conference and Show will be January 18th – 20th at the Marriott Courtyard in Moorhead, MN.

Has the Auction Industry changed or have we, the people, changed?

When you really give it some thought, the answer should be both have changed. The veteran Auctioneers out there know that the business and/or the industry has changed a lot over the years.

To think that it all started years ago when something was sold at auction. From giving your name when you bought an item, to getting a bidding number, and then going to the clerk who had everything entered on tickets, we fast forward to “can’t that computer

go any faster to get me checked out?” Everything seems like it has to move faster or everyone gets frustrated.

Yes, everyone, I said faster.

The industry has changed and therefore our business has changed. Hopefully you have made some changes to accommodate the development and growth of the industry; such as becoming computerized in the clerking end of it, maybe doing some online auctions or at least looking into it. Change is not easy for a lot of people including myself at times, but it is not something to be afraid of. So, try it as you just might like it.

Again, thank you to all for your confidence and continued support in the past and now as your president of a great organization...

God Bless! I hope to see all of you in July and have a great summer.



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REAL ESTATE & EQUIPMENT

AUCTION

20404 North Highway 15, Hutchinson, MN 55350

APRIL 17TH, 2017 • AUCTION ONSITE

MISCELLANEOUS ITEMS SELLING AT 3:00 PM • REAL ESTATE SELLING AT 5:00 PM • EQUIPMENT SELLING AT 6:00



REAL ESTATE SELLING IN 2 TRACTS



Personal Property



- '00 Chev 3500 pickup w/ 47750 miles
- Per Eng enclosed auction topper
- IH F706 German diesel w/3pt.
- IH F350 gas, 2 pt. & ps; IH 4500 gas forklift
- Lampi 8' X 10' cashier trailer
- Case IH 885 MFD W/ 2255 loader
- S 205 Bobcat, door, heater, new tires 2400 1 owner hrs.
- S 650 Bobcat shows 740 hrs., cab door w/ heat & rear weights.



This is just a few of the many, many personal property items to be sold at the auction.

IN CONJUNCTION WITH



Col. Frank Imholte
Lic. 73-05-003



Col. Joseph Imholte
Lic. 73-05-0032



ALL SEASONS



Shelly Weinzetl
Lic. 86-70
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APRIL 17TH, 2017 REAL ESTATE SELLING AT 5:00 PM

Property Location

20404 North Highway 15, Hutchinson, MN 55350
North of Hutchinson on Hwy 15

Tract 1

- 18 +/- Acres
- Approx. 450' of Highway Frontage
- Approx. 9 Acres Tillable
- P.I.D. Numbers:
 - 08.030.0700
 - 08.051.0250
 - 08.030.1800
- Large Multi-Use Building
- 58 x 108 Pole Building with 14 Foot Sidewalls

Inspection Dates:
April 1st
9:00 - 11:00 AM
April 5th
1:00-2:00 PM

Property Information

- Private Well Approx. 175' Deep
- Electric Service Provided by Hutchinson Electric
- LP Tanks owned by Hutchinson Co-op
- Buyer to bring Septic System up to code if needed.
- Taxes to be Pro-Rated to the date of closing
- Zoning: Agriculture
- Natural Gas
- Corporation Name / Hotovec Auction Center Does Not Transfer with the Real Estate. To be Retained by the Sellers.



Tract 2

- P.I.D. Number: 08.051.0240
- 1.5 +/- Acre lot with highway 15 frontage
- Daily traffic counts approx 4,800 vehicles per day

**Visit us
for full auction
details!**
www.SolditAtAuction.com



Auctioneer's Note

After 23 years of owning and operating Hotovec's Auction Center Gary and Holly have decided to retire and move to the next stage of life. With their love and passion for the auction method of marketing it only makes sense that they have a real estate auction to sell their facility. We are proud to offer at public auction on April 17th this 20 acre property. It will be offered in two tracts. Bid on tract 1, tract 2 or both! Absolute prime location with approx. 720' of highway 15 frontage. Traffic counts around 4,800 vehicles per day!! Endless Opportunity! Great Investment!

Terms & Conditions for Real Estate

- \$15,000 down payment per parcel to be held in Mcleod County abstract and title.
- Buyer is aware the down payment is non-refundable unless the seller cannot provide clear and marketable title.
- Buyer must close on the property on June 22, 2017.
- Possession to be day of closing.
- Selling As-is.
- Black Diamond Auctioneers and Better Homes and Gardens Real Estate All Seasons are agents for the seller.
- Broker participation invited, call for details.



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The Experience of a Champion

Looking Back at an Amazing Year

Issac Schultz

2016 MSAA Champion Auctioneer

Contact 



Minnesota State Auctioneer Champion. What does it mean? What are the responsibilities of the champion? What does it mean to be the ambassador of an auctioneer association? All of these are questions I have asked in both seeking to become and serving as the champion. I have likened the ambassador to being the biggest champion or primary spokesperson for the MSAA. We as an organization work every day to promote the auction method of marketing as the preferred way of selling assets to obtain the fair and true market value of a given asset at a given point in time. My mission as the 2016 State Champion was to spread our message as wide and far as possible.

From the moment I was selected as the champion, the spotlight was on and the challenge began. How the champion receives the trophy and the speech following the announcement matters. Every auctioneer watching and the general public watching online or via media outlets need to understand who we are and what we do. That is what I sought to share in my acceptance speech while expressing my gratitude and excitement through the moment. I could never be the auctioneer I am today without the people who have come alongside of me in the auction business and more specifically in the MSAA.

The remainder of the Conference and Show and the following week brought a flurry of radio and newspaper interviews which were covered in many corners of the state. As the ambassador, my mission remained the same: promote the auction method of marketing and explain why it is the preferred way of selling assets. During the course of these radio and newspaper interviews I realized something: the way we communicate is so crucial to our success. Both as auctioneers and as business people, it is easy for us to begin to rattle off statistics

and results. One of the taglines I remember from past conferences is "Auctions Get Results." Which they most certainly do, but is that the most effective way we can communicate to the general public? I would argue, "no." While dollars and cents are important, every avenue of selling assets would claim to get results. Through the course of the interviews, I realized what we do is so much more about the people, families, and businesses we serve. People want to know how much we care. During my later interviews this was a huge point of my message. Auctioneers live to serve in their communities and circles because we want what is best for our clients and their needs. I am in the auction business because I enjoy working and serving to help people, families, and businesses achieve their goals through what can be some very trying and turbulent circumstances.

Expanding the reach of the Minnesota State Auctioneers Association must be a primary goal of each champion and ambassador. I am proud of our efforts during the 2017 Conference and Show to expand our reach. Thank you to Matthew Schultz for his assistance providing the livestream on UStream. Thank you to Andy



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Imholte for providing the first-in-the-nation commentary of the contest using Facebook Live. Our association has lacked the ability in recent years to attract the local or statewide media attention to our events. Auctioneers have a great, media-worthy story to tell. As a communication professional and the ambassador, I invited every local TV station to attend our Championship. We were blessed to host WCCO-TV, KSTP-TV, KMSP-TV, and KARE11 the evening of our Championship. The news stories were shared throughout the weekend. Our story and our mission reached literally hundreds of thousands of eyes both on TV and online. Most importantly, our championship contestants were excellent spokesmen and women for our industry and association.

One of the greatest joys of serving as the champion is the

chance to share the stage with the next generation of auctioneers. Encouraging each one of our young auction tykes as they take the stage in front of their parents and family is so special. In all my experience on stage, the most nerve-wracking moments were those as a youngster, and I cannot be more proud of the kids who grab the mic and take command of the stage from the moment they can count.

My experience as the MSAA State Champion Auctioneer was thrilling, challenging, and innovative. As auction professionals we often need to think outside the box, expand traditional thought, and execute larger than life ideas. Serving as the Champion gave me the opportunity to grow in these areas and I'm grateful to have served the Minnesota State Auctioneers Association for the past year.

Large Annual Spring Inventory Reduction **AUCTION** Saturday, April 22, 2017 • 10:00 A.M.

AUCTION EQUIPMENT:

**8' LAMPI
AUCTION TOPPER
Heat,
Excellent Condition,
People Mover Trailer
&**

**BRAND NEW 22'
AMERICAN SURPLUS
OFFICE TRAILER
w/hydraulic frame,
AC, Heat, Skylight,
Awning, Lots of
Storage Space!**

**AMERICAN SURPLUS
& MFG**

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Montevideo, MN**

(320) 269-5428

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**www.henslinauctions.com
(320) 365-4120**



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MSAA Hall of Fame Inductee

Matt Maring



As presented by All Wessel

This person was born and raised on a dairy farm in MN where he worked on the family farm and had a passion for showing and judging dairy cattle. His father and mother instilled in him that hard work pays off and that has stayed with him throughout his long auctioneer career. After he had several jobs trying to raise his young family, he decided he was going to go to auctioneer's school. This was a big shock to his parents and his family, as this would take him away from the dairy cows and farming that he loved so much.

After attending the Western College of Auctioneering, he came back home and teamed up with another local auctioneer who took him under his wing. Orlin Cordes was an inspiration and helped shape how he is today as an auctioneer. Throughout the 80's, he worked with many auctioneers and found a niche in farm equipment and livestock auctions. By the 90's he and his family had grown this profession into a self-sustaining career with the entire family participating.

Today, two of his three children and his wife are with him in the business full-time and conducting many auctions throughout the year. He will be the first to admit that without the love, support, and help from his wife and family, he wouldn't be where he is today.

He has been a long-time member of this great association and has served on the board of directors as well. He has been a MN State Bid Calling Champion and won multiple advertising awards - including three Best of Shows. His company has conducted many auctions in Minnesota, Iowa, Wisconsin, and assisted with auctions in North Dakota and even New Jersey.

Over the years, he has been fortunate to have a number of excellent employees, family, and many friends who have helped build his auction business; many are in attendance tonight.

Ladies and Gentlemen, please give a warm round of applause for our 2017 MSAA Hall of Fame Inductee, Mr. Matt Maring!



Negotiation Tip:

Ridiculous Offers

John Hamilton, DREI
www.GoodNegotiator.com
 Contact 



It's likely that we've been on both ends of what is commonly called a ridiculous offer. Perhaps we've tendered one or been on the receiving side and reviewed one. Good negotiators have proven to be adept at receiving these. Their secret? It's the ability to avoid a knee jerk reaction that leads one to feel insulted.

Whether it's the ability to pause, count to 10, or just realize that these things happen, cooler heads must prevail somehow.

Let's add another perspective. **Success in dealing with ridiculous offers hinges upon one's ability to see the other party's perspective.** If there is no sincere interest in attaining agreement, ridiculous offers are simply an attempt to insult. But rarely does an interested party have that motive.

Interested parties, those who are motivated to put a deal together, are often prone to send a message. The proverbial 'shot across the bow' can shock the receiving party to rethink their price or position. That assumes, however, that the receiving party can get past the insult. **The key message here is to not overreact or get insulted.** If you want a deal with this opponent, proceed positively and professionally.

What do we do if we're on the receiving side of a ridiculous offer?

Consider assuming that the insult or affront has but a momentary life. One can be comforted at getting a low ball offer by knowing that at

least someone has interest enough to make an offer.

Rising above the initial reflex to want to insult them back or even ignore the proposal and give no response whatsoever can often launch productive negotiations. People who play bridge know the 'game' and hear bids and positions that send messages. Such bids aren't intended to be a final result, but just communicate the cards they are holding. **In a like manner, when getting a ridiculous offer, one has to see the potential and counter with a message of their own.**

Two techniques are productive in such cases.

- One might use an **intentional delay in responding**. When one delays a response, the other party is typically confused or taken back by this passage of time. During this period the party awaiting a reply wonders if in fact they'll get any response. To be sure, they know they created a potentially hostile situation. If and when a response is given, it is received with a sigh of relief. A relief that at least the negotiations are continuing.





- Another productive response is to be **prompt in reply but countering at an unmoved position** or indicating a minor, almost infinitesimal, concession. Like the bidding in bridge, this communicates as willingness to negotiate but not share the degree of movement that would be possible if a reasonable offer had been made. It's the 'don't tip your hand' concept in full effect.

There are even those who think that employing both of these concepts simultaneously is advisable. Wait, wait, wait longer.....and then make a minor, minor concession. The response from the initial offering

party to this will quickly reveal if there is any true interest in putting a deal together.

One other perspective should be considered. Is it possible that the offering party, the one making the ridiculous offer, is simply uninformed or has a distorted, uncaring, and ill-conceived strategy? Perhaps, in their desire to get the best deal possible, they have a common sense disconnect. Maybe they meant no insult, but simply failed to consider the impact of their low offer. Again, being able to 'not take it personally' can create the opportunity for future and perhaps a fruitful result.

What if we (or our client) want to make that low ridiculous offer?

I can't say that this is a failed strategy. I can say, however, that such an offer should pass through an analysis filter. **That filter is simply a question: "What would cause the party receiving my offer to accept or even seriously consider this offer?"**

If more people would use this filter, I'm convinced more productive negotiations would result. An honest, seeing both sides, perspective would typically cause

one to rethink that ridiculous offer before communicating it.

If the intent of this ridiculous offer is to 'send a message,' then make the offer.

If instead it is to launch productive negotiations, one might want to better their offer or include a tempering introduction. Such a tempering introduction might sound like, "I've not been able to find anything in the marketplace that supports your price and I hope that this proposal, while aggressive, will lead to more discussion."

This approach is most effective in providing a calmer reception to a seemingly ridiculous offer. It's likely to still be insulting, but at least a justification has been provided.

It's really this simple. It's legal to make ridiculous offers. It's certain that they'll occur. The real key is the ability to move beyond the likely insult potential and create an environment for future negotiations. **Think twice and use the filter before you consider making a ridiculous offer.**

That strategy will serve you well as you Keep Negotiating.



MSAA Membership Application

Our Association is an organization of licensed auctioneers. With the support of its membership, the association works to promote the auction profession. We are governed by an annually-elected president, vice-president, secretary/treasurer, and nine board members. These board members serve in revolving three year terms. All past officers and directors comprise an advisory committee.

Membership Benefits

- Multiple educational seminars on topics pertinent to auctioneering, marketing, appraising, government regulations, small business growth & management, and cultural enrichment
- Complimentary subscription to The Minnesota Auctioneer, the official membership publication with news and informative articles from around the state
- Combined legislative influence as membership grows
- Policing body to maintain ethical practice and thus reputation for the industry as a whole in our state
- Mentoring and problem solving with other auctioneers
- Voting privileges in annual business meeting
- Permission to use the MSAA logo in advertising and compete in marketing competitions
- Updated directory of all MSAA members

Any auctioneer with a current license is welcome to join. New applicants become members by submitting a completed membership application (right) with proper payment.

Members must pledge to be faithful to all buyers and sellers. Members are also expected to show loyalty to the organization by actively participating in state activities and events.

Annual Dues Only \$100

(Include dues check for \$100 in envelope with this application.)

- New Membership
- Membership Renewal
- Membership Reinstatement

Name: _____

Company Name: _____

Address: _____

City: _____ State: ____ Zip Code: _____

County: _____ MN License Number: _____

Email: _____

Work Phone: _____

Home Phone: _____

Cell Phone: _____

Signature of Applicant: _____

Auxiliary Dues - \$5.00

Spouse Name: _____

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:

Frank Imholte, MSAA
8160 Co Rd 138, St Cloud, MN 56301



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 \$1500 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 Conferences/ Meetings 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:

Sara Fahey, Committee Chairperson
661 E. Forest St. Belle Plaine, MN 56011, 952-873-2682

Scholarship Committee: Conny Rime (chair), LuAnna Finnilla, Anita Aasness



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Rick Berens Scholarship Application

Funds available will be determined from the proceeds of the Rick Berens Scholarship Fund.

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
 Employee

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 (3) consecutive years.

Name of Relative: _____

Address: _____

City: _____ State: _____ Zip Code: _____

NOTE: Only one scholarship per candidate. If unsuccessful in your application one year, please re-apply. If no qualified recipients apply, there will not be a Rick Berens Scholarship award that year.

Name of College or University of enrollment: _____

Address: _____

City: _____ State: _____ Zip Code: _____

CHECKLIST

1. Complete and attach the Official Applicant Form.
2. Submit 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. Please complete on separate page, sign, and ATTACH ESSAY TO THIS APPLICATION FORM.
3. Attach a letter of recommendation from a current, active MSAA member. This is required for ALL scholarship applicants.
4. Use this scholarship toward tuition at an auction school.

Absolute Deadline – Must be postmarked by November 1

Relative of winner will be notified before the annual convention. Winner and MSAA/Auxiliary member are encouraged to attend the Saturday Night 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:

Rick Berens Scholarship
 c/o Sara Fahey
 661 E. Forest Street
 Belle Plaine, MN 56011

Scholarship Committee: Renee Berens and Anita Aasness



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