

## **THE RIGHT TIME!**

Greetings to the MSAA,

I hope the mild winter has led to an early start on the spring auction season for everyone. However, as I am sitting down to write this article, I am again reminded that there is still some winter left here in Minnesota as we brace for a major winter storm in the next few days.

I would first like to take a moment and thank the members of the MSAA for their support for my candidacy for the position of Vice President at the Conference and Show in January. I am truly humbled by your vote of confidence and excited to once again have the privilege of serving on the MSAA Board of Directors. If you ever have a concern, comment, complaint, or an idea that you would like to share, I am just a phone call or email away, and promise I'll do my best in addressing the issues.

If you were at the Conference and Show in January, you may recall that shared with you that I had considered running for Vice President for quite a long time. It had been 22 years since I had served as a director, but I had always been waiting for "The Right Time." Now, I have always been somewhat of a procrastinator; in fact, I often joke about it in my personal life, but I had waited 22 years for the time to be right to once again step up and serve this amazing organization. When I was considering whether to run for Vice President this year, I came to the conclusion that there will never be a "right time", but perhaps it is "just time" to do it.

In the days following the Conference and Show, I did some personal reflection and asked myself what else I wanted to do but have been waiting for the "Right Time". After 38 years in the auction business, some would consider that I may be in the last quarter or final stages of my auction career, but are there things that I can do to make my remaining years in the business the best they can be? The first thing that came to mind was I've always wanted to attend the NAA's Certified Auction Institute (CAI). Again, I've considered doing that for a very long time. However, the cost and commitment of time made it hard to say now is the "Right Time." So, after a few days of thinking it over (there's that procrastination thing again), I decided to enroll in this year's CAI course in Bloomington, Indiana. I am excited to finally be attending CAI and am looking forward to exploring new ideas and meeting new people from within the auction industry.

Many of you remember our friend and past MSAA President, Rick Berens. Prior to Rick's death, he produced a video in which he asked people, "What are you waiting for? Just do It!" As 2024 moves forward, I would like to challenge all of you to take some time and reflect on those things you've always wanted to do, either professionally or in your personal life but have been waiting for "The Right Time" to do, and change to its "Just Time" to do it. I hope you all will find at least one thing you've always wanted to do this year and just do it! You've got nothing to lose and everything to gain!

I would also encourage everyone to plan to attend both the summer picnic and bi-annual meeting and next year's Conference and Show in Redwing, MN. President Kevin and your executive Board are already busy planning both events, and I'm sure you'll find them educational, entertaining, and fun!

May you all have a great 2024!

Best regards,

Dave McLaughlin  
MSAA Vice President