

Expanding Your Passion in A Changing World

I will start by saying that my draw to the auction industry was, and still largely is, bid calling. I had thought about it since I was a young boy. However, with the changes in all of our lives due to the pandemic, live bid calling has been put on hold and will probably be forever changed.

This left me thinking, *“What is my passion? What keeps me passionate about the auction industry?”* As I pondered this question I came to several conclusions: First are the connections with people - buyers, sellers, and my coworkers. This is something that has and continues to develop over time. The relationships I have built with others through this business have led to friendships, and a network of people who not only help my professional life but also enrich my personal life. Second was my passion for farm equipment. Working with auctions has exponentially helped me develop and hone my knowledge of farm equipment, which is something that I am constantly improving on to make myself a better auctioneer.

While bid calling hasn't been a part of my work as an auctioneer much in the last year, it has given me a chance to develop and hone in on other skills that are vital to the auction industry and equally if not more important. I would challenge all auctioneers during this pandemic to ask themselves, *“What are my passions when the mic is off?”* As we all know, being an auctioneer is so much more than the chant.

This past year has really helped me improve as an auctioneer and I hope all of you have used this time to develop and hone your skills. We will all return to normal; better and more prepared than ever before to work for our sellers and connect with our buyers.