

Dear Members,

Over the past month as auctioneers and MSAA/NAA members we have had two excellent opportunities to get together and partake in great education. The summer picnic at Canterbury Park provided an excellent venue to not only hear from our speakers and conduct the business of the day, but also to visit and mingle with one another. Unfortunately, I was only able to take in a day and a half of the NAA Conference and Show due to an auction during the week, but both my wife and I had a great time taking in as much as C&S had to offer. The strong representation of Minnesota members was great to see, and the events of the day ran smoothly. With no MSAA winter conference last year it was great to see all our friends we hadn't seen for over a year. Even missing out on the great lineup of speakers was worth it to reconnect with old friends and make new connections. The number of people I have met and stay connected with through these events and organizations has not only been valuable in my career as an auctioneer, but also valuable friendships that extend beyond our profession.

Being present is a vital part of any organization; not just being present physically, but mentally. With our phones and the constant feed of emails, texts, and calls it can be hard to disconnect and enjoy the moment and connect with those around you. I have found that if I shut my phone off for a period of time during events, I not only enjoy the moment more but have better recollection of the event later from being focused on one thing and not trying to divide my attention between several conversations at once. Being in the auction business I have found there are no set hours; our sellers' and buyers' needs and questions can arise at any time and any day. I believe part of my job as an auctioneer is to be available to our clients and customers when the need arises, but I have also learned that not every family dinner or in-person interaction warrants being interrupted by a phone call or text message. I don't know anyone who answers their phone 100% of the time and we shouldn't expect ourselves to, either. I try to keep this in mind when contacting people myself. Calling people back who reach out is a must but sometimes I have found it's important to just let the phone ring and be able to enjoy where you are at.

I hope everyone has had a great and busy summer; fall is right around the corner, and I look forward to seeing you all in Rochester this coming winter!

Sincerely,

Andrew Jossund