



Auctioneer

AUGUST 2017

The official publication of the National Auctioneers Association.

2017-18 NAA PRESIDENT

Scott H. Shuman

ALSO INSIDE:

- | LEARN HOW TO WIN AT SELLING YELLOW IRON
- | DIVERSITY: HOW IT BENEFITS YOUR AUCTION BUSINESS
- | 10 KEYS THAT AFFECT LAND MARKET STRENGTH



page 34

AuctionTime.com

Powered by TractorHouse.com, MachineryTrader.com, TruckPaper.com & MarketBook.com

The screenshot displays the AuctionTime.com website interface. At the top, the logo is accompanied by the text "NO BUYER FEES NO HIDDEN RESERVES". Below the logo is a navigation menu with categories: CONSTRUCTION, FARM EQUIPMENT, TRUCKS, TRAILERS, ATTACHMENTS, and OTHER ITEMS. The main section is titled "LIVE AUCTION BOARD" and is divided into "Ring 1" and "View Ring 2".

Ring 1 Listings:

- Lot # 9216 CA: 2015 MCCORMICK X5.50 Tractor. Current Bid: US \$3,500. Time: 0:38. Buy Price: US \$3,600.
- Lot # 9216 CA: 2014 VERSATILE 290 Tractor. Current Bid: US \$250. Time: 0:39. Buy Price: US \$300.
- Lot # 9216 CA: 2014 VERSATILE 4500T Tractor. Current Bid: US \$100. Time: 0:42. Buy Price: US \$200.
- Lot # 9216 CA: 2014 CASE IH MAGNUM Tractor. Current Bid: US \$7,000. Time: 0:42. Buy Price: US \$7,100.

View Ring 2 Listings:

- Lot # 9216 CA: INDUSTRIAL AMERICA 115. Current Bid: US \$1,000. Time: 0:43. Buy Price: US \$1,100.
- Lot # 9216 CA: INDUSTRIAL AMERICA 115. Current Bid: US \$1,200. Time: 0:43. Buy Price: US \$1,300.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.
- Lot # 9216 CA: JOHN DEERE 700. Current Bid: US \$5,000. Time: 0:43. Buy Price: US \$5,100.

(800) 334-7443

www.AuctionTime.com

INDUSTRY SPECIFIC MARKETING IN
*TractorHouse[®], Machinery Trader[®]
and Truck Paper[®]*



**MANAGE EVERY ASPECT OF YOUR AUCTION WITH
AUCTION FLEX'S LEADING AUCTION SOFTWARE.**



**CATALOG ■ CLERK ■ CASHIER ■ PAY CONSIGNORS
MANAGE MAILING LISTS ■ MANAGE INVENTORY ■ AND MORE!**

**CONTACT US TODAY FOR YOUR 30 DAY FREE TRIAL
www.AuctionFlex.com | 352-414-1947**



Scott H. Shuman, CAI

NAA President

National Auctioneers Association President Scott H. Shuman, CAI, is a partner and Auctioneer for Hall and Hall Auctions. He has more than 29 years of auction experience after attending auction school in 1986 and opening an auction firm shortly thereafter.

Scott is the 2014 Colorado State Champion Auctioneer. He was awarded the 1997, 2002, and 2014 NAA Marketing Competition Auction Marketing Campaign of the Year awards from the NAA, as well as the prestigious Rose Award presented by the Certified Auctioneers Institute.

Scott has served as an instructor for the NAA Certified Auctioneers Institute and as a Trustee for the NAA Education Institute. He is a past Colorado Auctioneers Association Board member and currently resides in Eaton, Colorado, with his wife, Krista, and their three children.

Their hobbies include snow skiing and cheering on the Denver Broncos.

Seeing courage helped us heal

I never imagined when I was a young boy growing up in eastern Colorado that I would be writing this column as President of the National Auctioneers Association. Receiving that gavel from the long line of NAA Presidents during Conference and Show was indescribable. I am humbled to be able to represent each of you.

For those that had the opportunity to attend the Conference and Show in Columbus, I think I speak for all of us when we said we left on a high. It had been a very emotional week – beginning with the notification of the passing of our friend and fellow Board member, Scott King. To lose someone who was so full of life was shocking, and I think we all traveled to Columbus in a numbed state of mind.

But, seeing the courage that Christie King and Craig King displayed in coming and participating in all of their commitments helped us all heal. If the NAA is so important to the King family that they would come during their intense period of grief, how could we not join in and celebrate Scott's life. And we did. We laughed, and we cried, and we remembered why we were there – to renew our friendships with those as committed as we are to making this industry the best possible, and to learn from those friends the best practices that make our goals achievable.

As I said in my speech at the President's Gala, I've had the opportunity to work with many great leaders of our industry, and I've had so many great experiences working within it. I've sat and visited with the United States Speaker of the House, Senators, Congressmen, Fortune 500 leaders and entertainers. I've traveled throughout the United States. However, when I looked at the people that were passing ME the gavel, I saw people who had given so much of their lives to promote our profession. It was a moving and humbling experience.

I left Columbus more excited about the NAA and the auction industry than ever before. I had many people come to me after the President's Gala, where I asked people to think about how we can be better people and make a difference – not just in the auction industry but in our communities, our country, and our world.

In addition to the challenge, I made you a promise that during my year of serving as your president, I will work to raise the bar. I will listen to you and work to address issues you may have. I also am going to look for ways to continue to communicate the good work that we are currently doing. As I said, our organization is small, but we are doing great things that are driven by our membership.

I believe that our great association is on the right pathway to 2020 and beyond. We are already starting to look at how this industry will change in the next 10 years and what the NAA will do to help us all adjust.

We may not always get it right – and I am counting on you to let me know. But we will keep trying. Knowing us, I know we will make positive advances – particularly if we continue to work together.

This issue of *Auctioneer* summarizes the remarkable week we just ended. For those of you who were there, please keep that feeling alive – the feeling of gratitude and excitement for the auction industry and for the NAA. And for those of you who weren't there, please plan to join us next year in Jacksonville the week of July 17-21, 2018. Mark it on your calendar now!

I am really looking forward to this year! Thanks for your support!

The Chant goes on,

32

Family affair

The Shuman family has, according to NAA President dad, Scott, been afforded some “very memorable experiences” thanks to the auction industry.



FEATURES/NEWS AUGUST 2017

10 keys that affect land market strength

Humans and nature both play a role in the market’s sometimes volatile nature.

10

Understanding the value of attracting new faces to the auction industry

What’s the risk of having buyers and sellers who are not different than you? Limited business.

16

How to win at “Yellow Iron”

Read our roundtable discussion from experts on how to be successful at bid-calling heavy equipment.

34

2017 NAA Conference and Show - in photos

So many memories, so many great images to help revisit the phenomenal event in Columbus.

40

NAA wins third straight World Livestock title

NAA member Brian Curless follows Brandon Neely and Andy White and wins the 2017 World Livestock Auctioneer Championship.

50

BUSINESS PRACTICES

Whose “risk of loss” is it?

Where is the responsibility line drawn between your buyer and seller?

20

FACES OF NAA

Swoosh-sized success

NAA member Misty Marquam developed a strategy with help from a Nike executive.

48

NETWORKING

6 State watch

28 NAA Ambassadors

37 In memory

52 Success stories

57 New NAA Designations

58 Schools

59 Commitment

60 New members

64 Filler words

66 Coming up next issue

DEPARTMENTS

18 Education Calendar

66 Marketplace

67 Index

State watch

TEXAS

The Bureau of Land Management (BLM) conducted its fourth annual auction of Federal crude helium at the Amarillo Field Office, under the terms of the Helium Stewardship Act (Act) of 2013. The BLM offered a total of 500 million cubic feet (MMcf) from the Federal Helium Reserve near Amarillo, representing 55 percent of the total volume the BLM will make available from the Reserve in Fiscal Year 2018. The BLM offered the Federal crude helium in 30 lots ranging from 5-25 MMcf to a diverse array of companies from around the world. Eight bidders were present at the auction, six of which purchased at least one lot. Bids ranged from \$112 to \$128 per thousand cubic feet, up from \$105-\$110/bid during the 2016 auction, generating a total of \$59,655,000 in revenue.

MISSISSIPPI

Current MAA President Courtney Jo Weaver has been selected to serve as an ambassador for the National Auctioneers Association (NAA). She has been a member of NAA for three years.

The mission of the National Auctioneers Association Ambassadors is to perform duties with state and regional auctioneers in order to recruit and retain members for the association. Ambassadors are representatives of good will, performing duties that communicate the importance and relevance of the National Auctioneers Association. Weaver's term as ambassador will begin August 1 with the NAA's new fiscal year.

"I am honored to be selected to serve as an ambassador to represent the NAA and am excited to be a part of this team," said Weaver.

Also, the MAA and Jeff Martin Auctioneers, Inc., recently announced Grady Henderson, French Camp, as this year's George W. Martin Memorial Auctioneer Scholarship recipient. Henderson was chosen from a talented pool of applicants seeking to gain their Mississippi Auctioneer license.



PENNSYLVANIA

In continuing efforts to promote the auction industry, the Pennsylvania Auctioneer Championship has announced a new category of recognition beginning in 2018. The Pennsylvania Auctioneers Association, which hosts the competition each year at the Pennsylvania Farm Show in Harrisburg, plans to encourage and highlight women in the industry.

More and more women are finding success as professional auctioneers in the fields of real estate, automobiles, personal property, commercial equipment and fundraising. Along with the overall Auctioneer Championship award, and recognition of the top scoring rookie auctioneer, (under two years licensed) recognition will also be given for the top-scoring female contestant.

The competition, which is limited to 30 contestants (male and female), awards high scorers with plaques and financial awards given to the highest scoring individuals who are licensed and a resident of PA.

ALABAMA

The Alabama Auctioneers Association held its annual convention in Orange Beach, April 30-May 2. With 85 in attendance, the AAA held its election with results showing: President – Mike Fisher, CAI, AARE, ATS, BAS, GPPA; Vice President – Scott Williams; Treasurer – Pete Horton; Chairman – Daniel Culps, CAI; Directors – Wesley Cain, Blake McDaniel, and Andrew Pearce, ATS. Chuck Bradley earned the state bid-calling senior division championship, with Shaun Dalton named as the junior champion.

NEW HAMPSHIRE

The New Hampshire Auctioneers Association held its annual convention May 22, 2017, in Concord. During the gathering, the NHAA held its election with results showing: President – Ailie Byers, CAI, AMM, BAS; Vice President – Russ Abbott, CAI, GPPA; Treasurer – Dan Horan; Secretary – Ken Main.

ADVANCED BID CALLING & BUSINESS TRAINING

Presented by:
Western College of Auctioneering

- BID CALLING
- INTERPERSONAL COMMUNICATION
- NEGOTIATING
- BIDDER PSYCHOLOGY
- MARKETING YOUR AUCTION

SEPTEMBER 7TH - 10TH, 2017
BILLINGS, MT.

ADDITIONAL INFORMATION & INSTRUCTOR LIST @
WWW.AUCTIONSCHOOLS.COM

1-800-THE-SIGN.COM

Out the door in 24 hours or less!!

FULL COLOR • CUSTOM DESIGN

4 FT x 4 FT
SIGN

\$89⁹⁸
SINGLE SIDED

PVC Post Kit - \$84.88 with flat caps

OR

Metal Post Kit - \$39.99 4 piece
works with our new Post Pocket™ system

PVC Post Kit

\$83⁸⁷
2 SIDED

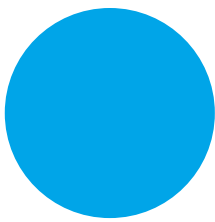
Call Me!

Metal Post Kit
\$29.99
3 piece

1-800-843-7446

www.1800TheSign.com

Tall Boy Sign Stands 10' ↑



**USA
TODAY™**
A GANNETT COMPANY

AUCTION SHOWCASE | REGIONAL NATIONAL

USA TODAY and the National Auctioneers Association offer a weekly advertising feature that allows you to reach your target audience on a National or Regional scale.

30% OFF
NAA MEMBERS

Region	Circulation
West	462,000
Midwest	334,000
East	426,000
South	402,000

USA TODAY is the go-to news source for real estate investors and online auction purchasers .

- 3.7MM** have a HHI of \$100,000+
- 1.2 MM** have a net worth of \$1 million+
- 20%** are online auction purchasers
- 1.6MM** own real estate in addition to primary residence



RESERVE AD SPACE TODAY

1-800-397-0070 | auctions@russelljohns.com



Sources: 2012 Mendelsohn Affluent Survey, adults 18 or older, HHI \$100,000 or more; September 2012 ABC Publisher's Statement (print copies only)

2019 Conference and Show slated for New Orleans

The National Auctioneers Association has announced the 2019 NAA Annual International Auctioneers Conference and Show will be held at the Hilton Riverside hotel in New Orleans, Louisiana.

The announcement was made last month in Columbus during the NAA Annual Business Meeting at Conference and Show, which was streamed on Facebook Live, YouTube, and Twitter.

The Hilton is located directly next to the Mississippi River, where attendees can plan to take a riverboat cruise to the world-famous Audubon Zoo. In addition, the Hilton is only steps away from the Audubon Aquarium of the Americas and the Butterfly Garden and Insectarium.

“There’s so much to do in New Orleans for everyone in your family,” President John Nicholls, AARE, AMM, said.

Before New Orleans, however, the next year’s Conference and Show will be held July 17-21, 2018, in Jacksonville, Florida. Make plans now to attend both! ❖

The vibrant music scene is just one of many things for NAA members and their families to enjoy in New Orleans – the host city for the 2019 NAA Auctioneers Conference and Show.



NAA instructor Tim Luke named to Executive Director role at Julien’s



Tim Luke

LOS ANGELES – Julien’s Auctions has named industry veteran and Auctioneer Tim Luke as Executive Director, Contemporary and Street Art. He will be managing and maintaining the international auction house’s successful development of the contemporary and street art global auction markets.

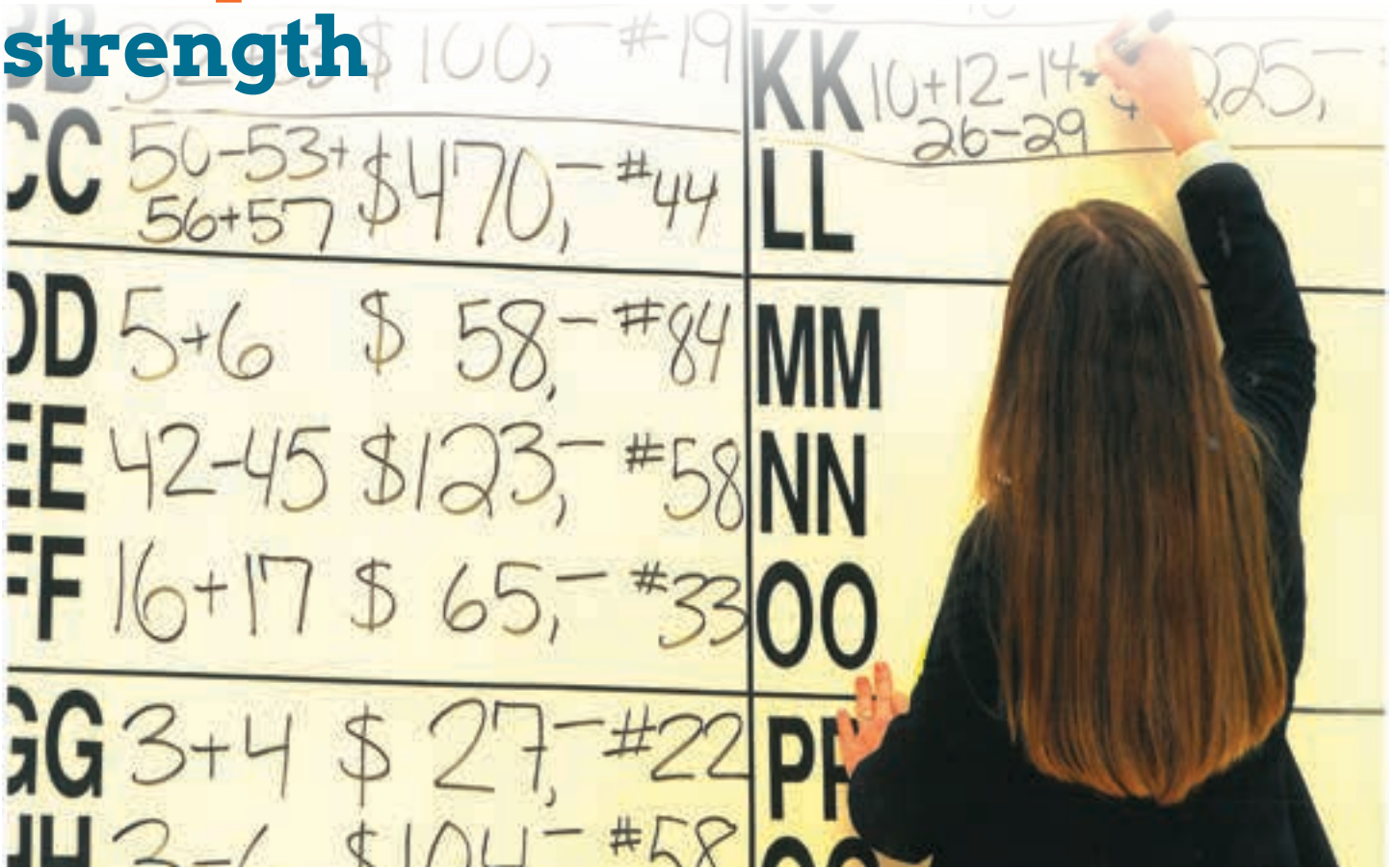
He will also manage Julien’s highly successful partnership with Artsy, the digital leader and top resource for buying, collecting and fine arts education.

He maintains membership and designation in many prestigious professional organizations including the National Auctioneers Association. He holds the NAA’s Master Personal Property Appraiser and Benefit Auction Specialist designations, has graduated from the NAA’s Certified Auctioneers Institute, and is a member of the International Society of Appraisers.

Tim was an appraiser and on-air personality from 2004-2008 on the HGTV network program *Cash in the Attic*, where he traveled around the country appraising objects and at times auctioneering items for clients during the show’s taping. He has also appeared as a participating appraiser for the first nine seasons of *Antiques Roadshow* on PBS, in addition to *Oprah*, *Today*, and *Strange Inheritance*.

“I’m thrilled to be joining the team at Julien’s Auctions. To have the opportunity to expand the collecting genre of street art and contemporary art at auction from collections internationally is an exciting challenge,” said Luke. ❖

10 keys that affect land market strength



A representative charts prices during a land sale. Anything from the type of drainage a parcel has to how good the neighbors are can affect how much land sells for.

Humans and nature both play a role in the market's sometimes volatile nature.

By NAA Staff

In real estate, one of the tallest hurdles for auction professionals is to have a handle on how strong the land market is at any given time. Economic, social, and environmental factors all play a part in determining how well a parcel may perform at auction, and it is usually a combination of several that ultimately determine the final winning bid.

Thankfully, there are more than a handful of indicators in each area that can help auction professionals gauge overall land market

strength. We have 10 of them here, including a major one at the bottom.

1) Soil types – “Probably the first question they ask when [prospective buyers] call, unless they read it online, at least in my area, is ‘What is the soil type on that farm?’” says Kristine Fladeboe-Duininck, BAS, of Spicer, Minnesota. “They’re all excited about that crop production index.” (The Crop Index is the number that expresses the relative yield of crops on a particular

area with the average yield over an entire region being taken as 100.)

2) Interest rates – Typically, when interest rates are low, this can help make properties more attractive to buyers. Be sure to keep informed on current rates.

3) Commodity Prices – Being able to show what kind of return on investment a buyer can expect from the commodities produced on a piece of land is key. Commodity prices fluctuate, of course, which is why keeping tabs on them and using your pricing knowledge is an excellent way to identify and communicate the right time for a seller to act.

4) Tile/drainage – “A well-drained farm is worth \$500-\$1,000 more per acre if it is well drained. Sometimes a little less, and sometimes a lot more. Tile is so, so important in drainage,” Fladeboe-Duininck says. “One of the top three or four questions I get from a farmer or an investor: ‘What’s the tile situation? What’s the drainage like?’ If you can improve that farm with pattern tile or as best as possible, it is sure going to show in your selling numbers.”

5) Location and shape of the farm – Where is that farm located? Not only by state, but within in your state. Is it located by other big farms? Is it located by other large farmers? Where it is located is a big part of the equation. “Before a land auction, I can just about tell myself how well that sale is going to go if I look at the platform,” Fladeboe-Duininck says. “Who is that farm located around, and what is the strength and quality of the farms next to it and the pocketbooks.”

6) Neighbors – Just like in residential areas, neighbors can play a huge role in the attractiveness of a property and how much a buyer is willing to pay to own it. What are the neighbors like? Are they respected? “It sure means a lot to have a good neighbor,” Fladeboe-Duininck says.

7) Strength of the Community – “We have strong communities, large and small,” Fladeboe-Duininck says, “and we have communities that struggle.” The strength of the surrounding or nearby community can often times help influence or dictate the price of a farm.

8) Taxes – Taxes attached to a farm can keep someone from making a buying decision. “Some of the taxes in my county are \$50, \$60, \$70 per acre,” Fladeboe-Duininck says. Communicating as much tax information as possible, and doing so early in the process, might give an auction professional time to ease concerns or determine a way to move a prospective buyer past that obstacle.

9) Practices of the tenant/current owner – If you’re unsure how to obtain a third-party, objective into a farm’s history when it comes to upkeep, the local neighbors (be sure to vet the information you’re given) who have been driving past the land



Christine Fladeboe-Duininck explains during a session what key indicators can help affect land market strength. The number one driver, she says, is weather.

for years may be able to provide some insight. “They know how much care that farm has had,” Fladeboe-Duininck says.

10) Weather – According to Fladeboe-Duininck, the biggest factor driving land market strength isn’t distance, emotional attachment, buying emotion, family or anything manmade or controlled. It is good ol’ Mother Nature.

“We can have precision farming. We can tile all we want. We can do this and that, and this and that. We can buy more farms and sell online and live. We can go wild and crazy,” she says. “but aside from irrigation, it all comes back to weather.

“A farm I’m going to sell this fall has been hailed on twice this year,” she says. “The seller is very nervous about how that will affect the farm.” She says she won’t make any promises, but that she has discussed with the seller that farmers and investors, in her mind, are futuristic and won’t take one year of a hard crop into too much consideration.

World weather, too, can also affect local land value. If, for example, a huge drought affects the grain market in another part of the world, U.S. grain producers suddenly may see a rise in their land value as demand rises. Of course, the opposite can be true also. ❖

This article was an excerpt from a presentation given at the 2017 NAA International Auctioneers Conference and Show. Full audio of the presentation will be available at auctioneers.org in September.

NAA Board approves new digital newsletter for companies



The 2017-18 NAA Board: (front row, L-R) Tommy Rowell, CAI, AARE - Treasurer; John Nicholls, AARE, AMM - Chairman; Scott Shuman, CAI - President; Tim Mast, CAI, AARE - Vice President; Hannes Combest, CAE - CEO; (back row, L-R) Matt Corso, CAI, CES - Director; David Huisman, CAI - Foundation Representative; Jason Winter, CAI, AARE, AMM, CES - Director; Will McLemore, CAI - Director; Trisha Brauer, CAI, BAS - Director; Janine Huisman, CAI, AMM, BAS, CAS, GPPA - Education Institute Trustees Chair; Scott Stump - Presidential Appointee; David Whitley, CAI, CES - Director.

The July meeting of the NAA Board of Directors (held in Columbus, Ohio, prior to Conference and Show) focused on Conference, revenue creation and the development of a new volunteer program for members.

The Board approved the new volunteer program for members (yet to be named), which will allow individual members to seek for volunteers to assist them with their auction business in the event of a personal crisis. It allows NAA members within a crisis to seek volunteers who have agreed to participate in this program without guaranteed pay or even expense reimbursement.

The program will use a tool similar to Find An Auction

Professional whereby members can search by asset type or geography to find someone willing to help them during a medical or other crisis. This program will be released to members in the last quarter of the year. See page 19 for details.

Due to the untimely passing of Board member Scott King, the Board will be identifying a new Board member to fill his position. An announcement of that person will be in August.

The Board also approved the creation of a new digital newsletter, which allows companies who work with NAA to sponsor and provide various articles and educational programs for a fee. Advertising revenue for print publications has declined similar



FREE AUCTION ARENA Safety Training for Auctioneers

auctioneer.naaa.com

Look for

sign up!



Everyone is Responsibility for Safety

Auctioneer Safety Certification



Provided by the National Auto Auction Association



NAA

The 2017-18 National Auctioneers Foundation Board of Trustees: Front row (L-R): David Huisman, CAI; Christie King, CAI, AMM, BAS; Mike Jones, CAI, BAS, GPPA; JJ Dower, CAI, AARE, AMM, CES; Scott Robertson, CAI, BAS. Back row (L-R): Kim Hagen, AMM; Scott Steffes, CAI, CES; John Dixon, CAI; Lon McCurdy, AARE; Bill Sheridan, CAI, AARE, GPPA; Barbara Bonnette, CAI, AARE, GPPA; Jay Nitz, CAI, MPPA; Lance Walker, CAI, BAS, CES. Not pictured: John Nicholls, AARE, AMM - NAA Board Representative.

to national trends. As a result, it is important for NAA to respond to the needs that vendors have to communicate about their products to NAA members.

This new digital newsletter is expected to fill that void and should also be released in the last quarter of the year.

On the request of a member, the Board reconsidered their earlier decision of eliminating the policy whereby vote totals

are announced at the Annual Business Meeting. There was no motion to change; therefore, vote totals were not announced at the Annual Business Meeting. However, they were posted under the Members' Only section of the website immediately following the meeting.

The summary of the Board meeting minutes will be available after the minutes are approved in August. ❖



Kurt Bachman
Attorney and licensed
Auctioneer from
LaGrange, Ind.
He can be reached at
(260) 463-4949 or
krbachman@
beersmallers.com.

Kurt R. Bachman and Beers Mallers Backs & Salin LLP appreciate the opportunity to review and answer legal questions that will be of interest to Auctioneers. The answers to these questions are designed to provide information of general interest to the public and are not intended to offer legal advice about specific situations or problems. Kurt R. Bachman and Beers Mallers Backs & Salin LLP do not intend to create an attorney-client relationship by offering this information, and anyone's review of the information shall not be deemed to create such a relationship. You should consult a lawyer if you have a legal matter requiring attention. Kurt R. Bachman and Beers Mallers Backs & Salin LLP also advise that any information you send to **Auctioneer** shall not be deemed secure or confidential. Please visit one of our offices to ensure complete confidentiality.

Whose “risk of loss” is it?

Where is the responsibility line drawn between your buyer and seller?

Question: When does the “risk of loss” pass from the seller to the buyer for goods being sold at auction?

Answer: It depends. What are the terms and conditions of the auction as it relates to the “risk of loss” for goods sold at the auction? Does the registration agreement specify when the “risk of loss” for goods sold at auction will transfer to the buyer?

The seller and Auctioneer have the ability and generally should specify in the terms and conditions of the auction when the “risk of loss” for goods being purchased passes from the seller to the buyer. If the terms and conditions of the auction do not specify when the “risk of loss” for goods sold at the auction transfers to the buyer, Article 2 of the Uniform Commercial Code (“UCC”) kicks in with some default rules and specifies when the risk of loss transfers.

What does the phrase “risk of loss” mean? The phrase “risk of loss” is a term used in the law to determine which party should bear the burden of risk for damage to the goods. The seller of the goods prior to the auction, for example, is the owner of the goods and bears the risk of loss. If the goods were going to be sold at auction tomorrow, but were destroyed by a fire or otherwise damaged before the sale, the seller would be the party that bears the risk of loss.

When the goods are sold at auction, there is some time period between the Auctioneer's closing of the bidding, the buyer's execution of documents, and the buyer's taking possession of the property where the risk of loss is transferred

to the buyer. In some auctions, there could be days between the date of the sale and the date the buyer takes delivery.

If the terms and conditions of the auction do not state who bears the risk of loss, the applicable UCC provisions apply. There are two different provisions in the UCC. Which provision of the UCC applies, depends on whether either party breached the sales contract at the time of the loss. Therefore, deciding who suffers the risk of loss depends on whether a sales contract has been breached at the time of the loss. If there is no breach of the contract at the time of the loss, UCC § 2-509 generally applies. If either party breached the contract at the time of the sale, UCC § 2-510 applies.

When there is no breach of the contract, these are the general rules. In a sale by a merchant to a consumer, the risk of loss passes to the buyer when the buyer takes physical possession of the goods. If the seller is not a merchant, the risk of loss generally passes to the buyer when the seller has tendered delivery of the goods. As long as there is no breach of the sale contract, the risk of loss will generally transfer when the buyer takes physical possession of the goods or when

The phrase “risk of loss” is a term used in the law to determine which party should bear the burden of risk for damage to the goods.

the seller tenders delivery of the goods. Remember, a merchant is “a person who deals in goods of the kind or otherwise by his occupation holds himself out as having knowledge or skill peculiar to the practices or goods involved in the transaction or to whom such knowledge or skill may be attributed by his employment of an agent or broker or other intermediary who by his occupation holds himself out as having such knowledge or skill.” See e.g. Ind. Code § 26-1-2-104.

If the seller were required to ship the goods, the terms of the shipping method generally tell when the risk of loss transfers from the seller to the buyer. The abbreviation F.O.B. stands for Free On Board and indicates the point in the delivery chain where the seller relinquishes ownership and the buyer accepts ownership of goods purchased in a specific transaction.

If the seller ships the goods F.O.B. shipping point, the risk of loss passes from the seller to buyer on proper delivery to an independent for-hire carrier. The buyer when it is in the hands of the for-hire carrier is deemed to have assumed control over the goods. If the seller ships the goods F.O.B. destination, risk of loss passes a reasonable time after the buyer has been given notice that the goods are available for picking up at the destination point. The buyer is given an opportunity to inspect the goods and then assumes control over them.

The general idea under the UCC is that the risk of loss is on the party who has control over the goods and is determined by the manner in which delivery is to be made. The seller who is to make physical delivery at his or her own location continues to have control over the goods. The buyer, who has no control over the goods, generally will not carry insurance on goods not in his or her physical possession. When there is a breach of contract, however, the UCC generally places the risk of loss on the party responsible for the breach.

To learn more about that you will have to wait until next month's column. ❖



www.TexasLoneStarOpen.com

2nd Annual
TEXAS LONE STAR OPEN
COMPETE AGAINST THE BEST
AUCTIONEERS IN TEXAS
AND NATIONWIDE!



LIVE BID CALLING CONTEST & AUCTION

When? Oct 27th | 12pm-4pm
Where? Historic Cowtown Coliseum
Ft. Worth Stockyards
Entertainment District
How? OPEN TO ALL Auctioneers 18+.
See registration application.
Hold your spot now!

1st Place \$3500 *minimum* Cash Prize & Trophy
2nd/3rd Place Cash Pay Out & Trophy

** Space limited. All contestants will be promoted in the contest catalog onsite & online.*

Experience this NEW & UNIQUE Event!
For advertising, sponsorships, or to come and watch the fun, visit www.texaslonestaropen.com!

Held in conjunction with the Red Steagall Cowboy Festival. Hosted by the Texas Auctioneers Association.

(Percent of Proceeds benefit Texas Scottish Rite Hospital for Children & the All American Beef Battalion "Steaks for Troops")

Host Hotel: Towne Place Suites Marriott

info@texasauctioneers.org
www.texaslonestaropen.com

Unexpected benefits: Understanding the value of attracting new faces to the auction industry

What's the risk of having buyers and sellers who are not different than you? Limited business.

By NAA Staff



Frank Kitchen (shown here) believes diversity is a key driver for an auction business' success. "The more diverse we are, the better we can run our business," he says.

Why is diversity important?

The question is short and simple, but the answers can be as individual as the people in a group trying to answer it. What's often left out of those answers, however, are the unexpected, valuable benefits that come to auction professionals when they help attract new faces to the industry.

Diversity in the industry is important because, as auction professionals, buyers, and sellers, we live in an ever-growing global society. And, as leaders, we need to develop and understand and appreciation for cultural differences and backgrounds. Having this appreciation allows auction professionals to build the best teams and be competitive in any market from local to global.

"The more diverse we are, the better we can run our business," says Frank Kitchen, BAS, of Glendale, Arizona.

"What do your buyers look like? How many of your buyers are 100-percent just like you?" asks TiWanna Kenney, BAS, of Pflugerville, Texas. "What's the risk of having buyers who are not different from you? What's the risk of saying 'I only work with this one client?'"

The answers seem obvious. Only working with a specific group of people immediately limits the buyer pool and potentially lowers the top dollar amount for a lot – something no auction professional wants to have happen.

Or, when it comes to attracting that next sale, is your staff built to handle and manage, for example, a family that comes through the door and wants to sell but doesn't speak the same language

you do? Is your company built to auction in Spanish or another language that may be dominant in and around your local area?

“Does your staff reflect your buyers?” Kenney asks.

Having staff who can identify, relate, and communicate effectively with those buyers may mean the difference in a bid that day and turning them into sellers in the future. In other words, can your staff meet the needs of your buyers? That’s the question that needs to be answered, according to Kenney.

The benefits are not just external.

Internally, within the walls of your company, having diversity in your staff can lead to one or more of the following: increase in innovation and drive through idea sharing; resilience in tougher business times because of an expanded base, employee retention and engagement; long-term growth for your company; opportunities for government contracts or other similar contracts that ask for diversity; improved or increased profit margins; and an increase in moral/ethical value.

Those all sound good, but if those are end goals, where does someone begin the process of encouraging and implementing diversity in their auction business? Here are a few, immediate ways this can happen:

- **Examine and modify your business’ mission statement.** Your mission statement is the foundation on which your entire business sits. (If you haven’t developed one, now is the perfect time.) Therefore, if diversity is something you want to have reflected in your business, make it a part of your mission statement so that everything planned and developed refers back to it.
- **Hiring of staff and volunteers.** If your current staff doesn’t reflect your buyers and sellers, or you see untapped potential in your community, focus on finding individuals who can help you connect to those groups.
- **Embrace diversity in your marketing.** People gravitate toward images and messages they can relate to. Creating an inclusive image through marketing can help bring those new buying and selling groups through your door.
- **Social media and mainstream media.** “Social media is social proof,” Kitchen says. “We’re so willing to go put up a thing about the Kardashians. We’ll go put up a poop emoji. We’ll go put up stuff that’s not really going to affect us in a positive way. But, how awesome is it for us to go pop up a picture of this auction where we helped out.

“I’ve had people say ‘I didn’t know you auctioned, Frank.’ That’s my mistake, not showing people what I was doing.”

Whether it is diversity on your staff, in the industry overall, or just repositioning your brand story to the general public,

TiWanna Kenney



momentum has to begin at the individual level.

“Nothing changes unless we do,” Kenney says. “So, if we don’t change the way we market, and if we don’t change what we’re putting out there, it’s never going to come to fruition.” ❖

This article was an excerpt from a presentation given at the 2017 NAA International Auctioneers Conference and Show. Want even more tips on diversity or hear more regarding this topic? Full audio of the presentation will be available at auctioneers.org in September.

SM-5 Package

EVERY...

- * 25... would you give 30... now 35 bidders' at 40...
- * ... SOLD to buyer 247 for six hundred dollars...
- * all items sold AS-IS...
- * ... Thank you ladies and gentlemen for attending today's auction...

MATTERS!

For 30 years you've trusted us with your sound system needs. Our commitment to you is always uncompromised quality, and the **BEST** that the industry has to offer.

\$3089. complete!

\$2991. complete!

Dragonfly Package

Basinger
audio systems

877-638-5816
PortableSound.com

NATIONAL AUCTIONEERS ASSOCIATION
EDUCATION CALENDAR

2017 Benefit Auction Summit

Cancun, Mexico • August 27-29, 2017

Uniform Standards of Professional Appraisal Practice

Portland, ME • Clarion Hotel • November 18, 2017

Designation Academy

Las Vegas, NV • The Linq Hotel & Casino • December, 10-16, 2017
Specific Dates for Classes Below

Auction Marketing Management (AMM)

Richmond, VA • Hilton Short Pump Hotel • January 9-11, 2018

Wichita, KS • DoubleTree by Hilton • January 23-25, 2018

Uniform Standards of Professional Appraisal Practice

Cleveland, OH • Cowan's • January 11-13, 2018

DESIGNATION ACADEMY EDUCATION SCHEDULE

AARE • Dec. 10-12

AMM • Dec. 11-13

BAS • Dec. 14-16

CAS • Dec. 10-11

CES • Dec. 14-16

GPPA • Dec. 10-14

Internet Auction Methods • Dec. 10

Expert Witness • Dec. 11-12

Interpersonal Communications for Auction Professionals • Dec. 13-14

USPAP (15-Hour) • Dec. 15-16

USPAP (7-Hour) • Dec. 10

Real Estate Workshop • Dec. 13

Please note the information above is subject to change as events approach. This calendar will be updated as information becomes available.

www.auctioneers.org





Frances Fripp: Rising star, indeed!

It is common to hear of NAA auction professionals putting rubber to the road when it comes to helping others, but Frances Fripp, BAS, of Mississauga, Ontario, may have reset the standard last month.

The night before she was set to compete in the International Auctioneer Championship in Columbus, Fripp received a call that her auction partner had fallen ill and needed help completing an auction. Immediately, she embarked on what would be more than 850 miles roundtrip in the car in order to save the auction and then return in time to compete in IAC. In fact, she began the return trip at 9:30 p.m. and drove overnight more than 430 miles back to Columbus.

“That right there embodies the spirit of the [new] program,” NAA President John Nicholls said.

For her monumental effort and team-minded dedication, Fripp was awarded the Bob Steffes Rising Star Award during the IAC competition.

Louder than words

NAA offers new way for members to help each other in times of need

It wasn't long ago that NAA member Dan Stanavage had a severe medical issue – the kind that kept him from running his auctions for five or six weeks. Still, his family needed the income, and he needed an Auctioneer to help him fulfill his contractual commitments so that he could provide for his family.

It was as real and as scary as a really scary situation can get.

That's the kind of scenario the NAA wants others to avoid in the future. Therefore, the association has created a new search tool that will allow members to opt in and provide their services for other members in their time of need.

“Above all else, we are family within the auction industry, and we, as families, take care of each other,” said NAA President John Nicholls, who initially championed the idea. “We can't promise that those people who volunteer for this project will be paid. You will reserve the ultimate right to accept the job or not.

“This truly is Auctioneers Helping Auctioneers.”

Members who need help will be able to search for those other members who have opted in and elected to provide their expertise and effort. They opt in by clicking a button on their profiles.

The tool itself will appear only under the Members' Only section of auctioneers.org on its own page.

“Just remember, it will be opt-in, and you have the ultimate control in whether you accept or reject the job,” Nicholls said.

The tool is expected to be available by Sept. 1. ❖



KIEFER
AUCTIONSUPPLY.COM

America's Largest Supplier to Auctioneers

417 W. Stanton Ave.
Fergus Falls, MN 56537
(Free Catalog)

218.736.7000
www.kieferauctionsupply.com

Kurt Kiefer, CAI. President. NAA Life Member.



Time to be Social.
SPL will make it Simple.

Custom Creation
Precise Targeting
Data Proven Results



SATELLITE PROLINK, INC.

www.SATELLITEPROLINK.com 800-510-5465
#1 Choice for Marketing Services within the Auction Industry

NAA CONFERENCE & SHOW

July 11-15, 2017
Columbus, Ohio

Rogers, Rose Bytnar win 2017 NAA International Auctioneer Championship

Rogers' win caps special week for his family; Rose Bytnar wins women's title one year after finishing second to her mother.



Dustin Rogers, of Mount Airy, North Carolina, (center), won the 2017 NAA IAC Men's Division Championship. Brian Damewood, of Purcellville, Virginia, (right) finished as runner-up, while Jerick Miller, of Leon, Iowa, (left) rounded out the top three as second runner-up among a stout group of 15 men's finalists.



On the women's side, Sara Rose Bytnar, CAI, AARE, AMM, of Naples, Florida, won the 2017 NAA IAC Women's Division Championship. Chantel Kimball, CAI, of Eltopia, Washington, (right) took runner-up, a fantastic follow-up to a second runner-up showing in the 2016 IAC. Morgan Hopson, CAI, of Oklahoma City, Oklahoma, (left) was second runner-up among seven women's finalists.

COLUMBUS, Ohio (July 14, 2017) – Emerging from an overall field of 93 competitors, Dustin Rogers, of Mount Airy, North Carolina, and Sara Rose Bytnar, of Naples, Florida, were crowned as winners of the Men's and Women's National Auctioneers Association 30th International Auctioneer Championship, which took place Friday at the Hyatt Regency Columbus.

Rogers, CAI, CAS, and Bytnar, CAI, AARE, AMM, received a \$5,000 cash award, trophy and championship ring for their

winning efforts through the preliminary bid-calling round, an interview round consisting of three questions, and a final round of bid-calling that included the top 15 men and seven women. In the two divisions, 73 men and 20 women competed for the right to be known as one of the best auction professionals in the world.

The lead Auctioneer for CAT Auction Services, where he specializes in selling heavy equipment and has done so in 18

states and seven foreign countries, Rogers won the North Carolina bid-calling championship in 2008 before participating in his first IAC competition in 2009. His 2017 win capped a magical two days for his family, as his father, Mark, was inducted into the NAA Hall of Fame Thursday night. Behind Rogers, Brian Damewood, of Purcellville, Virginia, finished as runner-up, while Jerick Miller, of Leon, Iowa, rounded out the top three as second runner-up among a stout group of 15 men's finalists.

Rose Bytnar finished second last year to her mother, Beth Rose, by one-tenth of one point, and made the 2017 championship a three-generation event as she brought her two-month-old daughter to the competition and conference. Bytnar began competing in IAC in 2012 and won the Florida bid-calling championship in 2015. She has grown up with four female auctioneers in her family to guide and mentor her, which has led to achievements such as being named the CAI Rose Award recipient in 2012. Chantel Kimball, CAI, of Eltopia, Washington, took runner-up, a fantastic follow-up to a second runner-up showing in the 2016 IAC. Morgan Hopson, CAI, of Oklahoma City, Oklahoma, was second runner-up to complete the top three and put the wraps on a fiercely competitive women's field including seven finalists.

Earlier in the evening, Kendall Nisly, of Kirksville, Missouri, was crowned winner of the 2017 International Junior Auctioneer Championship, which features competitors ages 12-18 and helps cultivate and promote the next generation of auction professional talent. Also during the IAC competition, which was streamed live throughout the day on Facebook Live, YouTube, and Twitter, the Chuck Cumberlin Sportsmanship, awarded to the IAC competitor who shows the best sportsmanship, was given to John Beechy, of Nappanee, Indiana.

The Bob Steffes Rising Star Award was given to Frances Fripp, BAS, of Mississauga, Ontario (Canada). Fripp drove more than 850 miles round trip the day and night before the IAC in order to help her sick auction partner complete an auction before returning in time to compete. Both the IAC and IJAC were conducted as part of the NAA's 68th Annual International Auctioneers Conference and Show, which took place in Columbus this past week. IAC contestants must be 18 years of age or older, a current NAA member, and registered for Conference and Show.

Both the IAC and IJAC were conducted as part of the NAA's 68th Annual International Auctioneers Conference and Show, which took place in Columbus this past week. IAC contestants must be 18 years of age or older, a current NAA member, and registered for Conference and Show. ❖



Be sure to check out photography from Conference and Show at [davidknapp.com!](http://davidknapp.com)



CUS business systems

The Auction Industry Software Authority For 30 Years

info@cus.com • 954.680.6545

Are You Interested In Becoming An Auctioneer? If So, This Is Your Opportunity!

Your Income Potential In The Auction Business Is Unlimited...

Mendenhall School Of Auctioneering Teaches You The Skills You Need.

- Open Your Own Auction Co.
- Be A Contract Auctioneer
- Establish A Family Business
- Work For A Established Auction Co.

The Choice Is Yours!

14 Of America's Top Auctioneers & Instructors

The Best Training Facility In America

Enroll Today For The Class Date Of Your Choice. Classes Fill Rapidly. You Could Save \$100.00 Call For Information

2017 SCHEDULE	
FEB.	4 - 12
JUNE	3 - 11
OCT.	7 - 15

Mendenhall School of Auctioneering

Since 1962

PO Box 7344 High Point, NC 27264

Phone: (336) 887-1165 Fax: (336) 887-1107

www.MendenhallSchool.com

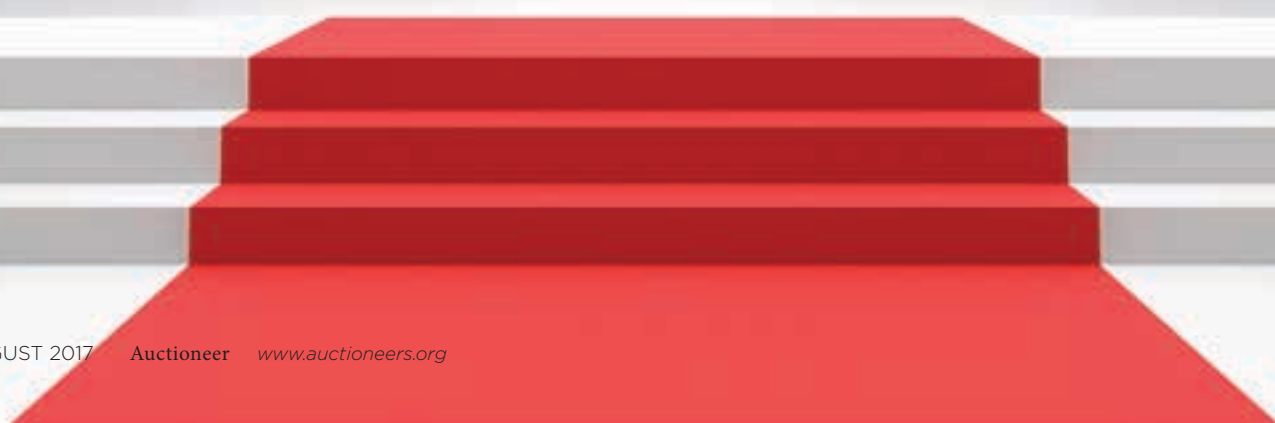
NAA unveils newest Hall of Fame class

Pracht, Proffitt, Rogers, and Saturley all were honored in an emotional ceremony during Conference and Show.

By NAA Staff



L-R: J. Chris Pracht, IV, CAI, AARE, CES; Tom W. Saturley, CAI; B. Mark Rogers, CAI, AARE, AMM; and the son of John "Steve" Proffitt III, Esq. (honored posthumously), all pose for a group photo upon being inducted as the 56th class to enter the NAA Hall of Fame. The NAA Hall of Fame now holds 156 members.



COLUMBUS, Ohio (July 13, 2017) – The National Auctioneers Association unveiled its 2017 NAA Hall of Fame class in front of a packed ballroom during the President’s Gala and Hall of Fame ceremony. The induction ceremony took place Thursday evening during the NAA Annual International Auctioneers Conference and Show.

The four-member class, consisting of J. Chris Pracht, IV, CAI, AARE, CES, B. Mark Rogers, CAI, AARE, AMM, John “Steve” Proffitt III, Esq. (posthumously), and Tom W. Saturley, CAI, was the 56th to enter the NAA Hall of Fame, which now holds 156 members.

Chris Pracht, IV, CAI, AARE, CES



Chris Pracht (right)

J. Chris Pracht, IV is and has been, a Professional Real Estate Auctioneer and Estate Specialist for over 30 years, a member of the NAA for more than 26 years, and is a 1992 Certified Auctioneers Institute graduate. Chris served as Treasurer of the National Auctioneers Association from 2013- 2015.

Chris has served as President of the South Carolina Auctioneers Association and was inducted into the South Carolina Auctioneers Hall of Fame in 2007. He is the South Carolina 2014 Grand Champion Bid Calling Auctioneer. He served on the NAA Board of Directors and was the First Chairman of the NAA Education Institute Board of Trustees.

He was awarded the NAA Presidential Award of Distinction in 2004 and again in 2015. In 2009, he received the CAI-Distinguished Faculty Award at Indiana University. Chris is an approved NAA Instructor for the CES (Certified Estate Specialist) AARE (Accredited Auctioneer of Real Estate) designations and has presented The Expert Witness & the Courts in Federal Court in Charleston, South Carolina. He also is an approved instructor by the South Carolina Real Estate Commission and South Carolina Auctioneers Association.

John “Steve” Proffitt III, Esq.

With training as both an attorney and an Auctioneer, Steve Proffitt was uniquely qualified to address the many legal complexities of the real estate auction business. A graduate of the University of Virginia School of Law, he practiced for 26 years with an emphasis on auctions, contracts, commercial law,



litigation, and torts. He was also a graduate of the Missouri Auction School and a licensed Auctioneer.

Mr. Proffitt also had a long track record of service to the auction industry as a noted writer and lecturer. He taught seminars in 25 states and Canada and taught legal classes at the Reppert School of Auctioneering in Auburn, Indiana, and

at Mendenhall School of Auctioneering in High Point, North Carolina.

In 2004, the National Auctioneers Association awarded him its President’s Award of Distinction.

B. Mark Rogers, CAI, AARE, AMM

A Past President of NAA, B. Mark Rogers has held a real estate brokers license in North Carolina since 1981 and an Auctioneers license since 1983. Mark has conducted auctions in twelve states and has sold estates, farm machinery, equipment, and real estate at public auction.

In his state auctioneers association, he served as President in 1996-1997 and was inducted into the Auctioneers Association of North Carolina Hall of Fame in 2003. He also is the 2009 North Carolina State Champion Auctioneer.

Rogers has been active in the auction industry for several years. He has attended the NAA’s Conference and Show for approximately 25 years. He served as Chairman of the Real Estate Council, and on the election, technology, fun auction, finance, long-range planning, membership and governmental affairs committees. Mark was elected Director for the National Auctioneers Association in July of 2003 in San Antonio and elected Treasurer of NAA in San Diego in July 2007. In 2010-2011, Rogers served as President of the National Auctioneers Association. This made him and his father, Bracky, the first Father/Son to ever serve in this capacity at the National level.



Mark Rogers (right)

THANK YOU

TO OUR SHOW SPONSORS:

PLATINUM



AuctionTime.com and Auction Flex Stage on the Trade Show Floor

GOLD



Conference and Show Name Badge and Lanyard

SILVER



Conference and Show Signage



Conference and Show Auction Clerking and Online Auction Platform



First Timers Breakfast



CAI Breakfast



Marketing Competition Reception

They also now are the only father and son duo to have been both NAA President and a member of the NAA Hall of Fame.

Tom W. Saturley, CAI

A Past President of NAA, Thomas W. Saturley first joined NAA in 1991. He served two terms on the NAA Board of Directors as Presidential Appointee before being elected as Vice President in 2013.

Prior to that, Saturley served one term as a Director beginning in 2002, and was awarded the NAA President's Award of Distinction in 2003. Also, he served on the Board of Governors for the Auction Marketing Institute.

Saturley is President of Tranzon Auction Properties. Prior to his appointment as President, Mr. Saturley was a practicing attorney in Maine and New Hampshire routinely representing clients in complicated real estate development and lending transactions. He also served as an Assistant Attorney General for the State of Maine. He brings with him a background of law, real estate, auction marketing, and business management, and has spoken extensively on auction methodology in various professional forums and educational settings throughout the country.

Mr. Saturley is also the Chairman of the Management



Tom Saturley (right)

Committee of Tranzon LLC.

He holds a J.D. Degree from the Franklin Pierce Law Center in Concord, New Hampshire, and a B.A Degree from Gettysburg College, Gettysburg, Pennsylvania.

Look for profiles on each of this year's Hall of Fame members in the September issue of Auctioneer! ❖

ANY SPOT. TRAVELER TV10

ALL INCLUSIVE BATTERY OPERATED WIRELESS SPEAKERS



SYSTEMS TO COVER Small GROUPS OR LARGE CROWDS







- Easy to Transport
- Perfect for Voice and Music
- Multiple Mic and Music Player Options
- Wirelessly Connect Multiple Speakers
- Battery or AC Powered

Transmit your voice wirelessly



Multiple configurations to choose from.
Call 800-369-7768 to build yours!
www.galaxyaudio.com

Family Owned Since 1977





Inside the art of being a Ringman

Sam Grasso, known as a top ringman, says the science to working the ring is in the preparation.

Showing up early to an auction and protecting your physical health are two key components to successfully working the ring.

By Brittany Lane, NAA Content Developer

Bid spotter. Bidder assistant. Bid chaser. Bid catcher. The person tasked with working a live auction from the floor might be called any one of these names. However, in today's evolving auctioneering world, Sam "The Hitman" Grasso says the correct title is ringman.

"The bottom line is there is a difference between a bid spotter and a professional ringman," he says. "Anyone with good vision and the ability to stay awake can be a bid spotter, but not everyone can be a ringman."

The job is challenging, fast-paced, and requires the right skills. The good news is that today's successful auction professional knows the value of a professional ringman and might have even started their career working the live auction ring.

Called the "The Hitman" by many in the auction industry for his award-winning ability to "hit the bid" desired, Grasso specializes in heavy equipment sales throughout the U.S. and is a lead ringman for the NAA International Auctioneer Championship Finals. As a graduate of the Mendenhall School of Auctioneering and the Florida Auctioneer Academy "Ringmaster" program, he has years of experience in the ring and believes there is an art and science to finding success as a professional ringman.

Where a bid spotter may just stand on the floor and acknowledge

bids by hollering "yep," a professional ringman is so much more. He or she ensures auctions run smoothly by being the Auctioneer's connection to the buyers and sellers at a sale.

"If you have a good ringman, they actually start working before the sale even starts," Grasso says.

The science, Grasso says, is in the preparation.

Get to the auction early

Getting to the sale site early is important to developing relationships and working out the details that ensure you get booked repeatedly. The ringman should have time to meet everyone, discuss strategies, establish the layout of the auction, and more all before the auction even begins. Doing so will allow you to know the value of items up for sale, answer questions, and interact with both buyers and sellers.

Also, a ringman should smile and make every bidder feel involved in the auction process. Intermingling can also help a ringman get attuned to buyers and their mannerisms, which helps for catching bids later.

During the auction, ringmen monitor the activity of the room and leverage both the bidder and seller's interests.

“You don’t have to be a clown to work the auction ring.”

– Sam Grasso

They use their bodies and voices to create energy in the ring. There’s an art to encouraging sales through the designated voice and hand signals that relay information between bidder and auctioneer. Fine tuning these skills can take years of auction experience. And, while it works for some, Grasso’s style and advice is to never resort to theatrics, invade a bidder’s personal space, or use aggressive means to get bids.

“You don’t have to be a clown to work the auction ring,” Grasso firmly believes.

Ask the person to bid. What you want to do? You want back in? Do not beg because it looks desperate and unprofessional. Avoid phrases like: Come on bid one more time. Please bid one more time.

Physical health is important

Grasso knows telling ringmen to maintain good physical health may seem like a no-brainer, but it’s a message he consistently hits again and again. Auctions often start early and can last eight to ten hours or longer. Therefore, getting enough sleep and eating a good breakfast before an auction will ensure any ringman has an ample supply of energy. Stay hydrated before, during, and after a sale.

“If you’re not in some kind of decent shape, you won’t be able to hang in there,” he says. “You do not want to run out of gas halfway through a sale.”

On top of conserving their physical energy, Grasso encourages ringmen to preserve their voices — something anyone in the auction business knows. Yet, working an auction from the floor is unlike working the stage because ringmen don’t have the help of a microphone to amplify their voices.

“Strains on vocal cords are very easy to do when you’re working the ring. The first two or three pieces can come up and you get excited, then all of a sudden you’re losing your voice,” Grasso says.

Repeated yelling will stress even the best professional’s vocal cords, so it is a necessity for ringmen to learn to project in a



Michael Powers yells out a bid to the Auctioneer. Sam Grasso says it is important for ringmen to learn how to project their voice in a moderate tone in order to lessen strain on the voice.



Susan Johnson watches the auction block as she keeps a bidder locked in.

moderate tone that both the Auctioneer and crowd can hear. To find your moderate voice, Grasso recommends practicing voice projection in an empty room. Keep working until you identify the voice that’s loud enough without causing strain.

Avoid hot coffee, caffeine, cold drinks, and candy during auctions as they are not good for maintaining the voice. Some ringman might find cough drops, tea, and room temperature water to be voice aids they’ll want to keep on hand. A muscle rub can similarly be useful to a ringman for any soreness that can develop after standing for hours.

“A professional ringman takes care of his body and takes care of his voice, because it’s through his excitement that makes and helps the auction be successful,” Grasso says. ❖

NAA AMBASSADORS

Alabama

Christie King, CAI, AARE, BAS
Gadsden
(256) 439-0113
cking@ckingbenefits.com

Alaska

John John Genovese, ATS, BAS
Lihue, HI
(808) 634-2300
col.johnjohn@malamauctions.com

Arizona

Daren Shumway, CAI
Mesa
(480) 258-0229
shumster3389@msn.com

Arkansas

Bradley W. Wooley, CAI
Little Rock
(501) 940-3979
bwwooley@gmail.com

California

Chris Vaughan
Escondido
(858) 382-6030
NationalAuctionTeam@gmail.com

Colorado

Dean Gunter
Colorado Springs
(719) 310-2656
deangunter21@gmail.com

Butch Hagelstrom
Fort Lupton
(303) 827-5157
buckhornauctions@earthlink.net

Connecticut

Michael Chambers
Atkinson, NH
(603) 770-5180
chambersauctions@aol.com

Delaware

Michael Chambers
Atkinson, NH
(603) 770-5180
chambersauctions@aol.com

Florida

Robert Almodovar, AMM, GPPA
Hollywood, Florida
(954) 821-8905
robert@stamplerauctions.com

Georgia

Patty Brown, GPPA
Fayetteville
(678) 815-5687
patty@redbellyrooster.com

Hawaii

John John Genovese, ATS, BAS
Lihue
(808) 634-2300
col.johnjohn@malamauctions.com

Idaho

Rodney Elson, CAI, GPPA
New Plymouth
(208) 278-1772
rod@rodelson.com

Illinois

Jodi Reynolds, CAI
Nokomis
(217) 563-2523
Jodi@aumannauctions.com

Indiana

Mark Bisch, CES, GPPA
Kokomo
(765) 416-3456
mbisch@blueskiesauction.com

Iowa

Jerick Miller
Leon
(816) 896-7432
Jericko91@gmail.com

Kansas

Yve Rojas
Kansas City, MO
(816) 520-2454
yverojas@gmail.com

Kentucky

Amy Whistle, CAI
Owensboro
(270) 926-8553
amy@kurtzauction.com

Louisiana

Belinda McCullough
Livingston
(225) 620-8040
belinda@hendersonauctions.com

Maine

Ruth Lind, GPPA
Stockton Springs
(207) 751-1430
moxielady@me.com

Maryland

Brian Cooper, CAI, ATS, CES,
GPPA
Towson
(443) 470-1445
brian@alexcooper.com

Massachusetts

Michael Chambers
Atkinson, NH
(603) 770-5180
chambersauctions@aol.com

Michigan

Sheila Howe
Okemos
(517) 204-4553
Sheila.epicauctions1@gmail.com

Minnesota

Kristine Fladeboe-Duininck, BAS
Spicer
(320) 212-9379
kristine@fladeboeauctions.com

Mississippi

Benny Taylor, CAI, AARE
Grenada
(662) 226-2080
benny@taylorauction.com

Ruthie Taylor, CAI

Grenada
(662) 226-2080
ruthie@taylorauction.com

Missouri

Jeff Pittman
Rosendale
(816) 262-8753
pittmanauctions@live.com

Montana

Chris Logan, CAI, CES
Clyde Park
(406) 686-4728
loganauction@yahoo.com

James Logan, CAI, CES, GPPA

Clyde Park
(406) 686-4728
loganauction@yahoo.com

Nebraska

Courtney Nitz-Mensik, CAI
Freemont
(402) 727-8800
courtney@omni-tech.net

Nevada

Chris Vaughan, AARE
Escondido (Calif.)
(858) 382-6030
nationalauctionteam@gmail.com

New Hampshire

Michael Chambers
Atkinson
(603) 770-5180
chambersauctions@aol.com

New Jersey

Robert Dann, CAI, AARE
Ambler, PA
(908) 735-9191
rdann@maxspann.com

New Mexico

Rob Morper
Angel Fire
(505) 250-8315
rob@landtycoons.com

Anise Golden Morper
Angel Fire
(505) 228-7884
anise@landtycoons.com

New York

Jennifer Mensler, ATS
Pleasant Valley
(845) 635-3169
jennifer@arauctions.com

North Carolina

Lisa York
Sanford
(919) 880-9225
ldyorkauctions@gmail.com

North Dakota

Jonathan Larsen, BAS
Sioux Falls, SD
(605) 376-7102
jonathan@larsenauctioneering.com

Ohio

Susan Johnson, CAI, BAS, CES
Guilford, IN
(513) 403-6734
bidcaller@etczone.com

Laura Mantle, CAI

Groveport
(614) 332-7335
laura@lmauctioneer.com

Oklahoma

Morgan Elizabeth Hopson
Oklahoma City
(903) 271-9933
mhopson@bufordresources.com

Rick Scrivner, AARE

Union City
(405) 919-2271
scrivnerauctioneer@yahoo.com

Oregon

Camille Booker, CAI, CES
Eltopia, WA
(509) 989-1061
camille@bookerauction.com

Pennsylvania

Mike Keller, CAI
Lancaster
(717) 725-2487
mike@kellerauctioneers.com

Rhode Island

Michael Chambers
Atkinson, NH
(603) 770-5180
chambersauctions@aol.com

South Carolina

Gwen Bryant, CAI, AARE, CES,
GPPA
Florence
(843) 617-8449
gwen_bryant@bellsouth.net

South Dakota

Jonathan Larsen, BAS
Sioux Falls
(605) 376-7102
jonathan@larsenauctioneering.com

Tennessee

Junior Staggs
Tennessee
(731) 363-3634
junior.staggs.auctioneer@gmail.com

Texas

Jacquelyn Lemons-Shillingburg, CAI
Tomball
(281) 357-4977
jackie@lemonsauctioneers.com

Phillip Pierceall, CAI, BAS
Plano
(972) 800-6524
ppierceall@gmail.com

Vermont

Michael Chambers
Atkinson, NH
(603) 770-5180
chambersauctions@aol.com

Virginia

Kelly Strauss
King George
(540) 226-1279
kd.strauss@verizon.net

Washington

Camille Booker, CAI, CES
Eltopia
(509) 989-1061
camille@bookerauction.com

West Virginia

Andrew Yoder, CAI
Bridgeport
(304) 931-1185
jryoderauctioneer@yahoo.com

Wisconsin

Damien Massart, CAI, BAS, GPPA
Green Bay
(920) 468-1113
damien@massartauctioneers.com

Wyoming

Brent Wears, CAI, AARE, ATS, CES
Solon, IA
(319) 624-3779
brent@wearsauctioneering.com



**E. R. MUNRO
&
COMPANY**

Licensed in all 50 states

Member,
National Auctioneers Association

BONDS & INSURANCE

Unbeatable service and competitive prices on the coverage you need.

- ▶ Liability Insurance
- ▶ Property Coverage
- ▶ Consignment Property
- ▶ Errors and Omissions
- ▶ Bonds to support your license
- ▶ Bankruptcy Court Auctioneer Bonds

We can place coverage in as little as 7 to 21 days with a completed and signed application.

877-376-8676

Bonds

Ext. 146, Stevi or sdell@ermunro.com
Ext. 152, Melissa or mbromley@ermunro.com

Insurance

Ext. 157, Greg or gmagnus@ermunro.com

VISIT US AT WWW.ERMUNRO.COM



Giving back

New NAA President Scott Shuman wants to follow the example set by his grandfather, who “always stressed the importance of giving back to your profession.”

By Nancy Hull Rigdon, contributor

As Scott Shuman steps into his new role of NAA president, he attributes his interest in holding office to experiences early in life with two individuals: his grandfather and NAA Hall of Famer Chuck Cumberlin.

His grandfather was in the cattle business and served as president of the American Shorthorn Association.

“He always stressed the importance of giving back to your profession,” Shuman, CAI, says.

Shuman grew up in Colorado, and one day in the late 1970’s, his father, who worked in real estate, took him to hear Cumberlin. Mesmerized by the legendary Auctioneer’s fast chant, Shuman went on to Missouri Auction School. There, Cumberlin was his instructor.

“He loved to help young kids get started in the auction business,” Shuman says.

A conversation he had with Cumberlin stuck with him.

“He told me I needed to be an NAA member, and I told him I couldn’t afford it. He responded with, ‘Well, then you can’t afford to be in this business,’” he recalls.

In 1986 – right after graduating from auction school – Shuman joined the NAA. He’s spent his career in real estate auctions with a focus on agricultural land and serves as a partner at Hall and Hall Auctions in Eaton, Colorado.

In his upcoming one-year tenure as NAA president, he aims to ensure the organization continues working toward the goals identified in the visionary Pathways to 2020 strategic plan.

“I want to keep the train on the track,” he says.

As an example, he plans to focus on the NAA’s diversity goal. One idea he ponders:

“We know that, historically, auctions have been rural. And we know that children in inner city schools aren’t likely to promote auctions when you’re talking about how to sell an item. I think it’s a case of people don’t know what they don’t know,” Shuman says. “So, perhaps you start to look at some type of a junior achievement program, where early on, first, second grade, we’re working with kids in inner-city schools to familiarize them with the auction industry. And then, when they graduate and move on in life to selling their first house, instead of listing it, they take it to auction.”

Additionally, on the diversity topic, Shuman stresses the crucial role women and minorities play in the auction industry.

“We should focus on making the auction industry known as a talent-dominated profession,” he says. “Let’s face it, it’s a profession that must manage against the stereotype that this career choice just being for white, middle-aged men.”

Shuman describes the current auction industry climate as an exciting time.

“There are a lot of people excited about the industry and a lot of people wanting to be auction professionals,” he says. “Our industry is always changing and will continue to change – and I think it’s changing in a good way.”

The NAA, he says, will continue to help drive the industry forward.

“What’s amazing about the NAA is that it’s the voice of all Auctioneers and auction professionals coming together – it’s the only avenue where everyone in this industry has one voice,” he says.

For example, he points to the collective impact auction professionals can make through the NAA’s legislative advocacy work, including the annual Day on the Hill in Washington, D.C.

As Shuman reflects on his career, he boils down his experiences to a lesson learned: “A long-time auction career is a journey – you don’t get here overnight.”

He emphasizes that advice to new auction professionals. He cautions that those new to the industry shouldn’t expect big success instantly.

Shuman’s early auction days didn’t always involve pay, and when they did, he was sweeping the floor and picking up boxes, not on



Remembered by many for his NAA Director campaign speech a few years ago when he stood on a milk crate, Scott Shuman proved he could hold that room’s attention as much or more than he could this barn full of dairy cows.

the microphone. And his first auctions weren’t big-dollar sales.

“Some of my first auctions probably should have been garage sales,” he says.

He continues, “It takes a long time to reach success. I am still learning every day. I wouldn’t say I’ve reached the peak of my career – it’s still a race every day. And I have to strap on my running shoes each day and do my best to improve.”

Another lesson Shuman has learned applies to both new and veteran professionals: “Don’t go at it alone.”

He explains, “When you’re first starting out in the industry or when you’re facing a new challenge, you need to first off look around and ask, ‘Who all can help me?’”

Those individuals may include the local CPA, banker or attorneys. Allow others to be part of your growth strategy, he says. He also stresses the importance of asking questions.

“Learn from people who have already gone through the steps that lie ahead of you,” he says.

That’s key for not only new auctioneers but also auction veterans, he says, as it prevents them from getting stagnant.

Additionally, he warns not to get too comfortable, and says to not fear failure. Change is a good thing, he says, and he’s learned immensely from his mistakes.

“Embrace the journey of auctioneering – and never give up,” he says. ❖

Reaping

AUCTION'S REWARDS

Scott Shuman says the auction industry has provided “very memorable experiences” for his family.

By Nancy Hull Rigdon, contributor



President Scott Shuman (center) and his family, which includes his wife of 24 years, Krista, and their three children: Amanda, a college junior; Walker, a high school junior; and Shelby, a seventh-grader.

The ethics of past NAA leaders have positively influenced Scott Shuman's personal life.

Shuman, NAA's new president, joined the organization in 1986 and soon began carefully studying the group's leaders.

“I would leave the national convention thinking, ‘I want to live my life like that person,’ and then I'd start modeling myself after those that I admired,” Shuman, CAI, says. “And it always seemed to me that there was a commonality among these leaders in that family was very important for NAA leadership. It's always been such a well-grounded group.”



Shuman strives to continue the family-focused tradition of NAA leaders with his own family, which includes his wife of 24 years, Krista, and three children – Amanda, a college junior; Walker, a high school junior; and Shelby, a seventh-grader.

Krista runs marketing for the same real estate auction company where Shuman serves as a partner — Hall and Hall in Eaton, Colorado. He jokes that she was forced into the auction industry by marrying him.

While their children aren't set on the same auction career path, they've been involved in the industry. Amanda and Shelby both earned the title of Colorado Auctioneers Association Junior Bid Calling Champion. Amanda is majoring in elementary education while working for a personal property Auctioneer. Walker has focused on sports and leadership events.

As Coloradoans, the family enjoys activities together including skiing as well as cheering on the Colorado Rockies and Denver Broncos. The family lives in a rural area about 60 miles north of the Denver airport – a location that works well for auction travels as well as traveling for fun.

While the downside of Shuman traveling often for work is that he's had to miss some of his children's events, the upside is that he's been able to tack family trips onto work trips many times. For instance, his need to visit property in Alaska and Hawaii paved the way for family trips to those destinations.

Thanks to the NAA's Day on the Hill, the Shumans went on a White House tour with Congressman and Auctioneer Billy Long as their guide and visited with House Speaker Paul Ryan and former U.S. Senator Bob Dole.

"The auction industry has afforded my family some very

memorable experiences," Shuman says.

Shuman's benefit auction work – he does about 20 benefits a year – has also opened the door to travels. He does an annual benefit for a wildlife conservation group in New York City's Central Park and has sold under the Golden Gate Bridge at the San Francisco Yacht Club.

Some of Scott's greatest rewards have been close to home, where he has conducted benefit auctions, including selling livestock at his county fair.

"Life has been good to my family and me, and we're looking forward to seeing where life takes us from here," Shuman says. ❖

The Shuman File

Major auctions secured and managed:

- Offutt Potato Farm auction, Dalhart, TX – 9,000 acres
- Hager farm and ranch (KS) – 33,667 acres
- Largest land auction in Western Oklahoma – 22,000 acres
- Famous "Shambuger Ranch," home of the first XIT Cattle Branding – Dalhart, TX – 38,000 acres
- Carrizo Creek Land and Cattle Company farm (contact generated from a "cold call") – 14,000 acres
- Camp Cooley Ranch – TX -10,600 acres - \$28.5M
- Circle Cross Ranch – NE -40,520 acres - \$11.75M
- Big West Ranch – WY -93,000 acres

Shuman's footprint

Shuman has completed all aspects of the sales process from inception to closing for auctions in the following states:

Texas – 151,000+ acres
 Illinois – 50,000+ acres
 Montana – 53,000+ acres
 Kansas – 82,750+ acres
 Oklahoma – 59,100+ acres
 Colorado – 43,000+ acres
 Wyoming – 121,800+ acres
 Nebraska – 75,000+ acres
 New Mexico – 26,000+ acres
 South Dakota – 50,000+ acres

The list to the left is just a part of what Scott has achieved in his auction career. In fact, the total number of acreage and states where Shuman has conducted auctions totals more than 1,000,000 acres across 28 states.

HEAVY EQUIPMENT ROUNDTABLE:

How to win at “Yellow Iron”



Participating in bid-calling contests and networking will get you started.

By Brittany Lane, NAA Content Developer

Four forces in heavy equipment auction sales recently gathered to discuss their successes and strategies.

Russ Hilk, CAI, AMM, GPPA, recently facilitated a nearly two-hour talk about the industry, trends, and how you can break into selling yellow iron at auction. No stranger to accomplishments himself, Hilk has over \$50 million in industrial equipment sales and is the founding partner of Wavebid, an auction software company.

The discussion also featured Dustin Rogers, CAI, CAS, an auctioneer with Ritchie Bros. Auctioneers who has nearly \$600 million in sales to his credit; Harold Musser, CAI, AMM, who brings 42 years of experience selling heavy equipment and real estate for Musser Bros., Inc.; Jeff Martin, a multi-generational auctioneering experiencing a major growth spurt for his self-titled company, Jeff Martin Auctioneers, Inc.; and Tim Hill, senior vice president of sales at BidSpotter.com, who knows the world of heavy construction and has experience working with dozens of auction companies.

What follows is an edited preview of the conversation. Tune into the full discussion in September when the recording is published exclusively for NAA Members at auctioneers.org.

Russ: Dustin, you're a lot of what many people want to be. You're a bid caller for some of the biggest companies selling equipment in the world. If somebody wanted to follow in your footsteps, how should they do that?

Dustin: Contests are how I got started. I was spotted at a contest and literally offered a job from that. Networking. I know people don't want to hear that, but it's the truth. Find the lead auctioneer at any company and talk to them. NAA now has the Contract Auction Specialist. I sat through it earlier this week and took three pages of notes. It's outstanding.

If you want to be a contract auctioneer, sign up and take it. The next time will be at the Designation Academy in December. NAA did not pay me for that sales pitch. I'm a full-time auctioneer, but I'm always learning. Even if you aren't a contract auctioneer, CAS will benefit you because they go over all the information that anyone in the auction business needs.

Russ: Harold, how do heavy equipment and real estate sales work together?

Harold: Whatever the items, sales should be the two legs of your ladder. I like to look at our sales like solutions. Some people might call us and have a problem that is selling their real estate. You can say what are you doing with all your equipment? Or they call about their equipment and I can say what are you doing with your property? My dad went to auction school in 1956 then earned his real estate license in 1958 because he said, 'it's like ham and eggs, they just go together.'

I've also found there is a nice diversity in it. When interest rates were way high, we weren't selling a lot of real estate, but we were



having a lot of auctions on equipment. Then the inverse of that, sometimes when equipment is down, real estate is selling high. It's nice to me to have the ham and egg deal. You always have something to eat.

Russ: How does your experience and product knowledge help when working with sellers?

Jeff: It's important to use your product knowledge to be firm with a seller to let them know what their product is worth today. However, I tell all my staff to put themselves in the seller's position. It's important to be personable and kind. Know the value of that piece of equipment in how it relates to the seller's net worth and their annual yearly income. The larger the percentage that is, the greater importance that machine carries to them.

With multinational corporations, one machine to them is nothing. But if you're selling for a small business and he's got one backhoe, then that's their livelihood.

Tim: In my role, I get clients where this is their first heavy equipment auction they've ever done. My experience from being a contractor who has touched all parts of the process--from operating machinery to fixing machinery to hauling machinery--allows me to lend sellers advice on all fronts.

I can tell a client how a machine should be set up or how it should be photographed. If you're not familiar with an estimator or don't actually know what auxiliary hydraulics are, I can show you where to look.

Russ: What are your thoughts on more people wanting to bid online?

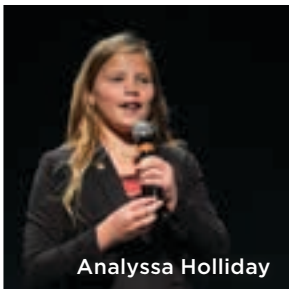
Harold: Like Wayne Gretzky says, he doesn't want to be where the puck is, he wants to be where the puck is going to be. The puck is going to be online. We're seeing 50-60 percent of our bidders are mobile. They aren't sitting at their computer.

Tim: We're seeing the exact same thing. I think one of the main drivers it's because technology has improved so much. Last month alone, 46 percent of the people that bid on any auction in BidSpotter did it from a mobile device. ❖

IJAC: Auction's future is bright!



Kendall Nisly (above), of Kirksville, Missouri, topped a great group of 2017 NAA International Junior Auctioneer Championship contenders in Columbus. Carson Prater (top right) and Tyce Freije (right) finished runner-up and second runner-up, respectively.



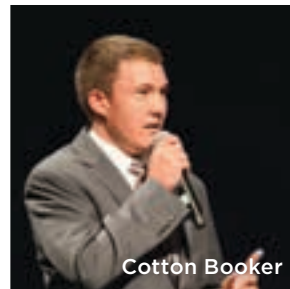
Analyssa Holliday



Shelby Shuman



Trey Nicodemus



Cotton Booker



Spencer Wilson

NAA Board member Scott King passes away

NAA President Nicholls says a way to remember King is to meet new people and “becoming invested in who they are.”

By NAA Staff



Scott King was a member of the NAA Board of Directors and served an integral and increasing role in NAA's advocacy efforts as vice chair of the NAA Advocacy Committee. At his core, however, King was an Auctioneer who dedicated himself to listening to and supporting others.

“There is someone missing in our leadership team today, someone very special to all of us and extremely near and dear to me personally.”

NAA Past President John Nicholls' words settled over the opening session of July's NAA International Conference and Show. And as they settled, they brought to the forefront NAA and auction industry champion James Scott King, who had unexpectedly passed away six days prior.

King, 56, of Gadsden, Alabama, was a member of the NAA Board

of Directors and served an integral and increasing role in NAA's advocacy efforts as Vice Chair of the Advocacy Committee. He was the CEO and President of Tranzon, LLC, a position he assumed in September 2016. He also was a shareholder of his family's J.P. King Auction Company, where he had served as Vice President prior to moving to Tranzon.

A major proponent of helping those around him and giving back to his profession, King, a fourth-generation Auctioneer, also was an instructor at the NAA Certified Auctioneers Institute.

“Six days ago, this event made us all aware of how precious life is and how absolutely utterly insignificant some of our ‘issues’ are,” Nicholls said. “The one thing I learned from my buddy, Scott, was to make every moment count.”

“And, I hope in the spirit of remembering him that we seek out someone new to meet, to listen to them, and become invested in who they are.”

Outside of his monumental efforts in the auction industry, King was an avid collector of Apple computer products. He also was a lover of live music and tennis.

King is survived by his wife, Kimberly Renshaw King, and children Sadie Marie King, J.P (Jake) King IV, Shelby Katherine King, and Reagan Michelle King; father, James Polk King III; brother, J. Craig King (Cindy), and sisters Cecile King Striplin (Ken) and Christie King Ray (Mike); and numerous nieces and nephews.

He was preceded by his mother, Shirley Fadely King.

The family has requested any memorials be made to the National Auctioneers Foundation, 8880 Ballentine, Overland Park, KS, 66214. Or, visit www.auctioneersfoundation.org. ❖

Fishing new markets

New York restaurant Eataly used #NAAPro Erin Ward's services simply to create a unique experience for guests.

By James Myers, contributor

Benefit Auctioneer Erin Ward, recently took the challenge of finding "a unique way" to bring attention to the products that New York restaurant Eataly offers.



New York City is home to some of the best restaurants in the world. Name a cuisine and you'll likely find it being made there better than anywhere else.

Celebrity chefs are often born out of kitchens throughout Manhattan. These restaurants also become destinations for tourists.

Eataly, which has two locations in Manhattan, is essentially an Italian marketplace with restaurants. It includes celebrity chefs Mario Batali and Lidia Bastianich as partners. Batali refers to Eataly as a grocery store with tasting rooms. Recently, they brought in the talents of an Auctioneer to bring a different flare while promoting a newly renovated restaurant.

"We were looking at a unique way to bring attention to the wonderful products we sell in our store," said Noemi Ferro, marketing manager, at Eataly's Flatiron location, "and at the same time give everyone an opportunity to try the more expensive items by starting prices at cost, so an auction was a natural fit."

Erin Ward, CAI, BAS, is no stranger to high-society auctions. She's worked with a number of celebrities at Star Benefit Auctions, which she owns and operates. Based in Long Island, she's got great access to the "city that never sleeps."

With some high-profile auctions behind her, Ward has gained enough exposure to receive an email out of the blue earlier this year from the managers at Eataly. They wanted her to come to their restaurants and auction quality cuts of meat and fish.

“Right off the bat, it was pretty obvious that this was not like anything else, ever,” Ward said of when she got initial phone call. They didn’t want to bring her in to get big money from high bidders. Instead, it was all about having fun and introducing the element of the live auction to the marketplace.

“It gave us the opportunity to shine a light on the amazing products we carry and the stories of their producers through an activity that people would not normally expect in this environment,” Ward said.

They wanted Ward to auction off the pieces of a pig that was butchered in-house and broken down in front of the attendees. However, just to test the waters, they had Ward do a smaller-scale fish auction first.

Eataly brought in a fishmonger from Samuel and Sons who paired with Ward to describe the different kinds of fish and how to prepare it. They sold fish that could be bought in the store, but also auctioned cuts that are more difficult to find and in high demand in kitchens throughout the city.

“These are items celebrity chefs fight over,” Ward said.

Ward interacted with the crowd, as you can see in her Facebook feed where someone captured the event while it happened.

The fish auction was a total success, so Ward progressed to the pig auction. At one point, she looked at a lady in an evening gown bidding on items and commented, “You never thought you’d wear that dress to buy pork belly.”

Seeing Ward in action, management knew they’d struck gold.

“Pure Energy!” Ferra said when asked her reaction to seeing Ward interact with the audience. “Erin was so quick to grab attention and kept the excitement alive while engaging with people. Even the more reserved guests ended up participating in the auction.”

For Ward, the experience was a gut check. As a professional Auctioneer, she said, they’re constantly questioning themselves. Is the chant clear enough? Is the timing right? Should the auction be online? Are they charging the right commission? When she worked the crowd at Eataly, it essentially woke her up to something she needed a reminder of.

“We often forget that auctions are fun,” she said. “We get so lost in ‘Am I good enough? Am I raising enough money?’ We get so bogged down on different questions. It was neat to use my skill in a different way and remind myself that auctions are fun.”

Granted, a non-competitive bidding situation doesn’t lead to high commissions, but for Ward, events like these are great PR.

“What I like about it is that I’m educating people who would never know what a public auction is like,” she explained. “People walking through the store were saying ‘whoa, what is happening?’

“It was such a cool experience that most people don’t get to see.” ❖



Ward says her Eataly experience was a gut check and a great reminder that auctions are fun.

2017



CONFERENCE & SHOW IN PHOTOS

Photo credit: David Knapp Photography, Nicolé Badik, and Curtis Kitchen

The 2017 NAA Annual International Auctioneers Conference and Show aimed to deliver an out-of-this-world experience, and by an overwhelming majority of accounts, it did exactly that in Columbus, Ohio.

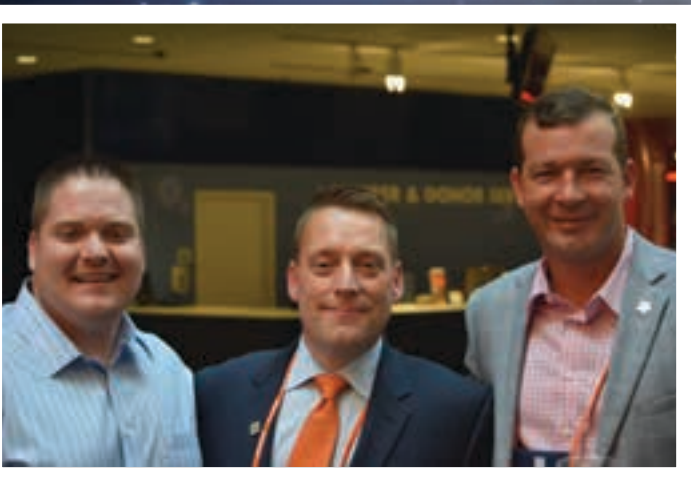
After one of the most fun Welcome Parties in memory at the COSI Columbus science museum (where a few members braved the suspended-in-air unicycle!), the rest of the week unfolded to provide a gripping keynote address, new NAA IAC champions and Hall of Fame members, and the introduction of Scott H. Shuman as NAA President. The week came to a close with another stellar performance from future auction professionals as they took the stage during the National Auctioneers Foundation's Children's Fun Auction.

Look back through the week with us over the next several pages as we remember the week that proved just how special NAA members are and why Conference and Show is the unparalleled annual event for auction professionals to find crucial education, establish life-long relationships and come away super motivated to be all that being an #NAAPro entails.

(And, start getting ready now for Jacksonville, Florida, next year!)



All through the week, it was impossible to miss the bright faces of NAA Conference and Show attendees who fed off of the extreme amount of energy and excitement in the main ballroom and elsewhere.

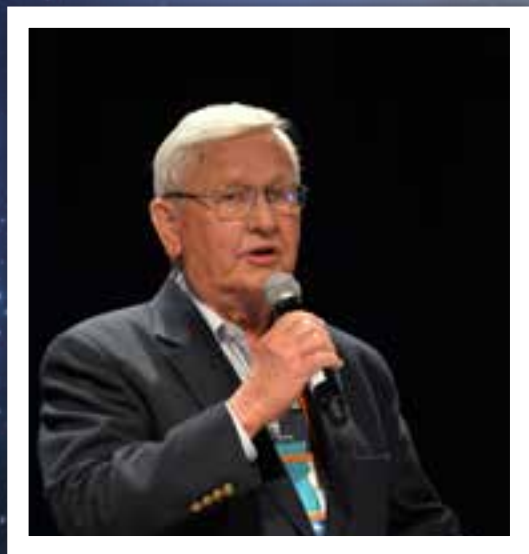
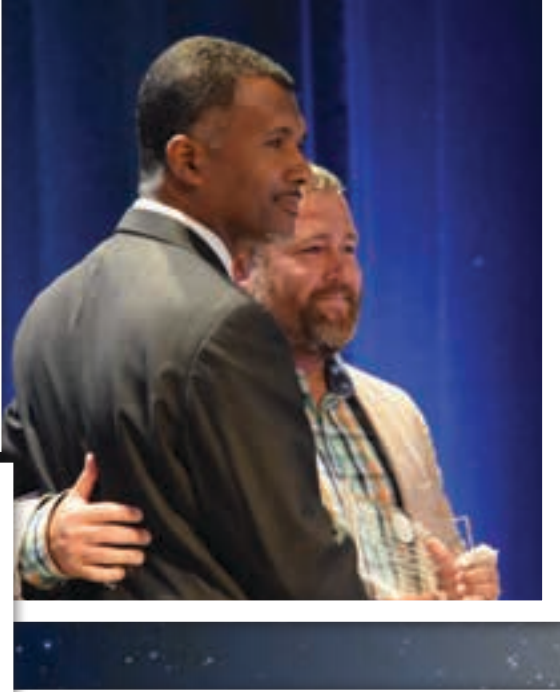


2017



CONFERENCE & SHOW IN PHOTOS

Meetings, mic time, full rooms, and award recognition were abundant during Conference and Show.



2017



CONFERENCE & SHOW IN PHOTOS



NAA HALL OF FAME

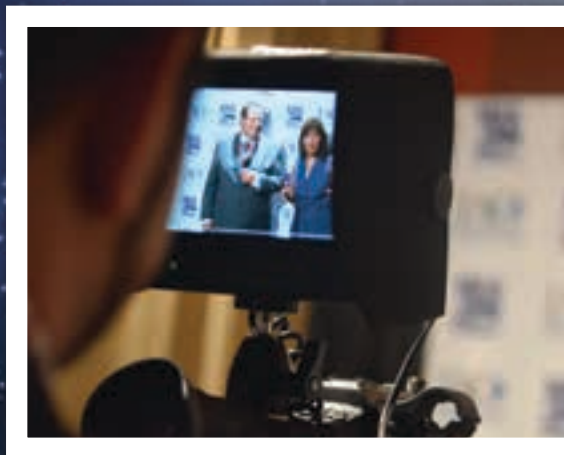
Conference and Show is the time and place for honoring those who have made it their focus to push forward and promote the NAA and auction industry. It was all broadcasted on several social media channels, including Facebook Live, Twitter, and YouTube.



2017



CONFERENCE & SHOW IN PHOTOS



By the end of the week, group relationships were renewed, new champions were crowned, and children got to show their own selling talents as they always do to put the wraps on another highly successful NAA Conference and Show.

Swoosh-sized success

#NAAPro Misty Marquam developed a strategy with help from a Nike executive. Two years later, her growing agency is putting fresh spin on benefit auctions.

By Sarah Bahari, contributor



NAA member Misty Marquam takes the stage at a benefit event. Marquam began her company just two years ago and is thriving thanks to a solid plan and brand management.

Misty Marquam had a vision.

She imagined a full-service auction company that specialized in benefits and charity events.

It would boast a diverse roster of Auctioneers, who aim to deliver fun, innovative events that drive revenue for customers.

And so in 2015 she launched Marquam Auction Agency, LLC,

in her hometown of Portland, Oregon. Just two years later, the agency has grown to 36 staff members, including Auctioneers, clerks, bid assistants and marketing associates. Marquam recently opened a second office in Bend, Oregon and eventually would like to expand across the West Coast.

“When we looked at benefit auctions, we saw a lot of the same thing. They were boring, long and involved too much talking,” Marquam said. “We made them shorter, more entertaining, a lot more fun and focused on the fundraising.

“We prepare our clients for success before we ever step on stage.”

Marquam was working as a professional massage therapist when she met Auctioneer Kelly Russell, owner of Artisan Auctions in Portland, at an auction in 2006. Marquam had donated a massage for one of Russell’s auctions.

The two women hit it off, and Marquam began clerking for Russell. In 2013, she attended World Wide College of Auctioneering and began working as a contract Auctioneer.

Around that time, one of Marquam’s massage clients offered to help her build a business plan. That client was Kris Aman, who was Senior Vice President for Nike. Over the course of a few months, she and Aman met once or twice a week to develop a brand and strategic marketing plan.

“I could not believe this senior vice president was taking an interest in my tiny business,” she said. He relayed a story about people helping him out. “He said, ‘You don’t get there by chance. People lend a hand and help you up.’ And that’s what he did for me.”

Marquam realized she envisioned more than a mom-and-pop business. She wanted to rethink benefit auctions, bringing business expertise and technology to the forefront.

To help build her vision, she hired Michael Faith to serve as Director of Operations and Auctioneer, and Molly May as Director of Marketing and Auctioneer.

Nonprofits responded to the agency’s revamped benefit auctions, Marquam said, and each of the six Auctioneers plans to conduct about 50 auctions this year.

People are sometimes surprised by the agency’s rapid growth, Marquam said.

“We have this amazing master blueprint, and we are just executing that plan,” she said. “We are sticklers about our brand.”

For Auctioneers who are considering starting their own business, Marquam offered a few pieces of advice.

“Dream really big. Don’t let your current situation determine your end result,” she said. “Surround yourself with experts. Reach out for help and build a team. And then put your hands together and pray.”

The Marquam Agency’s motto is “Be Good, Do Good. Changing the world one auction at a time.”

“I feel like I have the best job in the world,” she said. “We raise money for charities that are changing the world. We are the



“Nonprofits are the change makers in the world today,” Marquam says. It’s why she dedicates her business to helping them through auction.

vehicle by which nonprofits fund their good work. Without that money, they can’t facilitate services of their mission.”

Those missions must be supported.

“Nonprofits are the change makers in the world today,” she said. “Without them, we’d be a pretty stagnant world.” ❖

World Wide College of Auctioneering *Since 1933*

“Where Champions Are Made”



**30 students Age 25 & Under
(50 Total in Class)**

**Attended The June 2017 Class at
World Wide College of Auctioneering**

“The Future of the Auction Profession”



**World Wide College of Auctioneering
For More Information Call 1-800-423-5242**

www.worldwidecollegeofauctioneering.com

Brian Curless makes it three straight World Livestock titles for NAA members

Curless follows champions Brandon Neely and Andy White to keep NAA streak alive.

By Brittany Lane, NAA Content Developer



NAA member Brian Curless calls bids during the 2017 World Livestock Auctioneer Championship in Billings, Montana.

It's been about two months since Brian Curless won the World Livestock Auctioneer Championship, and the honor still hasn't completely sunk in.

"I'm just stunned. I haven't gotten my head wrapped around it quite yet," said Curless, who owns and operates Curless Auction in Pittsfield, Illinois.

He proved his world-class talent as a livestock Auctioneer June 17 at the 54th annual championship presented by the Livestock

Marketing Association at the Public Auction Yard in Billings, Montana. NAA member Cody Lowderman, of Macomb, Illinois, earned Reserve Champion honors.

Curless joins Andy White, CAI, CAS, of Ashland, Ohio, and Brandon Neely of Southside, Alabama, 2016 and 2015 champions, respectively, making this the third consecutive year NAA members have nabbed the top title at WLAC.

"When I think about how I feel about it, it kind of sets me back

“Get involved with your association. Whether it’s the National Auctioneers Association or livestock association, get involved because it’s the best way to make yourself better.”

- Brian Curless, 2017 WLAC Champion

a little bit because I’ve watched these champions over the years. I’ve always looked up to these guys and put them on a pedestal,” said Curless. “To have my name called and put on a list of fellas who have achieved that, it just blows me away.”

Curless’ win is years in the making.

Although he grew up helping with his family’s livestock marketing service that operated for two generations until it closed in early 2000, he’s actually the first in his family to become an Auctioneer. He gained 20 years of experience as a bid caller running his own auction service and working sales at companies in Missouri and Illinois. He felt good, but started to feel like something was missing from his career.

“I looked at these champion Auctioneers and knew they had something I didn’t have. I knew if I wanted to excel, I had to find out what they had. It caused me to pay attention to the details and change what I do just enough to be better. Competing changed my knowledge of the auction industry and my skills,” Curless said.

He competed a total of six times beginning in 2012, each year improving and getting closer to the championship.

“I guess getting beat is a pretty good motivator,” Curless laughs. “But get involved with your association. Whether it’s the National Auctioneers Association or livestock association, get involved because it’s the best way to make yourself better.”

One of his favorite moments of winning is being surrounded by his children — Frazier, 21, Bella, 18, and Anna, 15 — who watched him take home a customized 2017 Ford truck to use during his year-long reign, in addition to \$5,000 cash, a championship bronze sculpture, world champion belt buckle and ring and other prizes.

Above the spoils, however, Curless is most thrilled about spreading his passion for the auction method of selling to people around the country.

“It’s important for any of us involved in auction selling to be a promoter for the business. I think we are a time-tested modern



Brandon Neely



Andy White

marketing method,” Curless said. “We’ve got a very bright future for us in the industry. The auction is the best way to sell and it’s so important for our society to keep free trade alive.” ❖

Rare 1960s GI Joe figures highlight Pennsylvania auction



HARRISBURG, Pa. – With her head turned to the right, as though surveying the medical equipment displayed alongside her in the window box, the nurse in crisp medical whites does not look like the typical combat-ready soldiers normally conjured by the name “GI Joe.”

Nonetheless, she was the focus of a battle as live and online bidders competed to win her at Cordier’s April 23 GI Joe Auction in Harrisburg.

The auction featured hundreds of GI Joe action figures, many of them, like the nurse, in the original boxes. All came from the same single-owner collection. The 1967 nurse was the highlight of the auction, hammering down to a bidder online for \$4,200. A second nurse without the original box sold for \$1,300.

In total, over 400 lots were sold, including a 1969 GI Joe

Aquanaut in the original box, which brought \$1,400, and a 1966 GI Joe Action Soldier Green Beret, which sold for \$1,200. Overall, the highest performing items were all from GI Joe’s early days.

Hasbro introduced the GI Joe line in 1964. In response to the then commonly held belief that boys should not play with dolls, the company used the term “action figure” in its marketing. The turn of phrase, and the toys themselves, grew to be so iconic that GI Joe was inducted into the National Toy Hall of Fame in Rochester, NY, in 2003.

Other high points of the sale included a 1964 GI Joe Black Action Soldier, one of the first toys of its kind to be marketed specifically to African American children. Mint in the original box, it hammered down for \$850. ❖

Music icons’ items highlighted at Hard Rock Cafe New York

NEW YORK (May 21, 2017) – Julien’s Auctions announced results Music Icons auction held at the Hard Rock Cafe New York. The sale offered over 380 lots of unique and rare music memorabilia. From historically important drum kits to stage worn costumes, the auction attracted collectors and fans bid from around the globe.

Highlights of the auction included Michael Shrieve of Santana’s 1969 Woodstock performance drum kit, which sold for \$187,500; Stewart Copeland’s original TAMA drum kit, which sold for \$121,600; the original John Lennon’s concept sketch

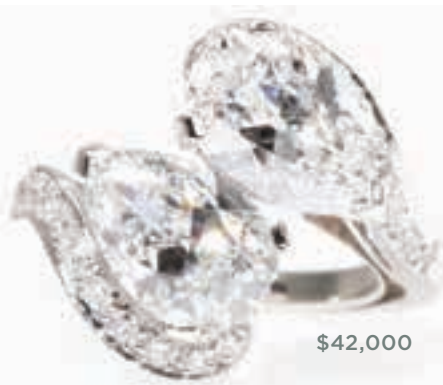
for the Sgt. Pepper’s Lonely Hearts Club Band album cover, discovered at his former home Kenwood, Surrey sold for \$87,500; Elvis Presley’s Diamond horseshoe ring worn on the “Aloha from Hawaii” tour sold for \$204,800; Michael Jackson’s “Leave Me Alone” video worn jacket sold for \$112,500 and Elvis Presley’s first owned piano sold for \$112,500.

Other highlights of Music Icons at Julien’s Auctions this weekend included Dean Martin’s custom tuxedo that sold for \$15,525; a Frank Sinatra personal painting inscribed to his son, Frank Sinatra, Jr. for \$18,750; a Beatles white matte record award for

“I Want to Hold Your Hand” sold for \$12,500; a Ringo Starr vintage drum case for \$22,500; Beach Boys signed “All Summer Long” documents sold for \$5,000; Cher’s Bob Mackie designed orange satin gown sold for \$7,500; Michael Jackson “In the Closet” video worn ensembles sold for \$62,500; Prince handwritten lyrics for \$28,125; a Beatles signed postcard sold for \$7,500; Prince’s Versace shirt for \$11,250; the One Direction album cover used red British telephone box for \$13,750; a

Lady Gaga worn gown for \$11,250; Slash’s Super Bowl XLV performance guitar sold for \$87,500; Kurt Cobain’s painted artwork for \$64,000; Freddie Mercury’s stage used microphone for \$10,000; Roger Daltrey’s 1967 Monterey Pop Festival worn cape for \$46,250; Elvis Presley’s 1977 handwritten notes on numerology for \$10,240; Madonna’s “Desperately Seeking Susan” worn iconic boot sold for \$5,120, and an Elvis Presley Quaalude prescription pill bottle sold for \$11,520. ❖

Nearly 800 lots offered in four-day, four-session event



\$42,000

MONROVIA, Calif. – Moran’s May 23 auction event was a truly ambitious affair, featuring four distinct catalogued sessions, including fine jewelry, studio jewelry, studio decorative art and studio Fine art.

Fine Jewelry

Moran’s opened their May 23rd auction event with a Fine

Jewelry session, which featured 137 lots of fine jewelry consigned from private collections across Southern California. A fully illustrated color catalogue was available for purchase for this first session, and buyers came out in force to add to their collections.

The top lot of the day was an 8.11ct diamond in a white gold setting, which was expected to bring \$100,000 to \$150,000 at the block. Thanks to an absentee bidder and multiple telephone buyers, the ring topped out at \$108,000. Buyers were also taken with a circa 1950s Ruser bypass ring featuring two central pear-shaped diamonds each weighing in at just over two carats, and additionally pave-set with twenty full and single-cut diamonds; the impressive ring achieved a \$42,000 price realized (estimate: \$40,000 to \$60,000).

Additional highlights from the Fine Jewelry session included:

- An Art Deco platinum and diamond bracelet consigned from a private local collection was brought to the block with a \$12,000 to \$18,000 pre-sale estimate; the bracelet inspired a number of telephone bidders to reserve lines for the lot, which drove the final selling price to \$19,200.
- A ladies Cartier diamond “Panthere” wristwatch exceeded its expected \$5,000 to \$7,000 selling price thanks to floor and online buyers (price realized: \$9,600).
- A well-designed diamond and hammered 18K gold buckle-motif cuff achieved \$7,200, selling to an absentee bidder (estimate: \$5,000 to \$7,000).

Jewelry

The robust Studio Jewelry Auction featured 244 lots; the majority of lots were offered with estimates at \$2000 or below. Jewelry selections included antique, Victorian, Art Deco, Retro and Contemporary jewelry, luxury items and timepieces. The wide range of offerings surely helped the appeal of the session, which achieved an impressive 85-percent sell-through rate. Activity online via



\$4,800

Texas Auction Academy
America's Auction Academy
A United Real Estate Group Affiliate

80 HOURS
in
8 DAYS!

Learn Auctioneering from America's Top Industry Leaders & Champion Auctioneers

Bid Calling & Auction Chant • Ringwork & Bid Spotting • Auction Technology
Improve Presentation Skills & Stage Presence • Business Practices
Professionalism & Ethics • 10 Day Course Available for Required States

972-387-4200 • TexasAuctionAcademy.com

Mike Jones, President/School Director • info@texasauctionacademy.com
Texas Workforce Commission Approved



the Liveauctioneers, AuctionZip and Invaluable platforms was quite strong throughout this and the rest of the Studio Auction sessions, likely thanks to the approachable price points. The session's top lot was an unassuming group of fifteen beaded necklaces comprising amber, resin and plastic beaded strands – online competition was stiff for the lot, which earned \$4,570 after a protracted bidding war (estimate: \$600 to \$800).

Additional highlights from the Studio Jewelry session included:

- A Georg Jensen silver and green chrysoprase necklace featuring the maker's famous "blossom" motif was hard-fought over by multiple online, telephone and floor bidders, pushing the selling price to \$4,800 (estimate: \$1,000 to \$1,500).
- Early in the sale, an antique amethyst, demantoid garnet, diamond and seed pearl brooch dating to circa 1890 saw many bidder paddles on the auction floor fly up as soon as the lot was brought to the block; the brooch earned \$2,400, well over the conservative \$500 to \$700 estimate.
- A boldly designed sapphire and diamond ring centering a half-carat pear-shaped pinkish-purple sapphire surrounded by concentric borders of full-cut diamonds found a buyer for \$1,430 (estimate: \$800 to \$1,200).

Decorative Art



Moran's 3:30pm May 23rd Studio Decorative Art session presented buyers with an eclectic mix of silver, bronze sculpture, Persian rugs, antique and contemporary art glass and other objects of virtue which brought local collectors out in force. Once the sale had closed, 83% of lots had sold, with many pieces going to online buyers; more than half of lots offered had at least opening bids cast through one of the participating online platforms.

The top lot of the Studio Decorative Art session was a handsome Western-genre bronze by Los Angeles, CA based sculptor Lorenzo E. Ghiglieri (b. 1931); titled "Royal Battle", the bronze depicts two bull elk with antlers locked. Expected to bring \$500 to \$700, the sculpture very much appealed to local collectors who drove the price up to its final \$2700 selling price.

Additional highlights from the Studio Decorative Art session include:

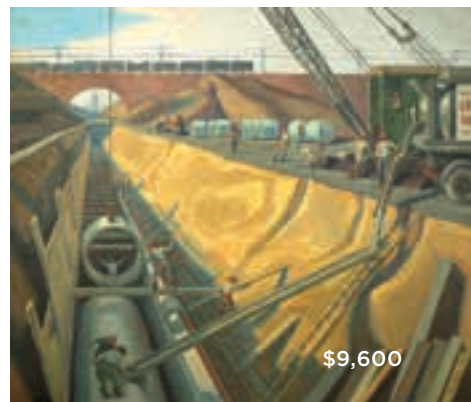
- A pair of rarely seen Baccarat "Amberina" candlestick lusters in excellent condition with their original faceted crystal drops was consigned from the extensive Collection of Hector and Cuqui Sanchez, Things of Long Ago, Pico Rivera, Calif., were brought to the block with a \$300/500 estimate, and

earned \$2,160 thanks to competing collectors bidding via the Liveauctioneers platform.

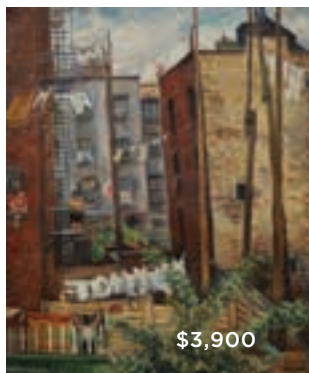
- A group of twelve sterling silver tea balls and infusers dating to the 19th-century, one of a few lots of such infusers consigned from a Simi Valley, Calif. collection, surprised attendees when they brought \$1,680 at the auction block (estimate: \$300 to \$500).
- Two 19th-century Chinese carved cinnabar lacquer boxes also exceeded their conservative \$400 to \$600 estimate; competing telephone bidders pushed the price of the boxes up to \$1,560.

Fine Art

Kicking off at 6:30pm and comprising nearly 200 lots, the Studio Fine Art session earned an 82-percent sell-through rate, thanks in no small part to strong online bidder activity throughout the session. The top lots for the



session comprised of a masterful 1942 work by Remie Lohse (1892-1947 American); depicting figures building a pipeline, the work set an auction record for the artist after telephone and online buyers pushed the price realized to an astounding \$9,600 (pre-sale estimate: \$1,000 to \$1,500. German artist Emil Nolde's lithographic work "Frauenkopf II (Woman's Head)" was also highly popular among Moran's bidders, bringing \$8,400 due to a protracted bidding war between floor and online bidders (estimate: \$800 to \$1,200).



Additional highlights from the Studio Fine Art session included:

- Saul Kovner's (1904-1981 New York, NY) "Eastside Backyards", a charming oil painting brought to the block with a \$1,000 to \$2,000 estimate, realized \$3900 thanks to competing telephone bidders.
- Los Angeles artist George Gibson (1904-2001) was represented in Moran's May 23rd Studio Fine Art Auction by "Soledad Shade", a watercolor landscape with horses shading themselves beneath verdant trees, which achieved \$2,160 at the block (estimate: \$1,500 to \$2,000).
- Robert Earle Wood's frosty hued Alaskan-subject watercolor "Portage Glacier III", consigned from a private Glendora, CA collection, proved exceptionally popular among telephone buyers; the work earned \$2280 at the block (estimate: \$2,000 to \$3,000).

1966 Austin Healey found in barn; sells for \$24,575 at auction



HATFIELD, Pa. – A 1966 Austin Healey Mark III 3000, found in a barn where it first rolled to a stop in 1981, brought worldwide interest at Alderfer Auction’s Fine & Decorative Arts Auction in Hatfield.

The Alderfer Auction Center was all abuzz with a packed house and record-breaking amount of phone bids as they poured in for the one-owner ride. The hammer finally fell, selling the rare treasure at \$24,575 to a phone bidder from France.

All hard-wired phones were in use along with many employees on their cell phones, some with translators. The tennis match between Auctioneer, the floor bidder and the phone bids continued to raise the excitement level to a small roar.

This one-owner Austin Healey Mark III, sported its original convertible top, manual transmission with electric overdrive and 47,729 miles. It was a “Barn Find,” driven into storage in 1981, and remained there until 2017. ❖

Auction team grants family’s wishes, successfully sells marketable farm in one parcel

GRAYSON COUNTY, Ky. – Among a group of five auction professionals, NAA member Stephen Barr, CAI, CES, teamed up and contributed to the recent sale of the Milliner Farm – a 240-acre expanse in Grayson County, Kentucky.

While the farm had a large amount of road frontage and marketable timber, the family asked the auction team that the farm be sold as a whole in one parcel. They marketed and sold it as such, with the final price at \$1,014,200 or \$4,225 per acre.

The property contained 166 crop acres and 558,000 board feet of marketable timber.

Bidding was strong with four bidders still vying for the farm at the \$1 million mark. Three of the final four bidders were from the local area, one from out of state. Mark Barr, Chris Barr, Jamie Barr, and Dennie Armes teamed up with Stephen to facilitate and conduct the auction. ❖

**To Be The Best . . .
 . . . Learn From the Best.
 Launch Your Auction Career Today!**

- Interaction with over 30 instructors per session
- Learn cutting edge auction technology
- Class sizes less than 50 students

Now Scheduling 2017 Classes
 Call or Go Online Today for Registration
 Tuition: \$1,295.00. All sessions are 10 days

(317) 300-1075 • ReppertSchool.com

AUCTION TOPPERS

Hi Performance Exterior Speakers Available!

NEW ATV TOPPERS

Building Quality Auction Toppers Since 1985!

Call Lampi Auctioneers for a quote!
320-274-5393

To view Inventory visit Lampiauction.com & Click on Auction Equipment

Support the kids of St. Jude by participating in Auction for Hope.

On Paislee's 6th birthday, her family learned she had acute lymphoblastic leukemia — blood cancer. While the grown-ups worried about next steps, Paislee's mind was on another matter. What about her birthday party?

Her party was cancelled, and Paislee went to St. Jude Children's Research Hospital®. St. Jude is leading the way the world understands, treats and defeats childhood cancer and other life-threatening diseases.

Paislee has been receiving chemotherapy for more than a year but has a long way still to go. She worried she'd have to spend her 7th birthday in the hospital, but her care team made sure that wouldn't happen. For her 7th birthday, Paislee had a party.

St. Jude patient Paislee
7 years old
acute lymphoblastic
leukemia



©2017 ALSAC/St. Jude Children's Research Hospital (30582)

North Carolina summer sale achieves more than \$1.2M

HILLSBOROUGH, N.C.

– Leland Little Auctions held a successful Summer Catalogue Auction, June 14 - 17, selling over \$1.2 million in fine art, jewelry, luxury vehicles, silver, prints and multiples, historical maps, and other objects of value.

Highlights of the sale included a collection of rare maps, such as A Map of South Carolina and a Part of Georgia Containing the Whole Sea-Coast... by William Faden, which hammered for \$38,000 and the Carta Particolare della costa di Florida é di Virginia by Robert Dudley, which brought \$12,000.



Fine Jewelry offerings included an 18KT Gold, Emerald, and Diamond Clip Brooch, from France, which achieved \$4,600; an unmounted 3.02ct Diamond with Platinum and Diamond Mount which rose to \$24,000; and a Stainless Steel and Diamond "Aquanaut" Watch by Patek Philippe, which sold for \$7,000.

Prints and Multiples were anchored by a collection of Contemporary Prints and Photographs from the Davidson College Art Collection, other highlights include Winter on White Street, by Martin Lewis, which hammered for \$16,000 and Combustione 4 by Alberto Burri, which sold for \$2,200.

Classic Cars had a strong showing with a 1976 Triumph TR6 Convertible with Hardtop which brought \$16,000 and a 1967 Triumph Herald Convertible which hammered for \$9,000.

Other lots of note: A pair of Sterling Silver Candelabra (\$7,500); a Dale Chihuly, Blue Sky, Basket Set (\$4,000); a pair of Pale Celadon Jade Hanging Vases with Covers (\$18,000); an oil on canvas, Clouds Over Mount Tamalpais by Percy Gray (\$9,000); and a Louisiana Cherry Three Drawer Side Table (\$9,000).

This auction, which coincided with the launch of the company's newly redesigned website powered by custom designed software, captured the momentum and energy of the company. More than 1,000 bidders participated from around the globe with a combination of floor, telephone, absentee, and live online bidding. ❖

NAA
Auctioneer
stjude.org/naa

St. Jude Children's Research Hospital
 ALSAC • Danny Thomas, Founder
Finding cures. Saving children.

CONGRATULATIONS!

NAA Designations earned:

AARE

Braden McCurdy, CAI

AMM

Shawn Willard, CA • Dave Lovegrove •
 Matt Ford, CAI • Kim Hagen • Kelly Hagen •
 Walt Dinda, BAS

BAS

Frank Kitchen • Michael Faith •
 Trey Morris, CAI

CAS

Darren Bok, CAI

CES

Jarrold Hines, CAI

GPPA

Lesley Morton • Timothy Vickers



EARN YOUR DESIGNATION!

Check out the Education Calendar for upcoming NAA education opportunities. You can also visit the full education calendar on the NAA website at www.auctioneers.org/education-calendar.



WESTERN COLLEGE OF AUCTIONEERING

Out of Billings, Montana, the Western College of Auctioneering turned out its most recent graduating class of auction professionals in June. Students in the sizable group came from Arkansas, California, Colorado, Idaho, Iowa, Kansas, Minnesota, Montana, North Dakota, Oklahoma, Oregon, South Dakota, Texas, Utah, Washington, and Alberta (Canada).



WORLDWIDE COLLEGE OF AUCTIONEERING

Students from 21 states and Canada attended and graduated from Worldwide College of Auctioneering this past June. Among the large June 2017 class, 30 students were ages 25 and younger.



TEXAS AUCTION ACADEMY

The 25th-anniversary class of Texas Auction Academy graduated in June. Students represented six states, including: Arkansas, Florida, Georgia, Oklahoma, Tennessee, and Texas.

THANK YOU for Your Renewals!

Cary M. Aasness
Cody Aasness
Michael A. Ackel, AARE,
CES
David J. Albrecht, CAI,
GPPA
Terri P. Alexander, GPPA
Dwayne R. Anderson
Harry A. Anderson
Regina M. Andrijeski
William Antonacchio
James J. Aretha
Tim Assiter
Traci Ayers-Dower, CAI,
AARE
Callie Baber
Travis Ballenger
Damon M. Ballinger, CAI
Thomas Vince Barfield
Ed Barkowitz
Nichol Beahm, BAS
Nellie (Johnel) Beland,
CAI, CES
Jeffrey A. Bender, CAI
Nick Bennett, CAI, BAS
Toni Benysh
William Nathan Bering,
Jr.
Robert E. Bertolotto
Julie Bex, CAI
Connor Kristopher
Biehler
Robert L. Blackford
Theresa M. Blocher
Julie Anne Bloomfield
Austin Booker, GPPA
Neil Andrew Bouray
Kit Bradley Bowerman
Cody Bowlin
Steven Bradley
Charlie Ellis Bradshaw,
Jr., GPPA
David L. Bray
Barrett Randall Bray, ATS
Ryan C. Brechlin
Patrick Breen
Randy Bregman
Travis Jordan Britsch
Daniel Brodie, CES
Jason W. Brooks
David H. Brooks, III, CAI
William C. Bryant, III,
CAI, AARE, GPPA
David E. Buck, CES
Mark P. Buleziuk
Steven John Bunch
Thomas B. Burton
Stephen F. Burton, Sr.
Gary L. Bussell
Walter A. Cade, ATS,
BAS, CES
J. Wesley Cain
Katelyn Callahan
Armando L. Camarena
Chris Campbell
Darrell Cannon, CAI,
BAS, CES
John A. Cardoza, CAI,
BAS, CES
Karen K. Carlisle
Julie Carter, CAI
Chad Carvey, BAS
Tyler J. Casady
Jessica Cason
Ronald M. Caspert, CAI
Isadore M. Chait
Ronald Charyn
James R. Christen
Max B. Christensen,
GPPA
Dan Clark
Roger K. Clark
George R. Clift
Jamie Virginia Cochran
A. Barry Cole, CAI,
AARE, CES, GPPA
Grant N. Cole, CAI
Mary A. Cooper, BAS
Kent W. Corbett, GPPA
Tony R. Couch
David C. Counts
Dwayne Craig
Cory Craig
Joaquin Crame, Jr., BAS
Chase Anderson
Crawford
Alana F. Croker
Justin James Croy
Charles F. Crump, CAI,
AARE
Daniel Joe Culps, CAI
Myron W. Curtis, GPPA
Jonathan Paul Cuticelli
Richard L. Dalton, II
Doug Dandro
Donna P. Daniel
James T. Davis
Spencer Michael Davis
Garrett Ray Davis
Chris A. Davis
Melissa L. Davis, CAI,
AARE, BAS
Terry W. Dickerson
Barbara Doering
Jeff R. Doerr, CAI, GPPA
Alissa Ann Dower
Miracle
Wendi Renee Doyle
Elizabeth Monteson
Drake, CAI, ATS, GPPA
Gary DuFour
Ernest J. DuMouchelle
Darell C. Dunkle
Tim J. Durham, CAI, CES
Barbara K. Durnil
Jason Matthew Dvorak,
AMM
Frank L. Eaton
James W. Eberle
Justin J. Eckel
Jerry W. Ehle
Noah Ehler, BAS
George L. Elson, Jr.
William D. Emmert
Alfred M. Enochs
Don Erler, CAI, AARE
Michael J. Evans
Jeffrey M. Farmer
Ken Fendrick
William J. Firestone
Dan Fisher
Allen M. Fitzpatrick
Elizabeth S. Flower
Michael R. Fortna, CAI,
AARE
Steven I. Fox
Tyler Francis
George Franco, AMM,
BAS
Kevin Frey, GPPA
Rodney I. Friedland,
AARE, CES
Stella Friedland, AARE,
CES
Philip R. Gableman, CAI,
AMM, GPPA
Jayme Gandee
Kevin Zane Gann
Vern A. Gannon, CAI
Monica J. Garcia
Ed Garnett
Lisa L. Gay, CAI
John Gay
Denver N. Geitgey, CAI
John Lee Genovese, Jr.,
CAI, CES
Kenneth J. Girard, CAI,
AARE
Thomas Raymond
Giroux, CAI, AARE,
ATS, BAS
Theresa Collette Giroux,
CAI, AARE, AMM, BAS
Ross Glass
John H. Glassman
Matthew B. Godbehere
James M. Goetz
Jerry Goldstone, BAS
Nicholas G. Gonzales
Duane E. Grafe
Jack F. Granger, CAI
James Andrew Graves
Barry E. Gray
Timothy Gray
James Robert Green
Matthew Gregg
Wendy Daniel Grimm
Frank Allen Hackett, CAS
Samuel R. Hamblen
Renate H. Hambrook
Maurice P. Hamel
Megan E. Hammond
Michael P. Hanley
Barry Hansen, GPPA
Hunter Douglas Harritt,
BAS, CES
Randy L. Harvey
Dale B. Haugen
Dustin A. Hawkins
Will L. Head, ATS, BAS,
GPPA
William L. Head, CAI,
AARE, AMM, BAS
Jerry L. Helmer
Marvin A. Henderson
Janet Henderson Cagley
Robert E. Hendrix, Jr.
Richard L. Henry, BAS
John T. Henry, III
Michael A. Hershman
John M. Hess
John Higgins
John W. Hill
Susan Hinson
Jimmie Hinz
Chad Preston Hodges
Brian J. Hodgson
Edward A. Hogan
James B. Hogan
Samuel Bracky Holder
Jennifer Ann Holliday
Brandon Howe
Duane E. Hronik
Joni May Hubbard, ATS,
GPPA
Mark L. Huddleston
Benjamin G. Hudson, Jr.
Cindy Leigh Hughes
John Hums
Lucas Hunt, BAS
Gregory G. Hurst
Susan Isaacs
Shane P. Jacob
Stephen A. Jax, CAI,
AARE
B.J. Jennings, CAI, BAS
Susan Naomi Johnson
Marjorie M. Johnston,
GPPA
Robert Jolles
Stanley D. Jones, CAI
Lori Jones
Mitch Jordan
Richard E. Jorgensen,
CES, GPPA
Joseph Earl Joyner, II,
CAI, AARE, BAS, CES
Martin W. Jurisch, CAI,
GPPA
Joseph Kane
D. Anthony Kaufman,
CAI
David W. Kaufman
Tim Keller, CAI, AMM,
CES
Harold K. Keller
TiWanna A. Kenney, BAS
John Wayne Kessler
Joel M. King, CAI
Kim A. King, GPPA
J. K. Kinsey, CAI, AMM
Bryan C. Knox, CAI,
GPPA
Jeffrey M. Koehler, CAI,
AARE, GPPA
John F. Kohler, Jr.
Michael J. Korth
Veldon R. Kraft
Kim Kramer, CAI
Horace J. Kramer
Darrell R. Kraupic, AARE
Jared Lambrecht
Brent Kenneth LaPonsey,
CAI, BAS
Stewart Larsen
Mark Lauro
Win Lavender
Tom Lawson
Jay S. Lawyer
Roy M. Lazarus
Michelle M. LeBlanc
Leckert, CAI
Justin H. Lee
Jake Lee
Jacquelyn Lemons-
Shillingburg, CAI,
AMM
Kerry D. Lenhart, CAI
Dean Lesoing
Timmy E. Lester
Josh D. Levine, ATS
Mary Catherine Colones
Ligon
William B. Lilly, CAI,
AARE
Dan Limber, CAI
Kendra Limber
Kyle Wade Liner
Rick W. Loggins
Jerome A. Luggen
Vance Luksetich
George Lum
James MacFadden, Jr.
Joani Mangold, CAI,
CES, GPPA
Jeffrey Manning
Lance Mannion, GPPA
Matthew Maring
Mark Emil Markovich
Miles Marshall
Joey Martin
John Martz
Richard G. Mason
James R. Mast
Joseph Scott Matthews
Barry L. Maxwell, CAI,
CES
Marshall McAbee
Robert A. McAdams
Paul J. McCartan
Jeffery McCon
Ken McCormack, CAI,
CES, GPPA
Belinda Gayle
McCullough
Megan R. McCurdy
Niedens, CAI, BAS
John S. McGinnis, CAI,
CES
Greg McGrew
Eric B. McKay
John B. McKenzie, CAI
Michael J. McKeown
Gary L. McLaren
Bethany Rose McLaughlin
James McLaughlin
Sam V. McLeod
Toya McLeod
John B. McMurry
Charles M. Meade
Larry J. Meares, CAI,
GPPA
Yi Mei, BAS
Jennifer A. Mensler, CAI,
ATS
Chad A. Metzger, CAI
Lennie E. Milano, CAI,
AARE
Robert D. Milic
Tim W. Milks, BAS
Jeremy Miller
Austin J. Miller
Andrew J. Miller
Andrew Wayne Miller
Michael Everett Miller
Jarron Miller
Mike Miller
Russell L. Mills
Stephan J. Miranti, Jr.
John Moran
Mark T. Motley, CAI,
AARE
Tyler J. Mounce, AMM
Samuel Mulkey
Lenny Mullin, BAS
John Namoff, BAS
Andy Nation
Stephen A. Ness, CAI
Grant Aaron Nicodemus
Jack R. Nitz, CAI
Kelly Nutt
John Nutt
Scott G. Oglesby, AARE
Marilyn A. Olson Burns,
CAI, MPPA
James P. Oprsal
Jimmy D. Orrell, CAI
Edith Parrish-Kohler,
GPPA
Dan Pate
Jeff Patterson
David E. Patterson
Richard L. Peak
Chisum E. Peterson
Ron Pfeifer
Jessica Darlene Pluff
Todd Ponder
Bruce Potts, CAI
Ben Potts, CAI
Michael R. Powers, CAI,
ATS, BAS
Christopher Pracht, V
Gabriel J. Prado
Codi A. Provins
Russell R. Puchalla
Kevin L. Putman
Michael E. Putnam
Robert E. Quillen
Kelvin L. Quinn
Spencer M. Quintin, Sr.
Carl J. Radde, CAI
Brock Rader
William Tyler Rankin
Chuck Ranney
Shane Redding, CAI,
GPPA
Bobbi Jo Reed
Rachelle R. Repine
Bret P. Richards, CAI
Mark C. Rime
Bret R. Rinehart
Steve Ritter
David R. Roberts
Paul Rogers
Ernie Rogers, CAI,
AARE, CES
Beth Rose, CAI, AARE,
AMM
Taylor Rose
Stanley H. Rosen
Sophia Rosendo, AARE
Ruth Ann Rowe
Will O. Sanders
Geoffrey Sandler
Ambra Sanner, AMM
Wayne R. Santimeau
Francis D. Santos, GPPA
Duncan Hugh Schieb
Mark Elliott Scholz
Kyle Schow
Michael K. Schultz, CAI
Steve Seng, CES
Greg Shattuck
Jamie Allen Shearer
Doug Sheridan, CAI,
ATS
Terry J. Shetron
Seth Nolan Shipley
Jered L. Shipman, II
Candy Shively
Robert A. Shively
Mitch C. Silver
John E. Sisk, CAI
Fred M. Skipper, Jr., CAI
Kevin S. Smallwood
Sanford W. Smith
James Russell Smith
Patrick M. Smith, Sr.,
MPPA
Sidney M. Smyth, CAI
Trent C. Sohn
Karen L. Sorbo
Heath Spracklen, CAI
Carol J. Spracklen, CAI
Noela G. Stallings
Ed Stallings, CAI, CES
Henry M. Stanley, III,
CAI, AARE, CES, GPPA
Amy Stanley
Steve Starman
John D. Stauffer
Cindy Stephenson
Barry L. Stewart
LaVern L. Stewart
Bradley A. Stoecker
Greg A. Storey, AARE
Sue Stouffer
Dennis A. Stouffer
Lester L. Stromberg
Marianne Sullivan
Robert Martin Sullivan,
BAS
Timothy Joseph Sullivan,
CES, GPPA
William J. Summs, CAI,
AARE, ATS, BAS
Benjamin J. Swavec
Larry A. Swartz
W. Scott Swenson, CAI,
GPPA
Darcy Tabor, Jr., CES
Ronald L. Taylor, CAI,
AARE
Kevin L. Teets, CAI, CES
George W. Thagard, CAI
Robert Perry Thessen
Larry Theurer, CAI,
GPPA
Cammy Theurer
McComb, AMM
Tony R. Thomas
Debbie Thomason
Stephen R. Thompson
Richard Thompson
Toney C. Thornhill, CAI,
BAS
Dusty Thornhill
Reed T. Tobol
James D. Towns
Phillip Traylor
Michael H. Tregre
Jeffery Neal Trice
Frank Alexander Trunzo,
CAI, BAS, CES
Ronald E. Turner
Drew Thomas Turner
Erin S. Turner, AMM
Chad Van Pelt
Joff Van Reenen, CAI,
AARE
Todd M. VanZuiden
Christopher Vaughan,
AARE, AMM
Nathan David Vaughn
J. David Villabona
Lance Walker, CAI, BAS,
CES
Michael E. Walker, CAI
Eric Thomas Walker
Terri Walker, CAI, BAS,
CES
Bret R. Walters
Andrew M. Walthers
Barry Craig Ward
Ed Warden
Richard G. Warner, CAI,
AARE
Richard L. Weaver
Dareld E. Weber
William I. Webster
Cameron Wedde
Kelly John Welch
Cody Westbrook
Ann Whitaker
Andrew R. White, CAI,
CAS
Brad White, CAI
Charles White
David P. Whitley, CAI,
CES
Jeremy D. Wiens
John P. Wigginton, CAI,
CES
Timothy Scott Willard
Renee Williams
Brent J. Wilson, CAI
David L. Wilson
K. Wade Wilson
Tricia D. Wiltjer
Jocelyn Danielle Winter,
BAS
Charles J. Winternitz
Glenn A. Winternitz
John Dustin Wood
Wallace Greer Woodruff
Michael Scott Worley
John Wyles
Paul S. Yoder, CAI, BAS
Dale W. Young, CES,
GPPA
Stanley Lennon Young
Lou Ann Young
Mark Younger
Glen A. Yutzky
Robert Zielsdorf

ALABAMA

January K. Pearce
 Pearce and Associates
 720 Fulton Springs Rd.
 Alabaster, AL 35007
 www.auctionbypearce.com
 january@auctionbypearce.com
 (205) 664-4300

Madelyn E. Pearce
 Pearce & Associates
 P.O. Box 1864
 Alabaster, AL 35007
 www.auctionbypearce.com
 pearceme@millsaps.edu
 (205) 664-4300

CALIFORNIA

Rod Caborn
 First Class Fundraising
 530 Amigo Road
 Soquel, CA 95073
 www.firstclassfundraising.com
 rod@firstclassfundraising.com
 (831) 359-1900

Patrick Desmond
 517 Alden Way
 Roseville, CA 95678
 patdesmond8@gmail.com
 (530) 598-6080

Steven Gary Evans
 1326 Maple Street
 Santa Monica, CA 90405
 steveevans123@gmail.com
 (310) 614-8795

Susan Isaacs
 Auction Chirp
 16200 Ventura Blvd.
 Encino, CA 91436
 auctionchirp.com
 susan@sriadvertising.com

Daniel S. Miller
 Allways Auctions
 1425 N. Magnolia Ave.
 El Cajon, CA 92020
 www.allwaysauction.com
 allwaysauctions@gmail.com
 (619) 390-6637

COLORADO

Roger Casteel
 Mile High Auctions
 992 S. 4th Ave. 100-210
 Brighton, CO 80601
 www.milehighauctions.com
 r.casteel@yahoo.com
 (303) 941-7653

Michael Nichols
 Nichols Auctioneers
 22300 County Rd. 9
 Flagler, CO 80815
 www.nicholsauctioneers.com
 mnichols96@esrta.com
 (719) 350-0126

Diana Raven
 Colorado Auctioneers Association
 8757 W Cornell Ave., #9
 Lakewood, CO 80227
 www.coauctioneers.org
 diana_raven@comcast.net
 720-242-7971

Reggie Rivers
 Corporate Kickoff
 383 Corona St.
 Denver, CO 80218
 www.corporatekickoff.com
 reggie@corporatekickoff.com
 (303) 887-7403

FLORIDA

Mark Dobersch
 5189 Charles Lane
 Lakeland, FL 33811
 thedobe@live.com
 (863) 602-5921

Richard Andrew Livingston
 United Country - Music Realty
 980 N. Deer Lake Road
 Avon Park, FL 33825
 livingstonlandcopr@yahoo.com
 (863) 381-4595

GEORGIA

Georgia Sue Landry
 Altisource Online Auction, Inc.
 1000 Abernathy Rd. Bldg 400, Suite 245
 Atlanta, GA 30328
 www.altisourceonlineauctions.com
 georgias.landry@altisourceonlineauctions.com
 (770) 612-7386

ILLINOIS

Craig Elliott
 105 S. Gage St. P.O. Box 265
 Somonauk, IL 60552
 craigelliott36@yahoo.com
 (815) 325-4651

Matt Forcum
 Top Dollar Auction Service
 2194 E. 335 N
 Mode, IL 62444
 www.yourtopdollar.com
 yourtopdollar@gmail.com
 (217) 343-3400

INDIANA

Ronalea Allen
 Don Smock Auction Co., Inc.
 6531 S. State Rd. 13
 Pendleton, IN 46064
 www.dsauctions.com
 rstinger@dsauctions.com
 (765) 778-9277

Anthony Griffin
 5520 S. Harding St.
 Indianapolis, IN 46217
 www.keyauctioneers.com
 agriffin@keyauctioneers.com

Veronica Hughes
 Key Auctioneers
 5520 S. Harding Street
 Indianapolis, IN 46217
 www.keyauctioneers.com
 vhughes@keyauctioneers.com
 (317) 353-1100

Thomas Hunt
 Key Auctioneers
 5520 S. Harding St.
 Indianapolis, IN 46217
 www.keyauctioneers.com
 thunt@keyauctioneers.com
 317-353-1100

Chuck Saunders
 5520 S. Harding St.
 Indianapolis, IN 46217
 csaunders@keyauctioneers.com

Julie Scott
 5520 S. Harding St.
 Indianapolis, IN 46217
 www.keyauctioneers.com
 jscott@keyauctioneers.com

IOWA

Elliott PJ Bengford
 320 East 1st Avenue
 Arthur, IA 51431
 epj17@hotmail.com
 (712) 371-4025

Heath Steven Downing
 Downing Auction Co.
 1143 110th St.
 Creston, IA 50801
 heath.downing.14@gmail.com
 (641) 202-6720

Lee Hoeft
 2451 Underwood Ave.
 Charles City, IA 50616
 hoefranch@gmail.com
 (641) 330-9767

KANSAS

Joe Levi Adams
1042 East County Road E
Marienthal, KS 67863
jd8430brent@gmail.com
(785) 443-3324

Darin L. Freehling
P.O. Box 282
Scott City, KS 67871
dfreehling@yahoo.com
(620) 874-1176

KENTUCKY

Dustin Ferguson
2480 Paris Pike
Lexington, KY 40511
laneteamky.com
blake.ferguson.ky@gmail.com
(859) 749-7605

Sondra Lynn Hunt
Thomas R. Hunt Auctioneers -
Marknet Alliance Member
115 Ridgeway Drive
Bowling Green, KY 42103
www.sellwithhunt.com
lynn@wrhuntgroup.com
(270) 784-8094

Taylor Thompson
390 Hwy. 88
Greensburg, KY 42743
taylor.b.thompson97@gmail.com
(270) 932-0043

LOUISIANA

Kenneth J. Bruchhaus
Bruchhaus & Bruchhaus
Auctions, Inc.
29233 Raymond Hwy.
Elton, LA 70532
bruchhausuaction.com
kjbandbb@gmail.com
(337) 584-2485

MAINE

Carol Ann Achterhof
Thomaston Auction Galleries
213 Main St.
Thomaston, ME 04861
www.thomastonauction.com
carol@thomastonauction.com
(201) 354-8141

MARYLAND

Aaron K. Gordon
Bidders Auction Service
12204 Old Cumberland Rd. NE
Flintstone, MD 21530
aaron.k.gordon@mail.mil
(240) 727-9777

MASSACHUSETTS

James Wells
Jim Wells Charity Auctioneer
39 Thicket St.
Abington, MA 02351
Jim.wells@nemoves.com
(781) 248-8424

MICHIGAN

Neil Sheridan
Sheridan Realty & Auction Co.
740 S. Cedar St.
Mason, MI 48854
www.sheridanauctionservice.com
neil@sheridanauctionservice.com
(517) 676-9800

MINNESOTA

Sarah Sharon Christian
Auction Masters & Appraisals
13854 79th Ave. N
Maple Grove, MN 55311
sarah@auctionmasters.com
(612) 262-2485

Tina M. Heidelberger
Heidelberger Auction & Appraisal
2209 Indian Road West
Minnetonka, MN 55305
tinamarieheidelberger@gmail.com
(612) 251-4082

Christopher R. Kahler
Land Service Unlimited/
Auctioneer Alley
46 W. Park Dr.
Sherburn, MN 56171
ckahl_3@hotmail.com
(507) 230-6006

Christopher Mark Rime
11204 Hanson Blvd.
Coon Rapids, MN 55433
christopherrime@gmail.com
(763) 313-7141

NEBRASKA

Scott A. Jarman
Auction Mill
217 E. Main St.
Cedar Bluffs, NE 68015
sjarb68015@yahoo.com
(402) 906-0264

Brant John Pavel
P.O. Box 81 48770 State Hwy. 95
Chambers, NE 68725
brantpavel2015@gmail.com
(402) 336-7464

Clayton W. Schardt
62348 717 Rd.
Steinauer, NE 68441
clayschaardt@yahoo.com
(402) 862-5903

NEW HAMPSHIRE

Robert C. Haynes
Haynes Auction Exchange
18 South Main St.
Mont Vernon, NH 03057
robt41b@verizon.net
(603) 672-8618

NEW JERSEY

Dominikija E. Probstak
A Touch of the Past Auctions
12 7th Street
Frenchtown, NJ 08825
dominikija@embarqmail.com
(908) 996-6525

Gerald Quatro
A Touch of the Past Auctions
32 N. Union St
Lambertville, NJ 08530
atopantiq@verizon.net
(732) 233-0590

NEW YORK

Peter D. Bahr
1348 Ridge Road
Laurel Hollow, NY 11791
peterbahr97@gmail.com
(516) 712-9142

Michael Peterson
1432 Kiantone Road
Jamestown, NY 14701
www.petersonauction.com
peteauction@hotmail.com

NORTH CAROLINA

Christopher K. Brown
234 Easy Way Street
East Bend, NC 27018
(336) 244-3289

Christopher Stewart
4242 Six Forks Rd., Ste. 1550
Raleigh, NC 27609
www.nextlot.com
chris@nextlot.com

NORTH DAKOTA

Andrea Lynn Haugland
Haugland's Action Auction
12311 105 Street NW
Crosby, ND 58730
andrea100x@gmail.com
(701) 648-9965



Bret Kuhns



Having recently obtained my license as an Auctioneer, I joined NAA for the professional growth opportunity that NAA provides. I am looking forward to networking with other professional Auctioneers and I am excited to be member of this organization."

Bret Kuhns
Sedalia, Mo.

OHIO

Nick Amlin
8543 Pilliod
Holland, OH 43528
www.amlinauction.com
Nickamlin98@gmail.com
(419) 654-7653

Dean L. Blackburn
1500 S. St. Rt. 377
Stockport, OH 43787
deanlouis60@gmail.com
(740) 621-1576

Brian Davis
6555 Busch Blvd. Suite 250
Columbus, OH 43229
www.auctionohio.com
brian@auctionohio.com
(614) 499-3340

David Dodd
997 East River Rd.
Stockport, OH 43787
Da3633@gmail.com
(740) 357-6059

Tonya Dodd
997 East River Rd.
Stockport, OH 43787
Tonyarenabell@gmail.com
(740) 357-6059

Douglas A. Fenbert
Fenbert Auctions
6712 Co. Rd. J6
Ottawa, OH 45875
dafenbert@yahoo.com
(419) 303-7205

Matthew Fowler
14781 Divelbiss Rd.
Mount Vernon, OH 43050
matt@mfauctions.com

Mary Hartley
RES
529 Township Road 700
Polk, OH 44866
mhartley@reshowcase.com
(419) 651-3586

Krysten LeCrone
Auction Ohio
6555 Busch Blvd, Suite 250
Columbus, OH 43229
www.auctionohio.com
Krysten@auctionohio.com
(614) 846-3300

Elaine Wehri
19858 Road S
Fort Jennings, OH 45844
elaine.wehri@gmail.com

Jake White
597 Township Rd. 1275
Ashland, OH 44805
jakewhite@reshowcase.com
(419) 685-3961

OKLAHOMA

Juan Friesen
Buckshot Equipment Sales, LLC
104601 S. 3580 Rd.
Prague, OK 74864
www.buckshotequipment.com
johnny@buckshotequipment.com
(432) 638-6955

Watie Dale Goodwin
8550 W. North Ave.
Ponca City, OK 74601
dgoodwin@poncacity.net
(580) 763-2547

Justin Clayton Knight
9854 SE 230th Rd.
Talihina, OK 74571
bandtknight@hotmail.com
(918) 429-9451

Keylon Gene Stogsdill
337 South Saint Louis St.
Welch, OK 74369
kstogsdill997@gmail.com
(918) 244-6207

Quentin Seth Sturgeon
Wiggins Auctioneers LLC
802 W. Maine, Suite B
Enid, OK 73701
www.wigginsauctioneers.com
quentinsturgeon@yahoo.com
(580) 554-7135

Tracy Lynn Wagner
Wagner Auction Service LLC
100 Skyline Drive
Shoemakersville, PA 19555
www.wagnerauctioneers.com
wagnerauctions@msn.com
(610) 562-7445

Taylor Werner
Locate Auctions
P.O. Box 44
Lititz, PA 17543
www.locateauctions.com
info@locateauctions.com
(717) 298-0646

Lisa H. Owens
2219 Steep Landing Rd.
Conway, SC 29526
jthenry@scoast.net
(843) 907-4986

Cody Wayne Tupper
P.O. Box 101
Saint Onge, SD 57779
codytupper@gmail.com
(605) 569-3589

TENNESSEE

Barry Dino Bray
Knoxville Auction Group
282 Thorngrove Pike
Kodak, TN 37764
www.dinobray.com
dinobray@gmail.com
(865) 803-5880

David Bernard Curran
Commercial Advisors
5101 Wheelis Dr., #300
Memphis, TN 38117
www.commadv.com
dcurran@commadv.com
(901) 273-2358

Edward Newton
United Country/Mid South Realty
1600 Twin Hill Way
Collierville, TN 38017
www.unitedcountry.com
edwardanewton@hotmail.com
(901) 853-3636

Thomas M. Ore
Winton Auction & Realty Co.
116 First Ave. SE P.O. Box 160
Winchester, TN 37398
thomasore@realtracs.com
(931) 967-3650

James L. Savage
Tri-State Auctions & Realty, LLC
1234 Hwy. 68
Sweetwater, TN 37874
www.tristateauction.com
jlsavage24@yahoo.com
(865) 617-9122

Leigh Ann Smalley-Ward
P.O. Box 1055 220 Lake Drive
Ripley, TN 38063
fogemporium@hotmail.com
(731) 413-1432

Melody Lynn Smith
P.O. Box 351
Paris, TN 38242
sold.real.estate.and.auctions@gmail.com
(615) 522-7551

Brian Walter Wright
Wright Farms Auctions & Sales
4073 Cadiz Rd.
Bumpus Mills, TN 37028
wrightfarms@live.com
(931) 232-0703

TEXAS

Colton Lee Burns
2551 State Hwy. 276
Emory, TX 75440
coltonburns2017@gmail.com
(903) 951-8766

J. Bryan Davis
P.O. Box 1710
Stephenville, TX 76401
ranchrealtypro.com
ranchpro1@gmail.com
(254) 592-6608

Bridget Galvez
2301 S. Millbend Dr., Apt. #610
The Woodlands, TX 77380
bridget.galvez@gmail.com
(832) 433-1622

Chris Dale Gunn
Gunn Auctions/
Topp Gunn Auto Auction
1129 CR 3390
Powderly, TX 75473
thegunnagency@gmail.com
(903) 272-2925

Caleb Lance Harang
2121 Ella Blvd. #2105
Houston, TX 77008
caleb.harang@gmail.com
(979) 482-1034

John Eric Hebert
Auctions By Bear
2804 Dedman
Pasadena, TX 77503
auctioneerbear@aol.com
(832) 731-3203

Jeb Allen Hogan
1690 FM 1644
Franklin, TX 77856
jeb.hogan@gmail.com
(979) 450-9099

Randy Lee Maldonado
338 44th Street, Ste. D
Corpus Christi, TX 78405
randylmaldonado@gmail.com
(361) 510-5725

Denise McCoy
7160 Hwy 281 N., Ste. 3
Spring Branch, TX 78070
sellztx.com
pmccoy@gvtc.com
(210) 422-5142

Leslie Lynn McMaster
2721 Pyeatt Lane
Conroe, TX 77385
lmcmaster958@gmail.com
(281) 413-0350

Brett Daniel Moriarty
17771 FM 974
Bryan, TX 77808
brett.moriarty509@gmail.com
(509) 998-7790

Heather Storm Neimtschk
368 River View Road
Mc Queeney, TX 78123
heatherneimtschk@gmail.com
(830) 743-0069

Reggie Stacy Roark
Texas Brokers
2687 West Camp Switch Rd.
Longview, TX 75604
www.hiddenwarehouse2.com
lazyranch2008@yahoo.com
(903) 331-9148

Paula Robnett
Robnett Law Firm
10101 SW Frwy., Ste. 900
Houston, TX 77074
robnettlawfirm@gmail.com
(432) 212-1425

Jim B. Shivers
Williams & Williams
2209 White Lane
Haslet, TX 76052
williamsauction.com
jim.shivers@williamsauction.com
(817) 629-2748

Justin Scott Wallace
201 East Sixth Street
Krum, TX 76249
jsw1126@yahoo.com
(940) 368-2059

Thomas Deon Warner
1302 Waugh Dr. # 918
Houston, TX 77019
deon.warner@gmail.com
(713) 933-4221

Colin R. Weatherwax
Texans Can! Cars for Kids
4022 Hillhaven Drive
Heartland, TX 75126
www.carsforkids.org
cweatherwax@carsforkids.org
(469) 525-3872

Kurt C. Wilbur
2213 Red Oak Lane
Richardson, TX 75082
kurtc1717@gmail.com
(972) 497-9505

VIRGINIA

Justin N. Brown
14136 Old Richmond Road
Keeling, VA 24566
j.browntrucking.04@gmail.com
(434) 250-6489

Spencer Wilson
27388 Mine Run Rd.
Rhoadesville, VA 22542
spencer@wilsonauctionco.com
(540) 661-7314

WASHINGTON

Daniel Patrick Coen
Going Twice
10011 Lakeview Ave.
Lakewood, WA 98499
www.store.ebay.com/
goingtwice253
dancoen@gmail.com
(253) 241-0779

WEST VIRGINIA

Corey Lee Hinterer
1080 Wolf Run Rd.
Horner, WV 26372
clhinterer@gmail.com
(304) 625-1302

Philip Lee Mills
Rt. 3, Box 313
Milton, WV 25541
PhilipMills69@outlook.com
(304) 521-3973

WISCONSIN

Analyssa Holliday
United Country-Assured Realty
Solutions & Auction
P.O. Box 562
Onalaska, WI 54650
hollidaysells@gmail.com
(608) 343-8080

Diana L. Ksiazzyk
Team Auction & Appraisals
13765 W. Sjoström Circle
Hayward, WI 54843
tamauctionsale.com
teamauction@yahoo.com
(715) 588-1130

CANADA

Sebastian Gauthier
Atelier STCG Inc.
1185 20 E Avenue SUD 229 rue
Albert-Gunette
St. Jerome, QC J7Z 6V4
Canada
www.atelierstcg.com
stcg@videotron.ca
(450) 430-9598



Lewis Reuer

“

*I am the
2016 SDAA
Bid Calling
Champion.
I enjoy the
auction
business and all
the challenges
it brings. I
hope to keep
expanding the
family business
into a full-
time career. By
joining the NAA,
I hope to get
one step closer
to reaching my
dream!!!”*

Lewis Reuer

Bowdle, S.D.

IN THE RING

PAGE 39 *“We often forget that auctions are fun. We get so lost in ‘Am I good enough? Am I raising enough money?’ We get so bogged down on different questions. It was neat to use my skill in a different way and remind myself that auctions are fun.”*

Erin Ward, CAI, BAS
Star Benefit Auctions
East Islip, New York

PAGE 49 *“We have this amazing master blueprint, and we are just executing that plan. We are sticklers about our brand.”*

Misty Marquam
Marquam Auction Agency, LLC
Portland, Oregon

PAGE 57 *“I hope in the spirit of remembering him that we seek out someone new to meet, to listen to them, and become invested in who they are.”*

NAA President John Nicholls, AARE, AMM, on honoring Scott King
Nicholls Auction Marketing Group
Fredericksburg, Virginia

AROUND the BLOCK



- During the first two quarters of 2017, the wine-auction market blossomed thanks in large part to a spate of pristine provenance, single-owner sales that sent prices soaring over estimate. In the first half of 2017, global sales of fine and rare wine at auction (consisting of sales from the U.S., Hong Kong and London markets) totaled \$144.7 million, a five percent

increase over the same period in 2016, which mustered approximately \$138 million.

However, U.S. sales totaled only \$80.6 million, a drop of four percent from 2016's \$84 million when the Sotheby's \$21.9 million sale of the William Koch cellar bolstered the coffers. Hong Kong, where sales rose 32 percent to \$51 million, staged a comeback, while London sales dipped from \$15.5 million last year to \$13.1 million. With revenues of \$24.4 million, Acker Merrall & Condit led the American auction pack, closely followed by Hart Davis Hart at \$24.3 million and Zachys at \$11.5 million. – via Wine Spectator

- South Africa's RNEWS recently took a look at **what the country's ratings downgrade means for the auction industry**. According to the piece, “while there is a lag effect in the impact of the country's downgraded status by international agencies, South Africans can expect the maturing auction sector to expand as an accelerated sales platform option.”

MEMBERS' CORNER



Jason Aversa with Christie King and 33 others ·

37 mins · Columbus, OH ·

Ladies and gentlemen, you have inspired me. Yes, every single one of you have reached into my soul and made me feel the love.

Last week, I attended my very first NAA Conference & Show and I must say, I am in awe. I am not new to the industry, I've actually been working with Satellite ProLink, Inc. for over a decade. In that time, I have worked for and with you in numerous ways. We have created ads. We have created postcards and brochures. We have created landing pages and now we continue to create ads that travel in a vast space on the internet via Google Adwords and Facebook, only to name a few.

I knew this industry was large. I know you are among a network of the world's best salespeople. I have attended several Florida Auctioneers Association conferences, yes. Yet still, I didn't realize the size of what is known as the NAA Conference & Show.

The scope of C&S wowed me. Auction professionals were quite literally everywhere I went, within the hotel and beyond. A rigorous schedule of classes, seminars, talks and discussions kept everyone occupied, and between all of that the numerous professionals networking in between. You could hear and feel the years of auction experience oozing from the walls of the Hyatt Regency Columbus.

What touched me the most though, were the people. All united in the common good of the betterment of the industry. Full families were there, and with those families, the knowledge of generations of auctioneers and auction professionals. From the opening session, through the President's Gala and the IAC bid calling championship, I watched each of you connect and congratulate one another. There was one thing all of you had and still have in common. You are a family. You lift each other up and support each other in such a way that really touched me and is almost too hard to explain.

John Quincy Adams once said, "If your actions inspire others to dream more, learn more, do more, and become more, you are a leader." That is what each of you have done for me over the last week. Before, I was here to serve you and help you – now I am a part of you, succeeding with you, at your side. Each of you are leaders and I appreciate every single one of you. All in, All done! #NAAPro

Like Comment Share

You, John Schultz, Tim Mast and 11 others

Ladies and gentlemen, you have inspired me ...”

Conference and Show is always a magical time. Lifelong friends are made. Lifelong lessons are learned. Motivation and enthusiasm hit fever pitch. Sometimes, though, even those thresholds are surpassed as Conference hits an attendee right in his or her soul.

That's what happened to Jason Aversa, who took to Facebook to share his experience. A 10-year veteran with vendor and longtime NAA supporter Satellite ProLink, Aversa remarked that above a scope that "wowed" him and a "rigorous" schedule of classes, seminars, talks and discussions, what touched him most were the people "all united in the common good of the betterment of the industry."

Safe to say, Jason's heart for the #NAAPro culture grew three sizes that day, and it appears to be true he's since found the strength of 10 NAA Pros, plus two.

NAA is glad to have your support, Jason. Here's to continued growth all around. ❖

thank you
ADVERTISERS

1-800-The-Sign 7
 AuctionTime/Auction Flex..... IFC/1
 Basinger Audio Systems 17
 CUS Business Systems..... 21
 E.R. Munro and Company 29
 Galaxy Audio..... 25
 Kiefer Auction Supply..... 19
 Lampi Auctioneer, Inc 55
 Mendenhall School of Auctioneering 21
 NAAA..... 13
 Reppert School of Auctioneering 55
 Satellite ProLink, Inc. 19
 St. Jude Children’s Research Hospital..... 56
 Texas Auction Academy..... 53
 Texas Auctioneers Association..... 15
 United Country Auction Services BC
 USA TODAY 8
 Western College of Auctioneering 7
 World Wide College of Auctioneering .. 49

Want to advertise in *Auctioneer*?

Contact: Kari Duncan
 (913) 563-5421
 kduncan@auctioneers.org

CLASSIFIEDS



design
development
photography
copywriting

illumoscommunications.com
 a creative collaborative for small businesses



Time to be Social.
 SPL will make it Simple.

- Custom Creation
- Precise Targeting
- Data Proven Results



SATELLITE PROLINK, INC.
SATELLITEPROLINK.com | 800-510-5465

**Estate Auction Company
 for Sale Due to
 Retirement.**
 Garrisonauctioneers.com

ONE OF A KIND



14K yellow gold with 18K gold nuggets on flanks.
 Total 2.25-carat brilliant cut diamonds. All matched
 GIA color and SL 1-2 clarity. Total gold weight 29.7
 grams, size 13. Never worn.
 jseverson1944@yahoo.com \$12,000

10K yellow gold .50 carat brilliant cut diamonds
 with GL A grade G-H color, VS-1 clarity. Gold weight
 17 grams, size 12-1/2. Has been worn.
 jseverson1944@yahoo.com \$5,000




Coming up in September

Sara Rose Bytnar and Dustin Rogers won their respective division titles in the 2017 NAA IAC. We'll get to know the champions, who will serve as NAA ambassadors over the next 11 months, a little more closely in September!

NAA STAFF

Administration

Chief Executive Officer

Hannes Combest, CAE
(913) 563-5423
hcombest@auctioneers.org

Executive Assistant

Cynthia Malone
(913) 563-5438
cmalone@auctioneers.org

Conference and Show Manager

Joyce Peterson
(913) 563-5439
jpeterson@auctioneers.org

Accounting

Director of Finance & Administrative Services

Rhonda Truitt
(913) 563-5422
rtruitt@auctioneers.org
Accounting Associate
Ruth Richardson
(913) 563-5435
rrichardson@auctioneers.org

Accounting Associate

Cherie Ashton
(913) 563-5434
cashton@auctioneers.org

Membership

Membership Manager

Brandi McGrath Kong
(913) 563-5429
bmcgrath@auctioneers.org

Membership Coordinator

Laina Gunsallus
(913) 563-5425
lgunsallus@auctioneers.org

Membership Assistant

Marilyn Wyatt
(913) 563-5431
mwyatt@auctioneers.org

Education

Director of Education

Aaron Ensminger
(913) 563-5426
aensminger@auctioneers.org

NAF Administrator & NAA Education

Program Specialist

Lois Zielinski
(913) 563-5428
lzielinski@auctioneers.org

Education Coordinator

Kerry Boydston
(913) 563-5432
kboydstun@auctioneers.org

Publications

Director of Publications & Trade Show

Curtis Kitchen
(913) 563-5424
ckitchen@auctioneers.org

Content Developer

Brittany Lane
(913) 563-5430
blane@auctioneers.org

NATIONAL AUCTIONEERS ASSOCIATION INDEX

NAA Board of Directors 2017-2018

Officers President

Scott H. Shuman, CAI
(970) 716-2120
Scott@HallandHall.com

Vice President

Tim Mast, CAI, AARE
(731) 934-4331
tmast@tranzon.com

Treasurer

Thomas W. Rowell, CAI, AARE
229) 985-8388
trowel@rowellauctions.com

Chair of Education Institute Trustees

Janine Huisman, CAI, ATS, BAS, GPPA
(209) 745-4390
janine@huismanauction.com

Past President

John S. Nicholls, AARE, AMM
(540) 898-0971
john@nichollsauction.com

Chief Executive Officer

Hannes Combest
(913) 563-5423
hcombest@auctioneers.org

Foundation Representative

David Huisman, CAI
(209) 745-4390
david@huismanauction.com

Directors

Term expiring 2018

Matt Corso, CAI, CES
(888) 307-6545
matt@marknetalliance.com
William T. McLemore, CAI
(617) 517-7675
will@mclemoreauction.com

Directors

Term expiring 2019

Jason Winter, CAI, AARE, AMM, CES
816-884-1987
jasonbwinter@me.com

Directors

Term expiring 2020

Trisha Brauer, CAI, BAS
(913) 481-8280
trisha@takingbidsbenefit
auctions.com
David Whitley, CAI, CES
(970) 454-1010
david@Whitleyauction.com

Presidential Appointee

Scott Stump
(800) 280-7272 ext. 713
sstump@vivayic.com

National Auctioneers Foundation Board of Trustees 2016-2017

Officers President

J.J. Dower, CAI, AARE, AMM, CES
(423) 569-7922
jjdower@ayersauctionrealty.com

Vice President

Thomas Rowell, CAI, AARE
(229) 985-8388
trowell@rowellauctions.com

Chairman of the Board

Larry Theurer, CAI, GPPA
(620) 326-7315
larry@theurer.net

Finance Chair

William L. Sheridan, CAI, AARE, GPPA
(517) 676-9800
bill@sheridanauctionservice.com

Trustees

Terms expiring 2017

Marvin Henderson
(225) 686-2252
belinda@hendersonauctions.com
Homer Nicholson, CAI, AARE, CES
(580) 767-1236
nicholsonauction@cablone.net
Jay D. Nitz, CAI, GPPA
(402) 727-8800
jaynitz@omni-tech.net

Trustees

Terms expiring 2018

John Dixon, CAI
(770) 425-1141
john@johndixon.com
Lonny McCurdy, AARE
(316) 683-0612
lmccurdy@mccurdyauction.com
Scott Steffes, CAI, CES
(701) 237-9173
scott.steffes@steffesgroup.com

Trustees

Terms expiring 2019

Barbara Bonnette, CAI, AARE, GPPA
(318) 443-6614
barbara@bonnetteauctions.com
David W. Huisman, CAI
(209) 745-4390
david@huismanauction.com
Mike Jones, CAI, BAS, GPPA
(214) 906-5265
mikejones@unitedcountry.com

NAA Board Representative

NAA Past President

Spanky Assiter, CAI, AARE
(806) 655-3900
spanky@assiter.com

Executive Director

Hannes Combest, CAE,
(913) 563-5413
hcombest@auctioneers.org

Foundation Staff

Lois Zielinski, Administrator
(913) 563-5427
lzielinski@auctioneers.org

NAA Auxiliary Board of Trustees 2016-2017

Officers Chair

Debra Brock
(315) 641-0748
djbrock2@cox.net

Vice Chair

Terri Walker
(901) 413-9738
Terri@walkerauctions.com

Secretary

Krista Shuman
(970) 978-5928
krista@hallandhall.com

Past Chair

Angela Johnson
(352) 672-2038
Johnsonsix1994@gmail.com

2nd Past Chair

Traci Ayers-Dower
(423) 912-1122
Tracidower@aol.com

Historian

Lucinda Terrel
(816) 420-6257
lrterrel@hotmail.com

Trustees

Sandy Bauermeister
(260) 403-1660
bauermeister@earthlink.net
Kay Kruse
(260) 645-0205
kaykruse@gma ii .com
Hannes Combest, CAE
(913) 541-8084 ext 13
hcombest@auctioneers.org

Member at Large

Britni Rogers
(336) 528-0511
britni@rogersrealty.com

NAA Education Institute Trustees 2017-2018

Officers Chair

Janine Huisman, CAI, ATS, BAS, GPPA
(209) 745-4390
janine@huismanauction.com

Vice Chair

Thomas C. Jordan, CAI, AARE, ATS, CES, MPPA
(919) 832-8005
bid007@nc.rr.com

Trustees

Through July 2018

Jimmie Dean Coffey, CAI, AARE, ATS, BAS, CES, MPPA
(812) 822-3200
jcoffey@unitedcountryin.com

Trustees

Through July 2019

Beth Rose, CAI, AARE
(419) 534-6223
beth@bethroseauction.com
Philip Gableman, CAI, ATS, GPPA
(845) 635-3169 x100
Philip103@gmail.com

Trustees

Through July 2020

Sherman Hostetter, CAI, AARE, BAS, CES, GPPA
(724) 847-1887
sherm@sherm.biz
Wendy Lambert, BAS
(817) 946-2114

NAA Representative

Tim Mast, CAI, AARE
(731) 934-4331
tmast@tranzon.com



8880 Ballentine St.
Overland Park, KS 66214-1900
Phone: (913) 541-8084 Fax: (913) 894-5281
www.auctioneers.org

NAA advertising notice to readers

Auctioneer accepts advertisements from a variety of sources but makes no independent investigation or verification of any claim or statement contained in the advertisements. Inclusion of advertisements should not be interpreted as an endorsement by the National Auctioneers Association or *Auctioneer* of any product or service offered through the advertisement program. The NAA and *Auctioneer* encourage you to investigate companies before doing business with them. Furthermore, *Auctioneer* is designed to provide information of general interest to Auctioneers. The reader's use of any information in this publication is voluntary and within the control and discretion of the reader. Finally, the NAA does not mediate disagreements that may arise between buyers and advertisers.

DOUG WALTON
Ohio Auctioneer/Broker



For over 65 years the Walton Family has been serving the Ohio marketplace with professional auction solutions. My father started our company in 1951 and since that time we have taken great pride in our ability to deliver the highest level of auction services to our clients. I contribute much of our success to these key factors:

- **Work ethic** – no job is finished until it is finished correctly
- Our **family** support system – my wife and son work by my side
- The powerful **technology** platform and **SEO** we receive through United Country Real Estate
- My **affiliation** with the National and State Auctioneers Associations
- Professional **business planning** and coaching provided by United Country's Executive Management Team

The only thing that matters is the success of your auction – that's the motto we stand behind!

- Doug Walton

CHIP CARPENTER
Ohio Auctioneer/Broker



As a first-generation auctioneer, I am fortunate to have enjoyed great success in the auction business. During the past 33 years, we have managed to create an auction company that has surpassed our expectations. We contribute this to:

- **Hard work** – early starts and late nights
- Treating our clients **fairly** and with the **utmost respect**
- **Leads and referrals** through our relationship with United Country Real Estate
- **Dedication** to preserving and bettering the auction industry
- The **mentorship** I received early on from the well-respected auctioneer, Ed Lake
- Professional **marketing services** from United Country's Enhanced Marketing Solutions

We take extraordinary pride in living our core values – service, expertise, community and fun – each day!

- Chip Carpenter

At United Country, our brokers, agents and auctioneers are our partners. If you're ready to take your real estate and auction career to the next level, no one can provide a clearer path than United Country.

FIND YOUR FREEDOM®
800.444.5044 • JoinUCAuctionServices.com