

Auctioneer

MAY 2012

The official publication of the National Auctioneers Association

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2012

National Auctioneers Association

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DIRECTORS

ELECTION



Auctioneer

MAY 2012 | VOLUME 64 | NUMBER 5

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The official publication of the National Auctioneers Association

- 6 From the President**
It's a new day for the NAA

NEWS & FEATURES

- | | | |
|--|---|--|
| 7 Board report
Votes to take place during July meeting | 14 For the future
CAI students share ideas for improving businesses | 18 Work it out
IRS guidelines determine worker classification |
| 21 New tax form
1099-K tracks credit card, third-party sales | 22 Business liquidations
Shaky economy leads to boom in business | 24 Candidate profiles
Six candidates in running for two Director positions |
| 38 Auto championship
NAA member is first female winner | 40 Selling cars
Attendance strong at auto auctions across U.S. | |

BUSINESS PRACTICES

- | | | |
|--|--|--|
| 20 Create conversations
Invest in personal interactions, even online | 34 Just like Superman
How Auctioneers should stand up to bullies | 36 E-mail extraction
Use caution when pulling data from Internet |
| 44 Absorption in values
Using a supply, demand concept in appraisals | | |

NETWORKING

- | | | |
|-------------------------------|-----------------------|------------------------------|
| 10 Conference and Show | 52 In memory | 63 WebPage |
| 48 Auction schools | 54 New members | 64 Industry spotlight |
| 49 Success stories | 62 FillerWords | |

DEPARTMENTS

- | | | |
|-----------------------------|----------------------------------|-----------------------|
| 58 Hall of Fame form | 60 Membership application | 65 MarketPlace |
|-----------------------------|----------------------------------|-----------------------|

Notice to readers: The June/July and December/January issues of *Auctioneer* will be combined.

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Christie King
CAI, AARE, BAS, NAA President

National Auctioneers Association President Christie King, CAI, AARE, BAS, became a member of the association's Board of Directors in 2006. She has served as an Education Institute Trustee, as a member of several committees and as NAA Vice President for two terms. King and two brothers represent the fourth generation of leaders for J.P. King Auction Co., Gadsden, Ala. King started C. King Benefit Auctions LLC, Gadsden, in 2007.

It's a new day for the NAA

In mid-April, your National Auctioneers Association Board of Directors met to discuss recommendations from the Vision 2015 Task Force. The outcomes of its discussions can be found on the next page.

The process — collecting member feedback on the Task Force's recommendations before the Board meeting — is different from anything we have done in the past.

We had the Task Force's proposals listed in the January issue of *Auctioneer* and on the NAA's website, and we asked you to send your feedback to CEO Hannes Combest, CAE. She received more than 100 correspondences, and members of the Board and NAA staff made presentations to about 10 state Auctioneer associations.

Board members reviewed all of the discussions on the NAA Forum and on various social networking websites. NAA leaders also took polls at the State Leadership Conference and at the Real Estate Auction Summit, and we talked about the recommendations every time we saw members at educational events and meetings.

Thank you

Members were very generous with their comments. I want to thank every one of you for taking the time to make sure we heard your voice. It is obvious that members are very passionate about this organization, and we appreciate your passion! We would like to continue to get your feedback as we move forward on future issues.

Change isn't easy. The NAA must look to what will make us relevant for today's members and those in the future. The creation of, and input from, the Council on Future Practices and Vision 2015 Task Force were important first steps toward making the NAA even more valuable to the industry and its professionals.

It's a new day at the NAA. We've successfully completed a process that truly involved all members, as well as significant amounts of research from focus groups. We were open and inclusive, and we benefited greatly from the thoughtful members that make up this association.

People power

Auction professionals across the country now have a tremendous opportunity to ensure the continued success of our industry through education, technology and human capital. The people of this profession — whether they manage technology, call the auction or do the clerking — are invaluable innovators who have the opportunity to create new processes and push new ideas that will revolutionize what we do. The bonds we create through networking with colleagues and sharing resources only make us stronger. I've found open communication and the acceptance of multiple points of view has helped the NAA move forward productively and in the best interests of all involved.

We have accomplished an important objective at the NAA, and I can confidently say this association is on the right track toward the future.

Please take the time to read what the Board is proposing to finalize in July. It's important, as it affects all members of this organization. You may not agree with all of the decisions, but again, please keep in mind they have been made with the best interests of the NAA and its members at heart.

I hope to see you all in Spokane in July!

Board plans to take action on Task Force recommendations

By NAA staff

The National Auctioneers Association Board of Directors discussed recommendations from the Vision 2015 Task Force during its spring meeting in mid-April.

The Board now plans to vote, during its meeting in July, on allowing any auction professional to join the association as a voting member; however, it chose to forgo a name change at this time for the NAA.

The Board decided not to move forward with two Task Force recommendations, the name change and elimination of the Past President position, which would have required changes to the NAA's Bylaws and Articles of Incorporation.

The May 2011 white paper, "Give Me Five, Now Ten ... Years Into the Future," from the NAA's Council on Future Practices, spurred the creation of the Task Force and its recommendations. The suggestions were presented to the Board of Directors with the belief that they would ensure the NAA continues to provide relevant and valuable educational opportunities and representation for the auction industry.

Proposed changes

Several of the council's communications, through the paper, focused on education and the development of external relationships for auction professionals. In response to the council's document, the Task Force was charged with preparing the NAA for structural changes that would provide flexibility necessary to address future changes in the industry.

The recommendations were as follows:

- 1) Create one class of membership that allows all members to vote
- 2) Change the name of the organization to the National Auction Association

3) Eliminate the Immediate Past President position from the NAA Board of Directors

4) Make it a presidential decision whether or not to appoint an outside individual to the Board

5) Reduce the number of Education Institute Trustees by three (the NAA Treasurer would no longer serve and two other Trustee positions would be eliminated — reduction would occur through attrition) and one year of service from the tenure of the Education Institute Trustees (from four to three years)

6) Eliminate the Candidate Information Review Committee — create a Nominating Committee that would be responsible for submitting up to two candidates per vacant position (individuals who wish to serve without nominations could still run as long as they met the deadlines specified in the Bylaws)

Outcomes

During its April meeting, the Board thoroughly discussed the recommendations, as well as feedback NAA members provided during the past three months.

In other actions

During its spring meeting, the National Auctioneers Association Board of Directors took these actions:

- It approved the association's audit, which Ifft and Co. conducted using generally accepted accounting principles, for the 2011 fiscal year. The 2010 financial statements were restated to conform to these principles after the amount of deferred lifetime membership was corrected. As a result of this action, no material deficiencies were identified for 2011.
- It approved notifying NAA members of various potential revisions to the Bylaws that it plans to vote on in July.
- It directed staff to develop a working agreement with St. Jude Children's Research Hospital that would provide the NAA "naming rights" to a Postdoctoral Fellowship if members raised \$500,000 in five years.
- It directed staff to further investigate Colorado and Kentucky as potential destinations for the 2014 International Auctioneers Conference and Show.
- It approved the development of a task group to research and talk with members about the values and ethics members should insist upon when working with bidding platform providers.

In response to the Vision 2015 recommendations, considering strongly the input from NAA members, the Board made these decisions:

- 1) It will vote on the creation of one class of membership that provides all members the right to vote in NAA elections. Approval requires a Bylaws change.
- 2) No membership vote will take place on a potential name change for the association. A name change would have required an amendment to the Bylaws and Articles of Incorporation. As some NAA members liked the name change as proposed, and some did not, the Board will continue to

continued »

ask for feedback and conduct research on the issue so as not to rush into a decision.

3) It tabled the suggestion to eliminate the Past President position. The Past President will continue to serve on the Board.

4) It will vote on a possible revision to the NAA Bylaws that would align them to reflect the section of the Articles of Incorporation regarding Presidential Appointees. According to the NAA's Articles, the President of the Association has his or her choice on whether or not to appoint an

outside individual to the Board.

5) As the NAA's Education Institute supports a reduction in the number of its Trustees, with the intention of creating more efficiency within the group, the Board plans to vote on a revision to the NAA Bylaws that would do the following: 1) Reduce Trustee terms from four to three years; 2) Eliminate two positions, through attrition, by 2015; 3) Discontinue the NAA Treasurer's service on the Board effective July 2013. If approved, the Education Institute Trustees would comprise six

members, plus the NAA Vice President, in July 2015.

6) It plans to vote on a Bylaw change that could eliminate the Candidate Information Review Committee and establish a Nominating Committee. The group would be responsible for submitting up to two candidates per vacancy on the Board of Directors. Individuals who wish to serve without nomination from the committee could still run as long as they met the deadlines specified in the Bylaws. ❖

Member Notice on Proposed Bylaw Revisions

July 17 Board of Directors meeting

Article II - Membership

1. There shall be one class of members as follows:

- (a) Auction Professionals: Individuals who make their primary income in the auction industry. All auction professionals are eligible to vote and will be required to affirm the following: "I solemnly swear (or affirm) that I will faithfully support its objectives, comply with the NAA Code of Ethics and pay the established dues."

Auxiliary membership will remain as stated.

(Article II.2 Qualifications are absorbed in the statement above)

4. Vote. Active members shall be entitled to vote in person in all meetings of members. Members may request a mail-in ballot in writing by June 1 or the closest business day before June 1. Ballots will be mailed out by June 1 or the closest business day after June 1. Ballots must be returned, postmarked by July 1; envelopes must contain an individual's name and member number in order to be valid. Sealed ballots will be turned into the Election Committee. Members who return a ballot by July 1 and who can identify their ballot by showing their name and member number on the envelope may request their ballot be destroyed and be allowed to vote at the annual meeting.

Article III - Directors

2. Number of Directors, Election and Term of Office. The Board of Directors shall consist of the President, Vice President, and Treasurer of the Board of Directors, six elected members of the Association, two (2) of whom shall be elected annually, and the President of the National Auctioneers Foundation Board of Trustees or their designee, and the Chair of the Education Institute Trustees elected as provided in Article XII, Paragraph 3(a). The President shall also have the right to appoint one additional Board member who may or may not be a member of the Association whose term shall last for one (1) year. The President, Vice President and Treasurer shall hold office as Directors so long as they hold their respective positions as elected officers of the corporation. The term of office of the elected Director shall be for three

(3) years. In addition, the Chief Executive Officer of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

Article XII - Committees

2. Nominating Committee. The Vice-President, subject to the approval of the Board of Directors, shall appoint a Nominating Committee, the members of which shall serve for one (1) year or until their successors are appointed and qualified. The Nominating Committee will consist of the Vice President, the Past President, the NAF Representative to the NAA Board, the chair of the Education Institute Trustees and a member leader from a state association. They will be responsible to:

- Work with the board to identify the optimal board matrix based on the strengths and needs of the board (including the need for diversity as defined by the organization).
- Screen candidates' eligibility and assess qualifications for service.
- Recommend up to two nominations for each vacancy.

Nominations from the membership for Association positions must be submitted to the Association headquarters office on or before March 1 of each year for the election at the annual meeting. Members who are not recommended by the Nominating Committee may still run for office as long as the deadline date is met.

3. Education Institute Trustees. The President, subject to the approval of 80% of the Directors present at a meeting of the Board of Directors and giving due consideration to recommendations from the then current Education Institute Trustees, shall appoint a committee consisting of six (6) members (effective 2015). The Trustees shall serve staggered terms of three (3) years (effective 2012) or until their successors are appointed and qualified so that two (2) Trustees shall be appointed each year. The Vice President and Treasurer of the Association shall serve as additional members during his or her term; effective July 2013, the Treasurer will no longer serve on the Trustees. Qualifications for service as a Trustee shall include holding an NAA designation and active membership in NAA for at least five (5) years. The Education Institute Trustees shall operate as follows:

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Wells

NAA members:

I hope you are all planning to come to Spokane, Wash., for the National Auctioneers Association's 63rd annual Conference and Show.

Spokane is a great place for all of us to gather, see many of our old friends and meet some new ones. We can all come for the networking, the education and

the many great things we will learn from the rest of our auction families.

You may also want to come for the many great experiences await-

ing you in the Spokane area. For the outdoor explorer, there's whitewater rafting, camping and miles of trail systems. For those who are a little less adventurous, the shopping, wine tasting, parks and cultural attractions cannot be beat.

Below, I have compiled a list of some of the best things the city, state and surrounding areas have to offer.

Start planning your trip now!

I hope to see you in July,

Randy Wells, CAI, AARE, BAS, CES, GPPA

Post Falls, Idaho

SEE YOU IN SPOKANE

- Ride on the restored 1909 **Looff Carousel**, featuring 54 horses, one giraffe, one tiger and two Chinese dragon chairs
- View **Riverfront Park** on the SkyRide
- Learn about Spokane history on the **Spokane Falls Northern Railway** tour
- Check out the area's finest natural attraction, the **Spokane River Falls**
- Take a slide down a 300-ton, red **Radio Flyer** wagon
- Have your picture taken by the 155-foot **Clocktower on Havermale Island**
- Feed the **Garbage Goat** in Riverfront Park
- Taste the **great wines** of the Northwest at several of the more than 20 wine-tasting rooms
- Don't miss the beautiful gardens of **Manito Park**
- Walk or ride the 900-mile, multi-use recreational **Centennial Trail** systems that hit the Idaho and Nevada borders
- Experience Native American culture with dancing, songs and games at the **Julyamsh Powwow** in Post Falls, Idaho, on July 20-22
- Take a trip over to the **Buck Knives factory**, which is about 20 miles from the convention hotels
- Enjoy a scenic ride on North America's **longest gondola** about 70 miles east of Spokane in Kellogg, Idaho
- Ride the trail of the **Coeur d'Alene's bike path**, with more than 71 miles of paved path that takes you to the chain lakes region along the shore of Lake Coeur d'Alene
- Fit some family fun into a day at the **Silverwood Theme Park**, about an hour from the convention hotels, with more than 65 rides, shows, attractions, water slides, wave pools and much more
- Stay for the sights of Lake Coeur d'Alene, with fabulous sunsets, lake cruises, Coeur d'Alene marina, a floating board walk and a **golf course that features a floating green**
- Take the time to visit the fifth-deepest lake in the U.S., **Lake Pend Oreille**, in the northern Idaho Panhandle
- Visit **Farragut State Park**, at Lake Pend Oreille's southern tip, to check out the area's many beautiful trees and local wildlife such as mule deer, elk, black bears, osprey and bald eagles
- And last but certainly not least, consider taking a jet boat ride up **Hells Canyon**, a 10-mile wide canyon located along the border of eastern Oregon and western Idaho ❖

DON'T MISS THE DEADLINES FOR CONFERENCE AND SHOW 2012

MAY 23

Conference registration

(Rates increase after May 23)

Preconference education registration

(Rates increase after May 23)

Hotel cutoff

To secure the NAA discounted rate, you must make your reservation by the deadline. After the deadline, reservations will be accepted on a space-and-rate-available basis only.

International Auctioneer Championship

Late entries are not allowed. Go to www.conferenceandshow.com for more information.

JULY 17

International Junior Auctioneer Championship

Advance entries must be received by July 1 at the NAA headquarters office. On-site entries must be received by 5 p.m. PDT at the NAA Registration Desk located in the Spokane Convention Center.

For additional Conference and Show information, go to www.conferenceandshow.com.

SAVE IN SPOKANE

The 63rd annual International Auctioneers Conference and Show is one of the most affordable of the past decade. The event, scheduled for July 17-21 in Spokane, Wash., offers these money-saving advantages:

- Hotel rates of only \$89 and \$129 per night
- Lower ticket pricing on nearly every meal (lowest since 2004)
- Registration fees that remain unchanged
- Affordable payment plans

GET YOUR CEUs AT CONFERENCE AND SHOW

The National Auctioneers Association again plans to offer four state-approved continuing education courses during Conference and Show on July 18-21. The courses are as follows:

JULY 18

"Federal & State Regulations: What You Can & What You Can't"
(Three hours of continuing education credit)

JULY 19

"Internet Auctions: Trends & Technology"
(Three hours of continuing education credit)

JULY 20

"Business Liquidations"
(Three hours of continuing education credit)

JULY 21

"Ethics"
(Three hours of continuing education credit)

START PREPARING NOW TO COMPETE IN AUCTIONEERING CHAMPIONSHIP

NAA Auctioneers:

It is time to make a decision about entering this year's International Auctioneer Championship, scheduled to take place during Conference and Show in Spokane, Wash., on July 20. The deadline to submit your entry is May 23 at 11 p.m. central time.

If this is your first year as an IAC contestant, or if you have more than 10 years of experience, you will be competing with the best of the best during an unforgettable day. We hope the experience you will take away challenges you to want to be your best self.

As an Auctioneer, any time you are able to put yourself in a position to improve, you should take it. Take advantage of those rare opportunities because the experience you will gain is invaluable.

It is amazing the support you will receive from the other competitors, past IAC champions and NAA members throughout the day. Everyone wants to see you have a great run and do the best job you can.

We suggest you start preparing yourself now so you can be in your own element that day when you step up on the stage. Most importantly, don't forget to smile, relax and enjoy the day!

We have both had remarkable journeys that have brought us to this point. We had the opportunity to challenge ourselves over the course of several years to improve each time we competed. Some of the greatest rewards



Camille Booker, CAI, CES, and Joseph Mast, CAI

INTERVIEW PORTION OF COMPETITION TO BE SIGNIFICANTLY SHORTER

This year's International Auctioneer Championship will again feature an interview portion; however, contestants will be limited to two minutes for their answers. International Auctioneer Championship Committee Chairman John Nicholls says a good speaker must be concise. Also, the change will decrease the amount of time it takes to complete the competition.

Nicholls says Conference and Show attendees can expect some positive changes to the scoring system, as well.

"We're excited to see what new competitors may be coming out of the Pacific Northwest and from other parts of the country," he says via e-mail.

Through the competition, Nicholls says IAC contestants have the opportunity to gain the following:

- One of the best learning opportunities available
- Friendships and bonds that can last a lifetime
- Job opportunities from potential employers
- The opportunity to overcome nerves, get experience and polish skills

"If you can function in this pressure-packed environment, it is going to be so much easier when you are auctioneering in the 'real world' setting," he says.

have been to meet and befriend everyone that was in last year's competition. We have made friends and memories that will no doubt last our lifetimes!

We have had the wonderful opportunity to serve as 2011 IAC champions and NAA Ambassadors, and we are looking forward to welcoming a new set of champions in July.

We look forward to seeing all of you in Spokane!

Sincerely,

Joseph Mast, CAI
Real Estate Showcase Auction Co.
Millersburg, Ohio

Camille Booker, CAI, CES
Booker Auction Co.
Eltopia, Wash.

PARADE OF CHAMPIONS TO TAKE PLACE DURING FUN AUCTION

The Conference and Show Oversight Committee and International Auctioneer Championship Committee have decided to move the annual Parade of Champions, which traditionally takes place during the IAC, to the Fun Auction on July 18.

C&S Oversight Committee Chairman Bryan Knox, CAI, GPPA, says the decision was made to meet two goals: 1) decrease the time it takes to complete the IAC; and 2) raise awareness of, and increase bidding in, the Fun Auction.

Championship Committee Chairman John Nicholls says the change is beneficial for both events.

"Some members really enjoy listening and watching the past champions sell an item, and the Fun Auction sometimes has challenges with getting different Auctioneers to sell items," he says in an e-mail. "This tweak will make the Fun Auction evening no longer, but it could reduce the time of the IAC evening by as much as one hour.

"The need for Auctioneers will always be felt at the Fun Auction, and what better way to fill that need than with past IAC champs?"

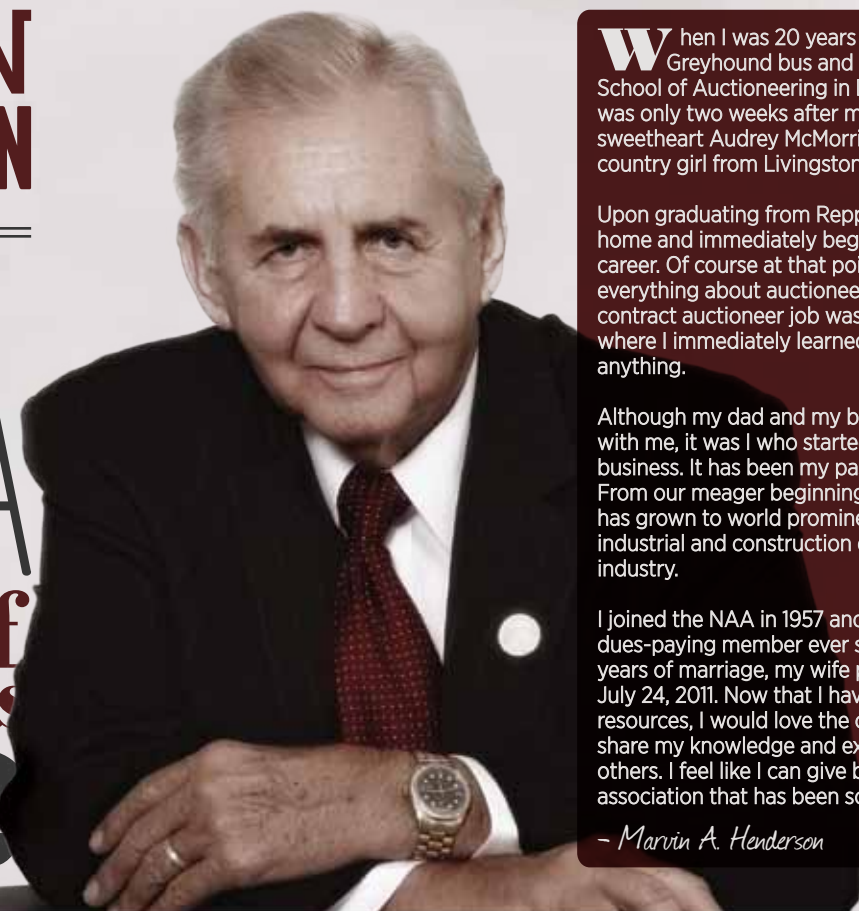
MARVIN HENDERSON

for

NAAA

board of DIRECTORS

2012



When I was 20 years old I boarded a Greyhound bus and went to Reppert School of Auctioneering in Decatur, Indiana. It was only two weeks after marrying my sweetheart Audrey McMorris, a beautiful country girl from Livingston, Louisiana.

Upon graduating from Reppert, I returned home and immediately began my auction career. Of course at that point I knew everything about auctioneering. My first contract auctioneer job was at a car auction where I immediately learned that I didn't know anything.

Although my dad and my brothers worked with me, it was I who started the auction business. It has been my passion all my life. From our meager beginnings, our company has grown to world prominence in the industrial and construction equipment auction industry.

I joined the NAA in 1957 and have been a dues-paying member ever since. After 54 years of marriage, my wife passed away on July 24, 2011. Now that I have the time and resources, I would love the opportunity to share my knowledge and experience with others. I feel like I can give back to the association that has been so good to me.

- Marvin A. Henderson

BUILDING for the future

CAI attendees learn how to improve their businesses, themselves

By **Bryan Scribner**
editor

It might have boosted his business by as much as 40 percent, but Whitey Mason, CAI, says his three-year experience in the Certified Auctioneers Institute increased his confidence level by 200 percent.

Mason, of Whitey Mason Auctions, Guthrie, Okla., says with the CAI designation under his belt, he is now eager to take on previously intimidating tasks, such as meetings with bank executives.

The entire CAI experience, from CAI I through CAI III, is something Mason says he will never forget. He highly recommends it to novice or experienced auction professionals, who he says will benefit as much from the networking as they will from the education.

CAI offers students a chance to talk with and learn from auction industry “icons” who are leading, and setting standards for, the profession, Mason says. The mid-March program on the campus of Indiana University in Bloomington, Ind., also provides students an intimate setting for learning and networking.

The course that stood out most for Mason was “Legal Issues for



Tom Saturley, CAI, of Tranzon Auction Properties, Portland, Maine, teaches “Legal Issues for the Auction Professional” during CAI 2012. Photos by Anna Lewis

the Auction Professional” from Tom Saturley, CAI, of Tranzon Auction Properties, Portland, Maine. Saturley’s 30-minute presentation focused on situations in which Auctioneers might find themselves, providing practical advice for avoiding legal trouble.

The CAI III class, of which Mason was a part, awarded him this year’s Pat Massart Leadership Award.

CAI I

In CAI I, Wendy Miller, BAS, of Curran Miller Auction/Realty Inc., Evansville, Ind., says she met people she believes she will maintain relationships with throughout her career.

“We’ll share ideas and help each other out,” she says. “That’s just as valuable as the actual coursework.”

Miller says she got many ideas during the “Technology” course from Chris Rasmus, of Rasmus Asset Advisors, Alexandria, Va. It focused on using technology efficiently to maximize profitability.

When Miller came back from CAI in late March, she quickly put to use a free video-creation application to improve her company’s marketing efforts. She says Rasmus recommended many types of software and other technologies that would further improve Curran Miller’s business.

At CAI, she says all of the class members and instructors are open and willing to share ideas and discuss ways in which auction professionals can make their businesses better.

“You’re learning from the best in the business,” Miller says. “These are leaders, these are innovators ... these are incredible Auctioneers.

“Auctioneers are so willing to share information — things that they’ve found helpful ... and then also share practices that maybe haven’t been so successful.”

The presenter that stood out for CAI II student Samantha Saturley Kelley was Ryan George, of Biplane Productions, Lynchburg, Va. George gave presentations on marketing and branding.

Kelley, of Tranzon Auction Properties, Denver, says George was a dynamic speaker who offered eye-opening ideas, particularly on social media, that she plans to implement in her business. She says she now has a better understanding of marketing and the importance of brand management.

“We want people to understand what we do as Auctioneers, and the better education that we have makes us look better to the public,” she says. “I don’t think you can get enough education.”

CAI Next

CAI *Next* again featured the Kelley School of Business’ Senior Lecturer of Marketing Ann Bastianelli, who led three days of interactive presentations and team-based activities March 18-20.

On the first day, participants were provided an assessment of their personal strengths and weaknesses. CAI *Next* attendee Dale Schaezke, CAI, AARE, of Auction Marketing Group Inc., Shrewsbury, Mass., says he found that portion of

the course “fascinating,” as it challenged him to focus on his strengths.

“If you’re weak in some area, get somebody who’s strong there rather than trying to make a square peg fit into a round hole,” he says.

He says he was happy to have Bastianelli for the “graduate-level” program. She was engaging, animated and focused on every student.

“Five minutes into it, we knew we were listening to somebody who really knew her stuff,” he says.

Schaezke, who received his CAI designation in the early 2000s, audited a few CAI courses following CAI *Next*. Overall, he says he was



Scott Mihalic, of Mihalic Associates & Auctioneers LLC, Chardon, Ohio, calls for bids at Christy’s Of Indiana Inc., Indianapolis, during CAI 2012.

impressed with the professional education and dedicated advisers at CAI.

“Getting back to the Memorial Union at Indiana University was just a total joy,” he says. “It’s such a great place to be meeting with Auctioneers and be in a genuine learning environment.” ❖

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CAI II



CAI III



CAI Next

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- Josh Bellamy
- Tim Boeglin
- Darren Bok
- John Bottero, AARE
- Michael Broughton
- Ronald Leroy Chamness
- Phyllis Coffey, BAS
- Brian Cooper
- Timothy Gene DeLay
- Zachary Franks
- Philip Gableman
- James Andrew Graves
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- Kevin Herron
- Daniel Jarrod Hines
- Susan Hinson
- Thomas Hirschak III, AARE
- Tyler Hirschak
- Matthew Hostetter, CES
- Joshua Coburn Houk
- Karen Huelsman
- Jerry Hunter
- Ashlee Hostetter Johnston
- Marianna Kacsarovsky
- Travis Kaddatz
- Brian Kuzdas
- Ronald Leftwich
- Jon Mast
- Scott Mihalic
- Wendy Ann Miller, BAS
- Mark Mommsen
- Andy James O'Hanlon
- Jimmy Orrell
- Verlan Owens
- James Pike, AARE
- Michael Powers
- Daniel Reeder
- Mark Schroeder, BAS, CES
- Kenny Schum
- Mark William Schustrin, ATS, BAS
- Ronald Shaw
- Amy Shum
- Nicolas Smock, GPPA
- Jeremy Standridge
- Lance Patrick Swigert
- Jason Lee Wallingford
- Tammy Watts
- Christopher Wilson, CES
- David Wilson, AARE

CAI II

- Russell Abbott, GPPA
- Seth Stephen Andrews
- Chantel Booker
- Trisha Brauer, BAS
- Jack Christy Jr., ATS, BAS
- Lloyd Cooper, BAS
- Jeff Crissup
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- Dan Duke, ATS, CES
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- Staci Hernandez
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- Christopher Lemoine
- Jacquelyn Lemons-Shillingburg
- Thomas Dale Livingston, CES
- Terry Mangum
- Homer Nicholson, AARE, CES
- Justin Travis Ochs
- Thomas Lee Patterson
- Phillip Pierceall
- Sidney Smyth
- Larry Suckla
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- David Taylor
- Todd Van Sickle
- Justin Vondenhuevel, CES
- Michael Walker
- James Wesley Watts, CES, GPPA
- Brent Wellings
- Andrew White
- Jason Yoder

CAI III

- Roland Richard Bauer AARE, ATS, BAS, CES, GPPA
- Albert Brown, CES
- Rachel Lynn Chillas
- Andrew Comly Jr.
- James Comly
- Maverick Commins
- Daniel De Villiers Crous
- Robert Dann AARE
- Neil Enslow, AARE
- Russell Allen Farrin
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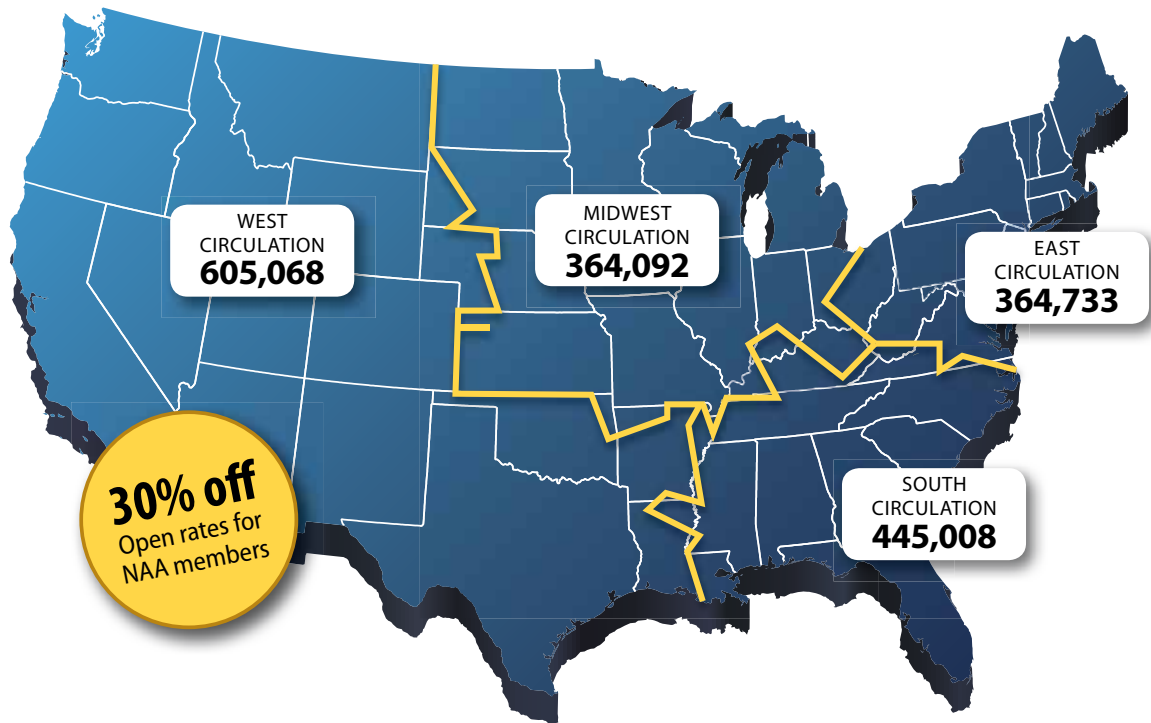
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- James Logan, CES, GPPA
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- Ken Mason
- Stephen Mayers
- Mark Moore
- Courtney Nitz-Mensik
- Paul Roesch, AARE, ATS, BAS, CES, GPPA
- Sara Michelle Rose
- Samantha Elaine Rowell
- David Runte, GPPA
- Gayle Stallings, BAS
- Jodi Lynn Sweeney, BAS
- Brad Wooley

CAI Next

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Work it OUT

Follow government guidelines to determine your classification as an auction professional

By **Bryan Scribner**
editor

Does your boss tell you where to purchase supplies, provide you with continuing education and insurance benefits? You might be an employee.

Do you perform your auction services without instruction, pay your way to events and take the risk of financial loss? You might be an independent contractor.

Whether you're trying to determine if your auction services categorize you as an independent contractor or employee, or if you're struggling to find out under which category a new hire falls, the Internal Revenue Service now provides more easy-to-follow guidelines in Publication 1779.

Worker classification can affect how auction professionals report income tax, social security and other taxes. It determines how tax forms should be filed, and it ensures government benefits are

earned and distributed properly.

The IRS says the determination of whether a worker is an independent contractor or employee falls into three categories: 1) behavioral control; 2) financial control; and 3) relationship of the parties.

Behavioral control

Do you or does somebody direct you to do the work that is to be done while at auction? If someone controls an auction professional in this way, then the worker is likely an employee.

Now, an employee must receive extensive instruction on how he or she is to perform the work; however, the employer doesn't have to "direct or control the way the work is done," according to the IRS.

An auction professional could be an employee in these situations:

- He or she is told how, when or where to do work



You get or you give

Quick tips for employers, employees and independent contractors

Employers must withhold taxes and other government deductions; and they must provide employees with W-2 Forms.

Employees can deduct unreimbursed business expenses on their tax returns.

Independent contractors might receive 1099-MISC Forms that show what a business or businesses have paid to them.

Independent contractors must pay their own income and self-employment taxes (and possibly estimated taxes throughout a given year).

Independent contractors can deduct business expenses on their income tax returns.

- Instructions are given on tools and equipment to use
- The employee is instructed to use certain assistants
- Employers ask that specific stores or companies be used for purchasing supplies or services

Less extensive instruction — for example “what should be done, but not how it should be done” — could make an auction professional an independent contractor.

Another important behavioral control is training. Employees might get training on procedures and methods so that work is done in a certain way, while contractors would not receive extensive education for required job performance.

Financial control

Next, financial control is a little more specific.

An auction professional would be an independent contractor if he or she had one or more of the following:

- A substantial investment in the work, though there is no set dollar amount
- Business expenses that are not reimbursed, especially if they are significant costs
- The risk of profit or loss

Relationship of the parties

Finally, if a worker is provided benefits such as insurance or paid leave, he or she is likely an employee. Those who don't receive benefits could be employees or independent contractors.

The IRS suggests that in cases in which it's difficult or impossible to determine a worker's classification, it might be a good idea to have a written contract that shows the intention of the auction professional and hiring organization. ❖



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By Carl Carter, APR

Carl Carter is president of NewMediaRules Communications, which has provided public relations and marketing communications services to auction companies throughout the United States since 1994.

Creating conversations: Good things happen when people talk to each other

By Carl Carter, APR

(Part one of a two-part column)

I've always been intrigued by street preachers. There's one who sets up shop on the shoulder of a four-lane near my office and talks into a bullhorn several afternoons a week to people who are often zipping by at 40 miles per hour. As many times as I've passed by him, I've never once seen him having a conversation. He just preaches away.

Most of us have a little "street preacher" in us. We need to get out the word about our next auction. Or we want to tell people what great Auctioneers we are so they'll let us sell their assets.

So we collect a lot of names and addresses and send people stuff. Brochures. Newsletters. E-mail blasts. We set up Facebook pages and dump everything into them. We set up Twitter accounts and post links to our websites, then we disappear.

Then we whine about how nothing seems to be working.

It's because we're not really having conversations. We're street preaching.

Get personal

Think about all the things you hear and read, and what prompts you to respond. Let's say you get an e-mail — complete with graphics and fancy layout — announcing that Ames Assets has just hired a new account executive, and that they've got a catalog of rare antiques for interior designers and other firms just like yours.

But you know (because you send out email blasts, too) that the sender hasn't given a single thought to your business. They may not even know you exist as anything other than an e-mail address they got somewhere along the way.

But suppose you get a simple e-mail like this:

"We met recently at the Mideast Antique Show, and I believe you mentioned that you were looking for more Arts & Crafts and Craftsman pieces. I just settled in as a broker with Ames Assets, and we have a couple of West Coast suppliers who have some collections they're trying to move, including some Greene & Greene and Stickley originals. Would this be of interest to you?"

It just might.

One beats 1,000

Sure, you can send your email blast to 1,000 people faster than you can reach out to a couple personally. But one good conversation beats 1,000 cars driving by at 40 miles per hour.

Since everybody seems to be hanging out on Facebook and Twitter these days, it makes sense to go there for some good conversations that can lead to business. But there again, you need to make it personal. That starts with actually investing some time finding people who need your services, or who might be interested in bidding on the type assets you sell (Hint: They probably aren't your cousins and childhood buddies).

There's a right and wrong way to use social media, and it's too big a topic for this column. But we'll talk more about it next month. Meanwhile, my best advice is to look for groups and individuals with compatible interests. For example, I do a lot of work with farmland auctions, so I searched Twitter for posts that had #agriculture and similar tags. I found a number of editors of agriculture publications that I'd already had dealings with, opening the way to strike up conversations leading to articles about my Auctioneer clients.

When using social media, just remember to keep the "social" in it. It's rude to just go in, post promotional messages and leave without speaking. That's the equivalent of walking into a Chamber of Commerce mixer, throwing a bunch of brochures in the air, and walking out. ❖

New IRS form emphasizes need for precise record keeping

By Tom Burfield
contributing writer

A new form introduced by the Internal Revenue Service this year might have had some Auctioneers scratching their heads.

The form, though, won't change the taxes you or your clients owe. It's simply a reporting form designed to help the IRS collect more of the taxes taxpayers owe.

Effective with the 2011 tax year, Form 1099-K — Merchant Card and Third-Party Network Payments — is issued to anyone who has more than \$20,000 in sales through credit cards or third-party payers and who conducts more than 200 such transactions per year, says Gil Charney, principal tax research analyst for the Tax Institute at H&R Block, Kansas City, Mo.

"An Auctioneer could receive as well as send a 1099-K," he says.

Auctioneers receive the form from a bank that is a settlement processor for credit card payments if they meet the \$20,000/200 transactions threshold, Charney says.

At the same time, you're required to issue the form to your client sellers who meet the threshold and to send a copy to the IRS. That means it's more important than ever to keep accurate records.

Keeping track

"Auctioneers must make sure accounting records, bank accounts and bookkeeping are sufficient to be able to identify sales by seller, by volume and by month," Charney says. "If the seller's volume exceeds the threshold, it's up to the Auctioneer to issue the 1099-K. They will not know that unless they keep track."

Since you might be required to issue a 1099-K form, it's important to collect your

clients' tax identification numbers, Social Security numbers or other required identification numbers, Charney emphasizes.

"If the seller does not provide that information, he is subject to backup withholding," he says, meaning you might be required to withhold proceeds from the seller.

2013 tax year

But that provision won't take effect until the 2013 tax year for payments made after Dec. 31, 2012.

Charney points out that merchants won't be taxed on the amount shown on the 1099-K form, which reflects total gross proceeds received from credit card transactions.

"They're going to be taxed on what is shown on their business tax returns," he says. "It's up to the one who receives the 1099-K to report deductions, allowances and so on."

Narrowing the gap

The 1099-K form is an attempt to eliminate taxable transactions that go unreported to the IRS, Charney says.

"This is a way of narrowing the \$400-billion tax gap — the difference between what taxpayers should be paying and what they do pay," he says.

The deadline for sending the forms to

sellers whose volume exceeds the thresholds is Jan. 31 each year. The information must be received by the IRS on Feb. 28.

IRS backs off

The requirement could have been much worse.

Originally, the IRS planned to require merchants to reconcile the amount of credit card sales shown on the 1099-K form with the amount of total sales shown on their tax form.

"IRS just recently relented because of push-back by organizations that the record keeping would be horrible," Charney says. ❖

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ECONOMY *sparks* BOOM in liquidations

Auctioneers benefit from business closures

By Sarah Bahari
contributing writer

A small, family-owned bakery closes its doors. A school district needs to unload a fleet of old vans. A Midwest farmer retires after decades of plowing fields.

Business liquidations, which account for a significant portion of auctions across the country, stem from a wide variety of cases.

For some Auctioneers who specialize in liquidations, the shaky economy of the past several years led to a boom in business.

“For us, 2011 was a blockbuster year,” says Daniel West of West Auctions Inc., Woodland, Calif. “And business is not letting up. We were in the right place at the right time, and we are very busy.”

Liquidation refers to the process in which a company closes or declares bankruptcy and sells assets and property to repay creditors. Liquidations can be voluntary or required by creditors.

Some auction houses saw liquidation business slow in recent years. The Liquidation Co., about 50 miles outside of Los Angeles, works mostly with school districts looking to sell property and assets, such as computers, foodservice equipment, furniture and old vehicles.

School districts

Faced with deep budget cuts, school districts held onto old items or found ways to repair them, rather than getting rid of old supplies and purchasing

new ones, says Susan Jovin, who has owned the company with her husband since 1993.

“Schools are holding onto everything they can — refrigerators, cars, computers. Or they are stripping them for parts and using whatever they can,” Jovin says. “In that regard, our business is down.”

Still, attendance at the company’s monthly auctions climbed steadily as the economy struggled. At auctions nationwide, Auctioneers say, many people saw bargains in used refrigerators and industrial-size ovens, combines and tractors, pipes and cables.

“A lot more people were out of work and looking for second-hand stuff,” says Pete Howes, of Pete Howes Auction Service, Windsor, Ohio. “People realized they didn’t need brand-new stuff.”

Increased supplies, though, caused sale prices of many items, such as large machinery, to fall, Howes says.

“Consumers had more choices than ever,” Howes says. “That drove our prices down.”

Restaurant supplies

Prices for restaurant supplies and equipment fell dramatically, West says, as a long line of restaurants closed their doors. But prices for farm equipment and everyday tools increased.

Marketing is crucial, says West, who works with his father, Dennis West, who founded the Northern California company.

Several years ago, the Wests decided to switch to an online-only format, which has provided the company with the flexibility to handle the increased workload in recent years, West says.

Closing down

As reported by CoStar Group, combined real estate owned and commercial mortgage-backed securities placed on the market from 2007 to 2011.

	Office	Retail	Warehouse
2007	61	47	31
2008	116	170	66
2009	475	675	242
2010	1,365	2,004	814
2011	1,987	2,702	1,162

Data courtesy real estate information and analytics company CoStar Group Inc., Washington, D.C.

When marketing their online auctions, the company turns to the Web, social media and search engine optimization.

“There are so many ways to promote your auctions online. It’s like the wild West,” West says. “I don’t see many Auctioneers taking full advantage of these resources.”

Jovin, with The Liquidation Co., says she uses the Internet and social media, but that the most effective marketing tool is old-fashioned word-of-mouth.

“That’s how we get new people,” Jovin says.

Know your niche

For those trying to tap into the liquidation market, Auctioneers advise doing plenty of homework.

West Auctions spent years conducting storage auctions before it was able to break into liquidations. Now, West says, he sees room for Auctioneers who purchase the assets themselves, then turn around and sell.

Years ago, Jovin says she and her husband decided to specialize in school districts because it was an unfulfilled niche.

“You have to know your market,” Jovin says. “You have to know what you’re getting into.” ❖

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About Stephen:

- Co-Author of Industry White Paper, "Give Me Five, Now Ten... Years into the Future"
- Instrumental in the success of the Real Estate Summit held in Atlanta, Feb 2012
- Frequent Speaker at Conference & Show and State Conferences
- AARE Committee Member
- Instructor, WWCA
- Founder, National Commercial Auctioneers and National Residential Auctioneers
- Licensed Auctioneer and Real Estate Broker

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For position of Vice President

Paul C. Behr, CAI, BAS

Denver



I am a first-generation Auctioneer and have conducted over 8,500 auctions across the nation. I began my career 40 years ago after returning from Vietnam with the U.S. Marine Corps. I own and operate World Wide College of Auctioneering and the World Automobile Auctioneers Championship. In 1988 it was an honor to be the first National Auctioneers Association International Auctioneer Champion.

Other championships include the 1989 World Champion Livestock Auctioneer and 1995 All Around World Champion Auctioneer. I have served on the NAA Board of Directors, AMI Board of Governors (now the Education Institute Trustees) and on numerous NAA committees. I am a Past President of the Minnesota State Auctioneers Association and the World Automobile Auctioneers Professional Association.

QUESTION & ANSWER

1 **What is your understanding of the responsibilities of the position of Vice President?**

The responsibilities of the position of NAA Vice President are to preserve, maintain and build the NAA by helping to implement the policies set forth by the NAA Board of Directors. Further it is the responsibility to represent the NAA at state Association conferences and events in addition to recruiting new members to the NAA by continually telling the NAA story and promoting it to all Auctioneers and auction professionals.

2 **Please explain what you see as your role, if elected as Vice President, and how will you make a difference in the NAA?**

I will serve all Auctioneers at all levels of experience and areas of practice. I am personally and professionally a person of inclusion. The NAA must continue to serve all Auctioneers and provide opportunities for education, networking and fellowship.

3 **Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?**

Direct Influencing Leadership: It is my goal and history to be an honest, open and transparent leader — a leader who stands for principled positions while treating everyone with respect and creating an environment of inclusion.

4 **Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.**

As I stated in my response to question No. 3 above, I am a person of inclusion and thus any effort to encourage more auction professionals and Auctioneers to join the NAA is very positive. The efforts to make the Board of Directors and Educational Institute Board of Trustees more effective and efficient will lead to a stronger and more vibrant association.

5 **What else would you like the committee to know about you?**

I have supported the NAA with my time, energy and money for over 30 years. I believe in the NAA and what it stands for. I am a team player who by my words and actions has and will continue to be part of the NAA family of Auctioneers that want to move our great association and profession forward. I have the time to devote to the responsibilities of NAA Vice President and if elected will do my very best.

For position of Director

Paul Adams, CAI

Middleton, Idaho



I am a first-generation Auctioneer. As a youngster, I went to many farm and livestock auctions with my dad and was soon mimicking the Auctioneer. In 1982, I found I needed an off-farm income and was hired at the Nampa, Idaho, fire department. I continued practicing my auction chant, and in 1984, I worked my first auction. In 1988 I joined the Idaho Association of Professional Auctioneers. I have served many years as a Director of the IAPA and was President in 1998 and currently serve as Vice President. I decided in 1996 that I needed to join the National Auctioneers Association and attend CAI, which I did and attained my CAI designation in 1998. I have made the NAA Conference and Show a priority since 2005.

I have competed several times in the IAC and was a top 15 finalist in 2009. After working for over 27 years at the fire department, I retired as a Battalion Chief overseeing five fire stations and 26 employees. This allows me to be more involved with my true passion, the auction business. I have been with Corbett Auctions and Appraisals of Meridian, Idaho, for 10 years, working benefit, personal property and real estate auctions. I am a licensed Realtor, and I also work as a contract Auctioneer. My wife, Kathy, and I reside on a small acreage in Middleton, Idaho, where we raise a few cattle. I enjoy team roping. We like to travel and go to the mountains to ride our ATVs when we can.

QUESTION & ANSWER

1 What is your understanding of the responsibilities of the Board of Directors?

The responsibility of the Board is multi-faceted. They are long-range planners for the association. They are responsible for the financial stability of the association. They give direction to the CEO. They are not responsible for the day-to-day operations of the association. The Board is also active ambassadors for the association and the auction industry.

2 Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?

Foremost, my role as a Board member is that of a listener to the membership. It is also that of a communicator from the Board to the membership. I have learned that you may not personally like the direction that an organization is going, but as a leader you must support the decisions as your own.

3 Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?

I would most likely be an Influencing style of leader. I believe it important to sell the ideas and direction of an organization to the members.

4 Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.

a) Membership: I would be in support of this recommendation of one level of membership. There are many individuals within the auction profession that promote the auction method of marketing but they may not be Auctioneers.

b) Name change: I am not in support of this proposal at this time. I understand there are many other auction methods now in use, but the National Auctioneers Association is the brand we have been and should still be promoting.

c) Elimination of Past President from Board: I am undecided at this time.

d) Presidential Board appointment: I thought the Presidential appointment to be a great idea.

e) EI changes: I would support both recommendations for change to the EI.

f) Eliminate Candidate Information Committee and replace with Nominating Committee: As written, I am not in support of this recommendation.

5 What else would you like the committee to know about you?

The auction business is my passion. Most of my lifelong friends have come as a result of membership in the NAA or state associations.

For position of Director

Amy Assiter

Canyon, Texas



In 2000, Amy won the International Auctioneer Championship and has since served on many National Auctioneers Association committees. In 2003, she became an Auctioneer/bidder assistant at Barrett-Jackson Collector Car Auction, with extensive televised coverage on Speed TV, catapulting her into a global ambassadorship for the auction industry. Amy

conducts auctions for everything from autos and heavy equipment, to benefits and real estate, working for other auction companies as well as her own. She is a mentor and instructor at World Wide College of Auctioneering. She studied Economics at Oklahoma State University and worked as a commodity broker. Amy is a dedicated mother, wife, leader and philanthropist.

QUESTION & ANSWER

1 What is your understanding of the responsibilities of the Board of Directors?

The NAA's main purpose is to serve its membership as a liaison to the public, the government and to the worlds of marketing, education and technology. The Board members serve as the conduit that transfers the needs, knowledge and energy of that membership to the larger picture of the organization and deciding the best means of transferring the external information back to the membership.

2 Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?

My role is to commit 100 percent of my consideration, open-mindedness and passion, drawing from my many experiences of extremely diverse types of auctions. I've conducted auctions of real estate, storage units, livestock, wholesale automobiles, collector cars, heavy equipment, business liquidations, benefits and household contents. My husband and I have our own auction company that conducts live outcry only, simultaneous online and online-only auctions. I currently contract with other national and global auction companies. My most important contribution to this role will come from my public position through Barrett-Jackson and other high-profile venues in which I'm privileged to see public perceptions of the auction profession.

3 Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?

Though at times I've used them all, Influencing is my natural style. In this quickly changing time, full of market complexi-

ties and fast-paced environmental changes, no one can possibly stand before this association and lead with clear answers or tell you to "do this" or "do that." I come to you as a fellow teammate with infectious passion, perseverance and diverse perspectives. I will stand in front of you, but you will see my back because I will be on the frontline helping forge ahead and influencing you to help navigate these turbulent times.

4 Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.

In 2000, I was honored to serve as IAC, and shortly thereafter I temporarily resettled into the roles of wife, mother and part-time career woman. For the past 12 years I've sat on the NAA sidelines. I watched leaders, controversy and even logos come and go. My heart has gone out to friends struggling due to those changes. We all know that change is not always fun, but it is inevitable. In my opinion, this Task Force should have a secured place in our organization, constantly analyzing and addressing the molding and shaping of our position in the marketplace. I'm happy to report that the most significant thing I observed is that, though things changed, this team, its teammates and its goals and passion remained the same.

5 What else would you like the committee to know about you?

I am married to Spanky Assiter and have three beautiful grown daughters. Aside from my career goals, I have started Mission: Freedom's Children, a charity for the children of military families, and recorded a music CD in which all proceeds benefit. I have a history in public speaking and singing.

For position of Director

Devin Ford, CAI, CES

London, Kentucky



Devin is a past member of the Board of Directors for Cumberland Valley Realtors, Past President of the Kentucky Auctioneers Association and second runner-up in the 1998 International Auctioneer Cham-

pionship. He was the 1997 Kentucky State Bid Calling Champion, and he was inducted into the Kentucky association's Hall of Fame in 2011.

QUESTION & ANSWER

1 What is your understanding of the responsibilities of the Board of Directors?

The National Auctioneers Association Board of Directors conducts the business of the association. Directors should be active in committee membership and service, be available to attend and speak at state association conventions and attend NAA events whenever possible. Directors should be ambassadors for the NAA and conduct the business of our association as well as their own auction business in a professional manner and in accordance with our code of ethics. Directors should be passionate about auction marketing and be both available and accountable to the members they serve.

2 Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?

As a Director, I will faithfully attend Board meetings. I anticipate the opportunity to attend state association conventions and other NAA events when possible. I am a second-generation Auctioneer who loves traditional auctions. I have a great appreciation for the history of our association and for those who blazed the trail for our profession. I also realize the marketplace is changing dramatically. My auction business has had to adapt and innovate to provide my customers with the best marketing service possible. I would like to bring the same appreciation for our heritage and love for traditional auctions with a willingness to innovate. We have a proud heritage rooted in timeless principles of honor and exceptionalism that should never be sacrificed. We must, though, be willing to embrace new technologies and methods. We should not be satisfied to remain relevant but stay ahead of the curve in providing our members the information and tools they need to prosper.

3 Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?

My leadership style would be a combination of direct and traditional. I strive to adhere to a servant leadership model. If elected I would view myself as a servant to our membership who should be accountable and available. I do not ask those I am leading to perform tasks I would refuse to perform. When making difficult decisions I strive to gather as much pertinent information as possible and make an informed decision. I believe the good of the NAA should come before any Director's personal agenda.

4 Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.

I thank the Task Force members for their hard work. I agree that expanding our membership opportunities to include support staff and other professionals vital to auctions is a step in the right direction. I would, personally, like to see training for Auctioneers and their staffs available 24 hours a day, seven days a week. I do not believe in change just for the sake of change. I do, though, embrace change that is beneficial to our members.

5 What else would you like the committee to know about you?

I live in London, Ky., with my wife, Tonya, and my three daughters, Hannah, Megan and Sarah. I have been a full-time Auctioneer since 1991. I have been fortunate to sell a diverse list of items, from real estate to automobiles to collectibles. My father, Sammy Ford, founded our firm in 1965. I have the pleasure of working with him, my uncle, Danny Ford, my cousin, Matt Ford, and a host of other great people in our firm. I love the auction profession and Auctioneers.

For position of Director

Marvin Henderson

Livingston, Louisiana



I am a first-generation Auctioneer. After graduating from Reppert School of Auctioneering in Decatur, Ind., in 1957, I immediately began my career as an Auctioneer. To begin, I gathered up some merchandise and held an auction. My first sale totaled \$800. Auctions were a rarity in the Deep South during those days, other than livestock and wholesale car auctions. I attended car auctions with my father and that is where I developed the longing to become an Auctioneer. For several years, I worked as a contract Auctioneer for car auctions in Louisiana and Mississippi.

Then as time passed I started doing bankruptcy auctions and some business liquidations. After some time I started attending farm tractor auctions and was hired to sell several farm machinery auctions. I was soon traveling throughout the eastern half of the U.S., working as a contract Auctioneer for farm and construction machinery auctions. During this same time I was operating our own auction company. We have grown to become a major company with approximately 50 employees with annual sales of approximately \$100 million.

QUESTION & ANSWER

1 *What is your understanding of the responsibilities of the Board of Directors?*

- To help establish policy for the National Auctioneers Association
- To promote the NAA and the auction profession
- To encourage and assist other Auctioneers in any way possible
- To visit other associations to speak and promote the NAA

2 *Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?*

- To share my knowledge of the auction business or profession with the NAA
- To encourage all Auctioneers and auction professionals to belong and be active in the NAA

3 *Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?*

My leadership style is more influencing. I believe in demonstrating how you feel and what you believe by your actions and not just words.

4 *Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.*

The goals established by the Task Force are wonderful. I've seen many changes in our profession. We were first in doing equipment auctions on satellite, then comes the Internet. Now we have timed auctions, virtual auctions and live real-time auctions broadcast around the world by Internet. I still have no fear that the live bid-calling, chanting Auctioneer will ever be extinct. Although other methods are working, the thrill of a good Auctioneer still and will always be premier. I further agree with the suggested name change to National Auction Association. Being from the "old school," my first thought was against the change, but then after considerations, my mind changed. In our organization we have several people who attend the conventions and are very involved with the association who are not bid-calling Auctioneers. Therefore, they will feel much more welcomed to become a part of the National Auction Association.

5 *What else would you like the committee to know about you?*

I'm 75 years old. I was married to my beautiful wife, Audrey McMorris, for 54 years. She passed away on July 24, 2011, and I miss her more than I can tell. We have three children and six grandchildren, two step grandchildren and two great grandchildren. I've made the auction business my career all my life. It has been very good for us. Other than my time in the U.S. Army, I've always been a full-time Auctioneer. I've been a member of the NAA since 1957. I always appreciated the ones who took the time and responsibility to lead our association. Now that I have the time and resources necessary, I would love the opportunity to give back some of the things that I have enjoyed in the past 55 years.

For position of Director

Stephen Karbelk, CAI, AARE

Tulsa, Oklahoma



Stephen Karbelk, CAI, AARE, is CEO and Founder of National Commercial Auctioneers and National Residential Auctioneers, a national real estate auction company headquartered in Tulsa, Okla. Stephen started his real estate career in 1990 and has been involved in hundreds of millions of dollars of real estate auctions. Stephen specializes in bank, estate, bankruptcy, receiver and foreclosure auctions. Stephen has co-authored and authored articles about auction-re-

lated issues and has been a speaker at various association meetings, including two ABI Annual conventions and the National Auctioneers Association Conference and Show. Stephen served on the Council on Future Practices and co-authored the paper, "Give Me Five, Now Ten ... Years into the Future." Stephen also co-managed the NAA Real Estate Auction Summit in Atlanta in February. Stephen serves on the faculty of the World Wide College of Auctioneering.

QUESTION & ANSWER

1 What is your understanding of the responsibilities of the Board of Directors?

I will advocate for what is in the best interest of our membership and our industry. While my background is in real estate, I have a deep appreciation for all aspects of the auction business. I will represent the NAA at state conferences, continue my mission of developing excellent educational programs and pursue forward-thinking initiatives to transform the live and online auctions into a mainstream industry.

2 Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?

I am passionate about educational programs and industry reporting. As a co-leader of the NAA Real Estate Auction Summit in 2012, we were able to put together the only sold-out NAA program, making it the single-most successful educational program to date. I will also strive to implement industry-reporting systems so we can move beyond "guessing" at our industry numbers and start documenting where our industry is now and where our industry is headed.

3 Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?

I have a direct leadership style. I believe that leaders need to clearly state their positions, defend their beliefs and engage in honest debate with their fellow leaders so the best solutions emerge. I do not believe in "just going along" with a

decision to be popular. I will advocate for what I believe is in the best interest of the membership. But once a decision is made by the Board, I will support it.

4 Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.

As a leading author of "Give Me Five, Now Ten ... Years into the Future," I have a deep understanding of our recommendations. I believe the NAA Vision 2015 Task Force did an excellent job addressing many of the challenges that our industry faces. However, there is more we can do to bring about industry changes that will benefit every member. For instance, as evidenced by the NAA Real Estate Auction Summit program, we can produce outstanding educational programs without waiting to make changes to our Board or committee structures. We need to embrace the recommendations of the Task Force but also recognize there is still much more work that needs to be done.

5 What else would you like the committee to know about you?

I started in the auction business in 1994 and have been full-time in the real estate auction business ever since. I have been an owner of several auction companies and understand the challenges that business owners face. I am an instructor at the World Wide College of Auctioneering and have spoken at many state auction associations and Conference and Show events. I am truly passionate about the auction business. You can expect that I will bring that passion to my duties as Director.

For position of Director

Terri Walker, CAI, BAS, CES

Memphis, Tennessee



Terri, who has a master's degree in education, is the 2012 adviser for the upcoming CAI graduating class. She has won the International Auctioneer Championship and is a past Grand Champion Tennessee Auctioneer. She has served as Chairwoman for the Tennessee Auctioneers Commission and is a Realtor Associate and member of the Memphis Area Association of Realtors. Terri conducts auction educational seminars and has served as

an instructor at the Missouri Auction School. She has been involved in over 2,500 auctions. She has had the opportunity to speak at several conventions across the country. Terri is married to 32-year auction industry veteran Lance Walker, CAI, BAS, CES. They have three children, Conner, 26, an Apprentice Auctioneer and Realtor Associate who is married to Hannah; Eric, 17; and Caroline, 15.

QUESTION & ANSWER

1 What is your understanding of the responsibilities of the Board of Directors?

The main purpose of the Board of Directors is to protect the interest of the NAA membership and to enable our association to achieve its purpose. The Board has the responsibility to assure that the association is serving effectively as well as developing and approving strategic plans so the NAA can achieve success in every endeavor.

2 Please explain what you see as your role, if elected to the Board, and how you will make a difference in the NAA?

If elected I feel my role would be to work as a team with the members of the Board focusing on NAA goals. I would serve on specific committees with members of the NAA to enhance the organization and grow the membership of individuals with an auction focus. I want to take every opportunity to speak to state organizations, encouraging those who are not members of NAA to become members and share the plans and future of the NAA. Listening to the members' suggestions for the changes in the future of NAA is an important part of each Board member, and my role will be to give every member the opportunity to feel they are a part of the Board.

3 Which of the following word(s) best describe your leadership style and why: Direct, Influencing, Traditional, Detail-focused?

Influencing leadership is a style that best describes me. The best way to influence is to communicate, and I am a commu-

nicator. Getting information to the membership to positively influence others will help to bring about change. The results of an influencing style leadership are long-lasting due to the fact that it provides an opportunity for communication with members that allows for more to participate in the decision making of an organization.

4 Give us your feedback to the recommendations made by the NAA Vision 2015 Task Force.

The NAA Vision of 2015 is an opportunity for the NAA to make changes to accommodate the ever-changing world of today. As we look at the new auction industry with the online auctions we are obligated to take a look at our association and the possible changes that need to be made to keep up with the industry. It will be my responsibility to lead the association in adopting the best policies that will benefit the NAA Auctioneer now and in the future.

5 What else would you like the committee to know about you?

I am passionate about the auction business and proud to be an Auctioneer. I would be honored to serve in the leadership position on the Board of Directors for the NAA, working with individuals whose main concern is the client. The NAA's focus is to constantly improve the auction industry working with the Auctioneer to keep the auction method of selling in the forefront. My love for auctions gives me a drive to see this become the leading method of sale, keeping our focus on finding solutions.

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National Auctioneers Foundation

BOARD OF
TRUSTEES

ELECTION

One important item of National Auctioneers Foundation business to be conducted at the NAF Annual Business meeting is the election for the vacant 2012-2013 NAF Board seats. This year, four highly qualified individuals have stepped forward and are ready to serve and lead the foundation. With no contested positions, the Foundation will ask for a motion to accept the entire slate at the NAF Annual Business meeting Thursday, July 19, 2012. The candidates are as follows:

National Auctioneers Foundation Vice President candidate

Sandy Alderfer, CAI, MPPA
Hatfield, Pennsylvania



Number of years in the auction profession: 39

Number of years as a National Auctioneers Association member: 29

Member of state association(s): Pennsylvania

Number of auctions conducted annually: More than 150

Auction specialty: Real estate, fine arts, decorative assets

Briefly describe your career in the auction industry:

I'm a second-generation Auctioneer who has been full time in the business since 1982. I earned my CAI designation in 1985 and was previously involved on the AMI Board of Governors. I served as President of the Pennsylvania Auctioneers Association in 1998 and was its Auctioneer of the Year in 2005. I love the industry.

Briefly describe why you would like to serve on the NAF Board of Trustees:

The auction marketing industry is at a point that the world needs all dimensions of our service. We can go into this time united and strong, and I want to be part of that future.

National Auctioneers Foundation Trustee candidates

John Dixon, CAI

Marietta, Georgia



Number of years in the auction profession: 36

Number of years as a National Auctioneers Association member: 31

Member of state association(s): Georgia

Number of auctions conducted annually: About 50

Auction specialty: Real estate/banks

Briefly describe your career in the auction industry:

After several years in the finance business, I started an Atlanta office for an auction company. That was 1976. After 20 years with that firm, I started John Dixon & Associates in 1996. We have an office in Marietta, Ga. (Atlanta and Chattanooga, Tenn.), with a staff of 14. We sell real estate and 90 percent of our auctions are for banks.

Briefly describe why you would like to serve on the NAF Board of Trustees:

Without question, the NAF is the catalyst for not only preserving our heritage, it in great measure helps to prepare us for the future. NAA members' experience and financial support is invaluable.

Lonny McCurdy, AARE

Wichita, Kansas



Number of years in the auction profession: 47

Number of years as a National Auctioneers Association member: 38

Member of state association(s): Kansas

Number of auctions conducted annually: More than 350

Auction specialty: Real estate,

personal property and benefit auctions

Briefly describe your career in the auction industry:

I grew up in the auction business watching and learning from my father when I was just a child. In 1982, with my wife, Annette, by my side, I formed McCurdy Auction and grew it to be a full-service auction firm. Before long, my children, Braden and Megan, were watching and learning, just as I had done with my father. As they both found their place at our family business, they also found a way to take McCurdy Auction further than I could ever have imagined. Today, McCurdy Auction conducts over 350 auctions per

year and is a leader in the industry. Braden, Megan and I still strive to make every customer feel like family because, honestly, that's just the McCurdy way.

Proudly, the firm has assisted in raising over \$20 Million for charity. I am a Past President and past Director of the Kansas Auctioneers Association, past President and past Director of the Wichita Area Association of Realtors and a Director of the Kansas Association of Realtors. I am also an Accredited Auctioneer of Real Estate and a member of the Master's Circle. In 2007, I was inducted into the Kansas Auctioneers Association Hall of Fame, being recognized for my contributions to the auction industry.

Briefly describe why you would like to serve on the NAF Board of Trustees:

I am a committed supporter and member of the NAA and the NAF. I believe the advancement of auction awareness through education, public relations, research and fundraising are areas that hold the key to the auction future.

We are a family company, and by contributing as a Trustee, perhaps I may assist in providing a successful platform for the growth of our profession.

In addition, I have an interest in history and collecting and would like to contribute effort to enhance the NAA museum.

Randy Wells, CAI, AARE, BAS, CES, GPPA

Post Falls, Idaho



Number of years in the auction profession: 27

Number of years as a National Auctioneers Association member: 15

Member of state association(s):

Idaho, Washington, Oregon, Montana, Wyoming

Number of auctions conducted annually: 25

Auction specialty: Real estate and benefit auctions

Briefly describe your career in the auction industry:

My wife and I purchased a local weekly consignment auction in 1985, and we conducted weekly consignment auctions and specialty auctions for 17 years. We sold the business in 2002 and now spend most of our time conducting real estate and benefit auctions.

Briefly describe why you would like to serve on the NAF Board of Trustees:

To continue giving back to an organization that has done so much for our business and family.



Steve Proffitt

Steve Proffitt is general counsel of J. P. King Auction Company, Inc. (www.jpking.com). He is also an Auctioneer and instructor at Mendenhall School of Auctioneering in High Point, N.C., and Reppert School of Auctioneering in Indiana. He welcomes questions from readers about auctions and auctioneering. Readers' communications may be edited and revised. Proffitt will answer selected questions, but he cannot provide personal answers. His answers do not represent legal advice or the formation of an attorney-client relationship and readers should seek advice from their own attorneys on all matters. Please submit questions to sproffitt@jpking.com or c/o J. P. King Auction Company, Inc., 108 Fountain Avenue, Gadsden, AL 35901.

Just like Superman

How to stand up to bullies

Courage — what a medal where it exists; what a hollow where it doesn't.

The angry seller threatened the Auctioneer: "You're gonna give back some of that commission by Friday, or I'll sue you and make your life miserable!"

So how do you respond to something like that? There are times when you have to stand up, be strong, and face an adversary. This is one.

Would not life be so much better if everyone were nice to everyone else? Sure, but it would also be a fairy tale because life has never been that way and never will be. The reason is a lot of people are as mean as a cottonmouth. On the worst end of the spectrum is the bully. We have all suffered under physically superior bullies when we were kids and, sadly, some adults continue to endure such hostility. This is because most bullies do not grow up to be nice people. They just become bigger and older bullies.

Auctioneers have to face a lot of bullies. They come disguised as sellers, bidders and buyers. Sometimes they are other Auctioneers. I do not know why auctions seemingly attract a higher-than-usual percentage of muscle heads, but they do and every Auctioneer has to deal with them. The key is to know that you can. You start by stepping out of the shadow of fear and facing eye-to-eye the devil that would torment you. It is not easy and takes a strong will and determination, but you can do it.

To prepare you for the task, here is a thought: A bully is not a courageous person. A bully is a coward. A bully hides behind a blowhard's mouth and false bravado. Down South, we have a crude expression that is sometimes used when facing down a bully. Tidied up, here it is: "Don't let your alligator mouth overload your tadpole (behind)!"

Call the police

Do not get me wrong. I am no advocate of violence. Violence is ignorant and dangerous. If you are ever confronted with a threat of physical harm, get away from that person as quickly as possible and call the police. A smart person does not risk serious injury or the loss of life at the hands of a nut. What I am talking about is a bigmouth who would try to turn an Auctioneer into a hapless punching bag for the jerk's abusive tongue to lash. That is a person to stand up to.

One thing to know about a bully is that he will never engage anyone he views to be his superior or even equal. A bully looks for an "easy" target — someone he sees as timid or passive that he thinks he can dominate and control. An Auctioneer should never be that person.

The sort who would bully an Auctioneer is not going to do it because he believes he is physically more powerful. A sense of superior strength will be involved but not usually muscles. The strength an adult bully would invoke against an Auctioneer would more likely be in some other form, such as financial superiority, possession of a valuable business, holding the ax of a legal claim or regulatory complaint, or some like lever of power.

What should an Auctioneer do when confronted by a bully? Here are seven steps:

- 1. Compose yourself.** Do not lose control of your emotions. An out-of-control person is like a recklessly driven car — headed for a wreck. Try to stay calm and act and speak reasonably, even in the face of the opposite. That is how professionals handle people and matters like this.
- 2. Think before you act.** When you are under stress, you are most apt to make a mistake. Do

not compound an already bad situation by making an error in your response, and never use profanity. Coarse language would be turned against you every time to make you look bad, even in the eyes of those who, otherwise, would be sympathetic to your position.

3. Try to understand the cause of the bully's blast. If you can see what is driving a bully, you can better determine an appropriate reply that might dampen the situation, as opposed to stirring it.

4. Make it clear that you are going to be respectful and expect the same. This message might have to be repeated several times, if the person does not tone down. No one should suffer abuse, and you should terminate the conversation, if necessary. In a particularly bad situation that you cannot exit (such as one on your property), state that continued abuse will

leave you no choice but to call the police ... and, if it continues, make the call.

5. If you can **get the bully under control,** consider the best way to respond to the complaint or demand. If you have any responsibility for the issue, acknowledge it and try to make amends. This is not to open the gate for a bully to steamroll you into concessions you should not make. It means to be helpful where you can.

6. Be reasonable, even if you are angry or offended. State your position clearly and stand your ground. The worst thing you can do with a bully, aside from allowing yourself to be pushed around, is to bluff and be caught in it. Never bluff. If you say something, stick to it.

7. Above all, be courageous and refuse to be intimidated. A bully wants to make you flinch or wilt so he can seize control and

get what he wants. Just keep telling yourself that he picked on the wrong person, if he expects that to happen. Courage shown to a bully is like a crucifix flashed at a vampire — it makes them shrink away.

Of course, circumstances will dictate to what extent you can use these steps. Outside of an auction, you might have the luxury of taking what time you need. During the heat of conducting an auction, though, time will be at a premium and anything you do must be significantly compressed to maintain the auction's momentum. Even then, never lose sight of the first, second, sixth and seventh points. These are critical in every situation.

Finally, remember this: if you ever knuckle under to a bully, you will later feel worse about what you did than what the bully did to you. Stand tall and you will feel like Superman ... and deservedly so. ❖



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Auctioneers considering “extraction programs” should brush up on CAN SPAM

Q: Is it legal to use software that extracts e-mail addresses or contact information from Internet databases? (Example: www.emailgrabber.net)

A: *The use of e-mail extracting software is generally legal, but Auctioneers should check the laws of their jurisdictions. E-mail extracting software can be used for different purposes. Auctioneers should be aware that Congress has enacted legislation that deals with spam e-mails that may be generated from such software. In 2003, Congress enacted the Controlling the Assault of Non-Solicited Pornography and Marketing Act, referred to as the CAN SPAM Act. The Congressional findings of this Act state, “Many senders of bulk unsolicited commercial electronic mail use computer programs to gather large numbers of electronic mail addresses on an automated basis from Internet websites or online services where users must post their addresses in order to make full use of the website or service.” 15 U.S.C. § 7701(a)(10). Congress enacted the CAN SPAM Act, in order to regulate the use of commercial electronic mail (e-mail).*

More specifically, the CAN SPAM Act protects recipients of commercial e-mails. First, the Act places requirements on senders of commercial e-mail. For instance, commercial e-mails cannot include misleading statements concerning the source or content of the e-mail. Second, recipients have the right to refuse or decline additional commercial e-mails from senders.

Fines or jail time

One of the reasons Congress became involved in regulating commercial e-mails is the growth of commercial e-mails in the U.S. Congressional findings revealed that in 2001, about 7 percent of all unsolicited e-mails were fraudulent. By the time Congress enacted the CAN SPAM Act in 2003, over half of all e-mail traffic was fraudulent or deceptive in one or more respect. 15 U.S.C. § 7701(a)(2). The Act states, “It is the

sense of Congress that (1) Spam has become the method of choice for those who distribute pornography, perpetrate fraudulent schemes, and introduce viruses, worms and Trojan horses into personal and business computer systems; and (2) the Department of Justice should use all existing law enforcement tools to investigate and prosecute those who send bulk commercial e-mail to facilitate the commission of Federal crimes.” 15 U.S.C. § 7703(c). It should be noted that the Act does not specifically prohibit the use of software that extracts e-mail addresses. However, the CAN SPAM Action of 2003 regards the activity of harvesting e-mail addresses by using an e-mail extraction program as an aggravated offense which may result in even more serious fines or jail time. If an Auctioneer is going to use this type of software to prepare and distribute bulk e-mails in order to promote an auction, then he or she should be familiar

with the Act.

The Act requires e-mails to a protected computer, as defined in the Act, to include certain information. The Act states, "It is unlawful for any person to initiate the transmission of any commercial electronic mail message to a protected computer unless the message provides – (i) clear and conspicuous identification that the message is an advertisement or solicitation; (ii) clear and conspicuous notice of the opportunity ... to decline to receive further commercial electronic mail messages from the sender; and (iii) a valid physical postal address of the sender." 15 U.S.C. § 7704(a)(5). These are not all of the requirements for commercial e-mails, but they provide a general description for some of the requirements.

Not illegal

The Federal Trade Commission is the administrative agency responsible for enforcing the Act. The Act defines the term "commercial electronic mail message" to mean "any electronic mail message the primary purpose of which is the commercial advertisement or promotion of a commercial product or service." 15 U.S.C. § 7702(2). While the e-mail extraction software is not illegal, once an Auctioneer begins developing bulk e-mails to send

as advertisements, these e-mails may be subject to CAN SPAM. Auctioneers should comply with the specific requirements of the Act or they may have federal criminal charges prosecuted against them by the Department of Justice. Auctioneers who are interested in developing an e-mail marketing strategy should think about consulting with an attorney who is familiar with the CAN SPAM Act. ❖

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IAC champ first female to win auto contest

Cheri Boots-Sutton won the 2012 World Automobile Auctioneers Championship on March 30 at Sanford Auto Dealers Exchange, Sanford, Fla.

In her 11th attempt at the title, she was the first woman to win the competition, which featured 78 contestants, according to a news release. Boots-Sutton won the National Auctioneers Association's International Auctioneer Championship in 1999.

Boots-Sutton, of Horizon Land & Auction, Bowling Green, Mo., received a trophy, diamond ring and \$5,000. Reserve Champion was James Pendleton, of Salt Lick, Ky.

In the team competition, Pendleton and Dustin Taylor won the top prize, which included \$5,000. Peter Gehres, CAI, CES, of United Country — Gryphon Realty & Auction Group, Lewis Center, Ohio, won the Sportsmanship Award.

NIADA TV (National Independent Automobile Dealers Association) broadcasted the championship live for the first time. It had more than 125,000 viewers.

"This was one of the best championships in history," says World



Charlotte Pyle, President of the National Auto Auction Association; Cheri Boots-Sutton, winner of the 2012 World Automobile Auctioneers Championship; NAA President Christie King, CAI, AARE, BAS; and NAA CEO Hannes Combest, CAE, were in Florida for the World Automobile Auctioneers Championship. Photo by J.D. Hunter

Automobile Auctioneers Championship President Paul C. Behr, CAI, BAS. "Every contestant did their best, and the close scores reflected the high caliber of talent of the contestants."

The 2013 World Automobile Auctioneers Championship is scheduled to take place at Midway Auto Auction, Waco, Texas, on May 17. ❖

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Mecum in Kansas City

A 2012 Mercedes-Benz S600 took top sales honors at \$133,000 during the Mecum Spring Kansas City, Mo., auction in late March, according to a news release. Gross sales for the three-day auction were more than \$8.9 million.

The company then achieved \$18.5 million during its Houston auction April 13-14. The event attracted more than 12,000 attendees, who had 708 vehicles from which to choose. Mecum saw a sell-through rate of 80 percent.

Photos by Nathan Brunzie



Equipmentfacts expands into the European and Middle Eastern Markets

Expanding into Europe and the Middle East with local representation will allow us to provide the same level of customer support to both Auctioneers and Bidders alike, which has been the benchmark of our success."

Larry Garafola

Founder & CEO of Equipmentfacts



Equipmentfacts (www.equipmentfacts.com), the leaders in Online Bidding for the Heavy Equipment, Truck & Machinery Auction Industry, has announced that it has expanded into the European and Middle Eastern Market. "We're excited to announce the Equipmentfacts expansion into the European and Middle Eastern Market headquartered in Eindhoven Holland and Abu Dhabi in the United Arab Emirates," said Larry Garafola, Founder & CEO of Equipmentfacts. "Expanding into Europe and the Middle East with local representation will allow us to provide the same level of customer support to both Auctioneers and Bidders alike, which has been the benchmark of our success."

We are pleased to announce the appointment of Frank Gielen, as Director of Business Development in Europe and the Middle East. Frank has been active in the global auction business since 2000, setting up live and online, holding key positions in international operating auction companies specialized in heavy equipment, trucks and machinery. Frank is a hands on person who looks at the auctions from a sellers and buyers perspective and has all the auction disciplines under his belt. Frank's experience of being active in the European, Middle East and Asia Pacific markets will open up Equipmentfacts to the world. "I am delighted and honored to accept this challenge given to me by Larry as we share the same points of view of the auction

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business: from a sellers and buyer's objective to getting the job done. I am really looking forward to being part of Equipmentfacts experienced team and going global", states Frank Gielen.

With this expansion and along with a strategic marketing effort, Equipmentfacts has already added over 25,000 registered users to its database and will continue to expand our bidder database within the European and Middle Eastern Market to bring the largest pool of global bidders to Auctioneers around the world. This alone will continue to separate Equipmentfacts from other online bidding providers both nationally and internationally.

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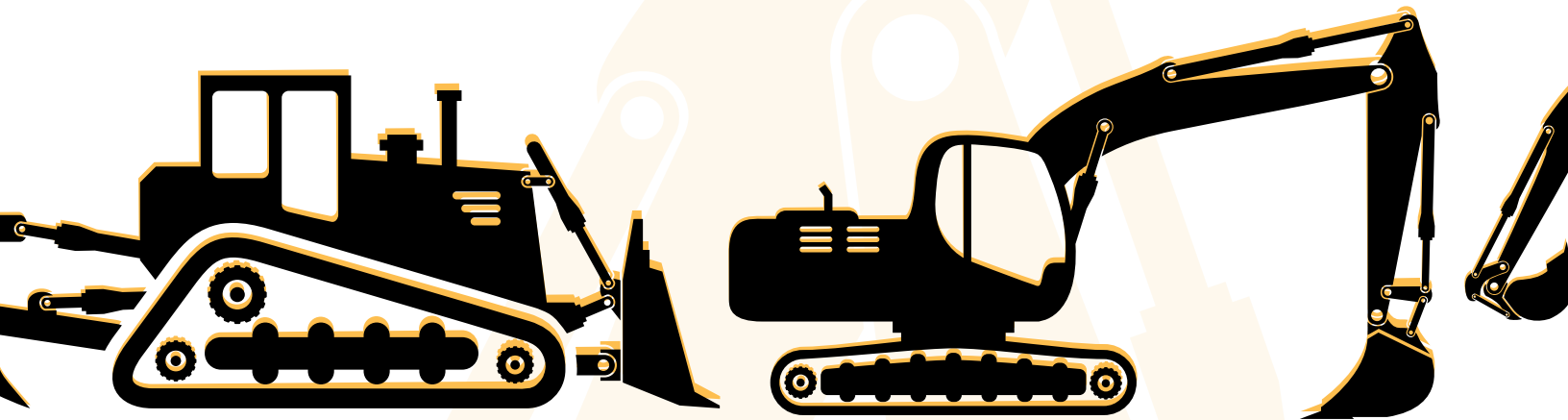
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Considering absorption in equipment values



Jack Young
ASA, CPA

The concept of absorption is used relatively often in real estate appraisals and the same concept, known as “blockage,” is well-documented in the art valuation world, particularly in tax-related appraisals.

The term “blockage” — used by the IRS — derives from issues related to selling a large block of stock and seeing the related market decline.

Equipment Auctioneers, whether familiar with the term or not, certainly see the same effect when selling a high volume of similar equipment, such as a fleet of Peterbilt trucks or a yard full of John Deere backhoes. In the equipment appraisal profession, though, absorption is often underused.

Kyle Martin, Supervisory Estate Tax Attorney with the Internal Revenue Service in Oakland, Calif., has stated in public meetings that, in fact, underuse of blockage is one of the more common mistakes he sees in reviewing estate appraisals.

Defining absorption

So, what is absorption, and when is it appropriate to consider absorption in equipment valuation?

Absorption is essentially an effect of the basic economic

law of supply and demand, which states that the greater the supply and the lower the demand, the lower the price will be. Using the concept of absorption in valuing equipment is a way to take into account the length of time needed for the assets to be absorbed by the current market and at a price. The question that needs to be asked, when considering whether absorption is a factor in equipment appraisals, is this: “Are there enough ready and able buyers willing to pay full price if the items were offered for sale at the same time?”

While you may not know the answer to that question, just asking it improves the quality of the equipment appraisal work being done. If you’re not sure, find someone to ask. Your creditable source may be a used equipment dealer, another Auctioneer, or an expert in the particular industry. These are the same folks who can help you formulate your absorption rate calculation. For instance, in a recent equipment appraisal, I was researching values on propane tanks — values that are extremely price/volume sensitive.

Examples

In talking with industry experts, it was determined that if the number of propane tanks in question were released into the used tank market at the same time, the result would be a 50 percent reduction in value. In light of this information, and given the fact that we were opining on the fair market value, we decreased the opinion of value on the tanks by 50 percent to account for the negative effect that would occur



if this volume of tanks were to appear on the market at the same or relatively same time.

In the seminal art tax case in which blockage was first applied as a valuation concept, the agreed upon discount was 37 percent. In perhaps the most famous art valuation tax case — Estate of Georgia T. O’Keefe v. Commissioner — the executors of the estate sought a 75 percent discount in value, arguing that monetizing the estate would “flood the market” and reduce the instant fair market value. The court conceded a 50 percent discount on the collection’s undiscounted valuation of \$36.4 million.

While most equipment appraisers may not be applying discounts to valuations in the millions of dollars, even smaller estates can benefit from the consideration of absorption. In a case involving gift tax, for example, parents were transferring assets of a very large farming operation to their heirs. The operation included 93 tractors and 500 miles of irrigation pipe. After doing the appropriate research, I established absorption discounts for each of these two categories.

When calculating absorption discounts for opinions of values, the critical elements of research are the following:

1. Actual past cases in a related industry (often hard to locate)

2. Creditable, independent industry experts

Support your results

Just as important is the process by which absorption is referenced within the written valuation report. Because absorption is not a commonly used or well understood concept, the narrative report needs to explain clearly and thoroughly why the concept of absorption is being used, how the absorption discount was researched and how it is being applied to the assets being appraised. In addition, be sure that your work file contains all the documentation needed to support your results.

As more equipment appraisers become familiar with and confident in the appropriate and well-researched use of absorption discounts in their valuations, we will be doing our clients,

and the equipment appraisal profession at large, a great service by bringing this valuable and underused tool into wide use. ❖

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Thirty-six students graduated from Reppert Auction School on March 4, 2012. Students in the class came from coast to coast (Washington state and New York). Fourteen states are represented with a variety of auction specialties, such as livestock, real estate, general consignment, commercial liquidations and more. One student wanted to cross an item off his bucket list. Submitted photo



Spring 2012 graduates from Carolina Auction Academy. Submitted photo



The Mendenhall School of Auctioneering February class had 40 students from eight states. Submitted photo

SUCCESS STORIES

Bowl sets record for auction company

In early March, Woody Auction LLC, Douglass, Kan., achieved \$65,000 for an American brilliant-cut glass, three-color bowl by Dorflinger at an auction in Kansas City, Mo, according to a news release. It was a record for the company.

It also sold a Libbey American brilliant-cut glass bowl for \$5,500, and an aqua green wine glass in the Russian pattern with star-cut buttons made \$4,500.

In a late-March auction, Woody sold a bride's basket with a star crimped melon ribbed apricot satin diamond quilted bowl, set on a Meriden silverplate, for \$8,000. A six-piece ivory portrait set, with each hand-painted portrait signed "David 1810," reached \$6,900.

In addition, a brass Sevres-style pedestal featuring a cobalt blue column with extensive gold leaf highlights topped out at \$5,000. ❖



\$65,000



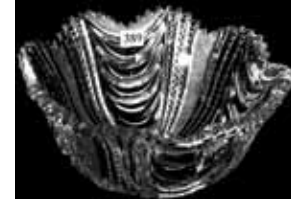
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Live auction brings nearly \$5 million during Muhammad Ali event

Jeff Stokes, of Stokes Auction Group, Edgewood, Wash., led the auction for Muhammad Ali's Celebrity Fight Night in late March, according to a news release.

The live auction portion of the fundraiser brought \$4.9 million. It featured items such as dinner at Reba McEntire's home, with special guests Tom Hanks and Rita Wilson, which sold for \$600,000; a vacation in Tuscany with a dinner and Andrea Bocelli concert, which sold for \$1.4 million; and a dinner with Billy Crystal and Robin Williams, which fetched \$400,000.

The event was in the J.W. Marriott Phoenix Desert Ridge Resort & Spa. Muhammad Ali and Larry Fitzgerald, of the Arizona Cardinals, were among celebrities at the fundraiser, which achieved more than \$9 million.

Performers included Rascal Flatts, Miley Cyrus, Rita Wilson, Sinbad and Lionel Richie.

Celebrity Fight Night Foundation is a non-profit organization that supports the Muhammad Ali Parkinson Center. ❖

Land in Louisiana breaks \$7 million mark

Kurtz Auction & Realty Co., Owensboro, Ky., sold sugar cane, soybean and timber land west of Baton Rouge, La., for more than \$7 million in late March, according to a news release.

Woodlawn Plantation, 1,072 acres of sugar cane and timber land, sold for \$4.5 million; Solitude Plantation, a 331-acre sugar cane tract, went for \$2 million; and 187 acres of soybean land in St. Landry Parish got \$649,846. ❖

The sale of the Daniel Oliver Estate attracted about 250 farmers, investors and business-people.

Farmland continues to climb

Hall & Hall Auctions, Eaton, Colo., sold about 640 acres of Kansas farmland at auction April 5 for \$1 million, according to a news release. About 50 bidders attended the auction.

On April 12, it sold Waurika Farms, a more than 7,000-acre beef production facility located

in southern Oklahoma, for \$11 million. The farm has about 3,300 acres of wheat land and 2,700 acres of Bermuda grass and native species.

The auction attracted 15 registered bidders. The sale exceeded a pre-auction estimate of \$1,300 to \$1,500 per acre. ❖

Attendance, sales increase for Florida auto auction

Barrett-Jackson Auction Co. achieved more than \$18 million during its annual Palm Beach Event on April 5-7 at the South Florida Fairgrounds, according to a news release.

The auction attracted a crowd of more than 55,000 people, bringing attendance and sales above last year's numbers.

The three-day event, which featured nearly 450 vehicles, was broadcast on SPEED with more than 20 hours of live coverage.

Forty-two percent of bidders

were first-time registrants for the event, which is now in its 10th year.

Highlights from the sale included these vehicles:

- A 2011 Ford Shelby GT 500 2-door hardtop – \$1 million
- A 2010 C8 Spyder SWB convertible – \$220,000
- A Chevrolet Corvette custom convertible – \$203,500

Barrett-Jackson helped raise nearly \$1.8 million at the auction for local and national charities. ❖



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Auctioneer was part-time farmer, community leader

National Auctioneers Association member Gary Wooten, CAI, of Rogers Realty & Auction Co. Inc., Mount Airy, N.C., died April 21. He was 54.

His true passions were farming and auctioneering, according to his obituary. Being a part-time farmer, Wooten often was known for saying “tractors are green and trucks are red.”

In addition to the NAA, he was an active member of Forbush Friends Meeting, for which he served as Sunday school Superintendent. He also was a member of Fall Creek Fire Department, for which he served as President and Director.

He is survived by his wife, Katherine Stanley Wooten; sister and brother-in-law, Dianne and Ray Shore; and several aunts, uncles and cousins.

Flowers will be accepted and memorials can be made to the Family Life Center at Forbush Friends Meeting, c/o Mary Wooten, 2821 Mill Hill Rd., East Bend, NC, 27018, and Mountain Valley Hospice, P.O. Box 1267, Yadkinville, N.C., 27055. Online condolences may be made to www.gentryfuneralservice.com. ❖

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Shortly after Emma Grace's third birthday, her mom, Marcy, started to notice unexplained bruises on her youngest child's body. Marcy took Emma Grace to the doctor, who ordered blood work. When the tests came back abnormal, Emma Grace underwent a bone marrow biopsy. The results were heartbreaking: Emma Grace suffered from acute lymphoblastic leukemia. Her family was quickly referred to St. Jude Children's Research Hospital® for her treatment.

At St. Jude, Emma Grace started chemotherapy on a two-and-a-half year treatment protocol. Her cancer went into remission quickly, where it remains today. Her family is grateful for the care she's received. "St. Jude was right there to show us the way through this horrifying storm," said Marcy. Emma Grace is scheduled to finish treatment this summer. She loves playing with her dolls and dancing. Emma Grace also loves to paint birdhouses that she sells to raise money for St. Jude.

For more information about St. Jude and The Auction for Hope, visit www.stjude.org/naa.



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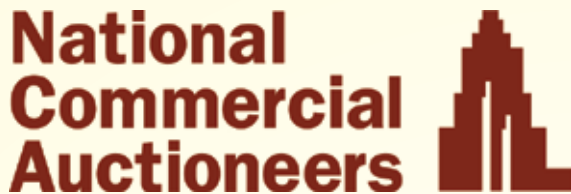


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DeLay

After 16 years in the industry, I felt it was time to be part of the family. I am looking forward to the opportunity to network with fellow Auctioneers.

Tim DeLay
 Denver



Celona

I joined NAA because of the superior educational resources they make available to their members and because of the high ethical standards they set for their membership. This can only serve to enhance the quality of service and professionalism all NAA members bring to the table during client engagements."

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continued »



Walters

Joining the NAA gives me the opportunity to pursue the AARE and CAI designations, which are important steps in furthering my career as a real estate Auctioneer."

Conn Walters
Minneapolis



Thompson

The reason I joined the NAA is for the affiliation, networking and educational opportunities that the NAA provides as well as the relationship that the Minnesota State Auctioneers Association and NAA has."

David C. Thompson
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(416) 736-1367 ext. 225

New members compiled by Brandi McGrath



Beck

I joined the NAA to expand my knowledge of the profession and take advantage of the opportunity to network with working professionals in the field. The immersion into the profession I received at the Mendenhall School of Auctioneering was a terrific jump start into a second career."

Tim Beck
Fairbanks, Alaska



NAA Hall of Fame Nomination Form 2012

Name of Nominee _____

Residence Address _____

City _____ State _____ Zip code _____

Phone _____

State Association of Nominee _____

Business Information

Name of Firm _____

Position in Firm _____ Number of Associates or Partners in Business _____

Business Address _____

City _____ State _____ Zip code _____

Phone _____

Personal and Family Information

Spouse's Name _____

Does spouse participate in the auction profession? Yes No

If yes, explain: _____

Children (include names and ages)

Name _____ Age _____

Name _____ Age _____

Name _____ Age _____

Does spouse participate in the NAA Auxiliary? Yes No

Does spouse participate in the State Auxiliary? Yes No

General Professional Information

How long has the nominee been associated with auction business? _____ years.

What percentage of the nominee's time is actively spent in the auction business? _____ %

How long has the nominee been a member of NAA? _____ years.

Has the nominee specialized in any particular field of auctioneering? Yes No

If yes, what field?:

NAA Hall of Fame Nomination Form (page 2)

List educational background of the nominee, including offices held current and past:

List regular auctions conducted, if any, and/or any special individual auctions conducted that brought attention and credit to the auction profession:

List at least three individuals, who have worked with the nominee or who have knowledge of the nominee's worthiness in being considered for this award, whom the Hall of Fame Award Committee may contact:

Name	_____	Address	_____
Name	_____	Address	_____
Name	_____	Address	_____

Previous recipients of the NAA Hall of Fame Award have established general qualifications which they think each nominee should possess or have shown. Please reflect your personal assessment of the nominee with respect to: Honesty; High Ethical Standards; Willingness to Share with Others; Standing in his or her Community; State and National Association; and Contributions to NAA and the Auction Profession

Nominations must be postmarked no later than June 4, 2012. Mail nomination form to:

*NAA Hall of Fame Awards Committee
c/o National Auctioneers Association
8880 Ballentine
Overland Park, KS 66214*

Submitted by (please print) _____

Residence Address _____

City _____ State _____ Zip _____

Phone _____

Nomination recommended by (state association) _____



MEMBERSHIP APPLICATION

Please complete all four sections of this form.

To apply for membership in the NAA, choose one of these application methods:
 Complete this form with credit card information and fax to (913) 894-5281
 Complete this form and return with payment to: NAA Membership, 8880 Ballentine, Overland Park, KS 66214

1

PLEASE CHECK ONE. Membership in NAA is open to individuals, not companies.

MEMBERSHIP TYPES		All members except *ONLINE members will receive the print version of <i>Auctioneer</i> magazine.
<input type="checkbox"/> REGULAR	An active Auctioneer that subscribes to the NAA Code of Ethics and embraces the NAA Mission and Vision. Voting Member (Printed Materials)	<input type="checkbox"/> \$300 (1 Year) <input type="checkbox"/> \$535 (2 Years) <input type="checkbox"/> \$725 (3 Years)
<input type="checkbox"/> ONLINE	Online member is an active Auctioneer receiving all correspondence through online and electronic formats. Voting Member (*Digital Materials - Receives digital version of <i>Auctioneer</i> magazine)	\$275
<input type="checkbox"/> AFFILIATE	Individuals who are not Auctioneers but who are involved in auction or auction-related business with the purpose to provide goods and services to Auctioneers and the public. Non-Voting Member (Printed Materials)	\$500
<input type="checkbox"/> ASSOCIATE	Employees of Active Members who are not Auctioneers. Auction-related professionals representing the real estate, finance and legal industries should apply for Associate membership. Non-Voting Member (Printed Materials)	\$225
<input type="checkbox"/> MEMBER + SPOUSE	An Active member and his/her spouse or significant other that subscribes to the NAA Code of Ethics and embraces the NAA Mission and Vision. Includes Auxiliary membership for spouse for one year. Voting Member (Printed Materials) Spouse's Name (Must Complete): _____	\$450
OPTIONAL FEES		
<input type="checkbox"/> NATIONAL AUCTIONEERS FOUNDATION DONATION	The National Auctioneers Foundation is the fundraising partner of the NAA. Funds promote the auction profession and industry. Donations are tax deductible.	\$50
<input type="checkbox"/> MEMBERSHIP NAA AUXILIARY*	The Auxiliary is a source for the promotion and advancement of the auction team. Membership is open to regular, online and retired members and spouses only. One year membership per person. <input type="checkbox"/> Self <input type="checkbox"/> Spouse *Auxiliary Member's Name (Must Complete): _____	\$25 per member

2

MEMBERSHIP INFORMATION (Please Print)

TOTAL AMOUNT DUE \$ _____

First _____ Middle _____ Last _____

Nickname _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail _____

Web Site _____

Check here if you are a previous member or a member of a state association.

Male Female

Number of Years in Industry _____ Year of Birth _____

Name of auction school attended if applicable _____

Referred By (Optional) _____

3

PAYMENT INFORMATION

Check Enclosed (\$USD) Credit/Debit Card

Payment Plan
See Reverse

Credit Card # _____ Exp. Date (MM/YY) _____

Card Holder Name (Print) _____

Signature _____

4

AUCTION SPECIALITIES

It is recommended that you indicate your specialities. This information is available on the NAA web site where the public can search by speciality. You may choose up to FIVE.

- | | |
|---|---|
| <input type="checkbox"/> Antiques & Collectibles | <input type="checkbox"/> Firearms |
| <input type="checkbox"/> Appraisals | <input type="checkbox"/> Govt. Surplus Property & Seizures |
| <input type="checkbox"/> Art & Galleries | <input type="checkbox"/> Heavy Equipment & Construction Machinery |
| <input type="checkbox"/> Auto & Motorcycles | <input type="checkbox"/> Industrial & Manufacturing Equip. |
| <input type="checkbox"/> Bankruptcy | <input type="checkbox"/> Intellectual Property |
| <input type="checkbox"/> Benefit & Charity | <input type="checkbox"/> Jewelry |
| <input type="checkbox"/> Boats & Water Sports | <input type="checkbox"/> Real Estate, Commercial/Industrial |
| <input type="checkbox"/> Business Liquidations & Office Equipment | <input type="checkbox"/> Real Estate, Land |
| <input type="checkbox"/> Coins | <input type="checkbox"/> Real Estate, Residential |
| <input type="checkbox"/> Collector Cars & Vintage Equipment | <input type="checkbox"/> Off-Road & Recreational Vehicles |
| <input type="checkbox"/> Estate & Personal Property | <input type="checkbox"/> Restaurant, Food & Spirits |
| <input type="checkbox"/> Farm, Ranch & Livestock | <input type="checkbox"/> Trucks, Trailers & Transportation |

NAA Member Benefit Highlights

NAA Member Services: (913) 541-8084 — Fax: (913) 894-5281
memberservices@auctioneers.org — www.auctioneers.org

NAAuction.com

Built specifically for the consumer, this website provides the public with information and education about the profession and industry, and connects buyers and sellers with NAA Auctioneers and their auctions.

OfficeMax Discounts

This custom office supply program offers savings of 31% to 88% off more than 25,000 products online, through the catalogue or at one of nearly 1,000 stores.

Shipping & Freight Discounts

Save up to 25% off Express, 12% off Ground and 70% off Freight when you ship with FedEx. Discounts of up to 70% off are also available on freight shipping with YRC and UPS.

Constant Contact

NAA Auctioneers receive a discount when they use Constant Contact, an e-mail marketing provider. Communicate easily and efficiently with your clients, announce your next auction to everyone in your e-mail database list and save money! Get a 60-day free trial for up to 100 e-mail addresses. After that, pre-pay and get a discount of up to 25% off! Get started by visiting naa.constantcontact.com!

Auctioneer magazine

Stay tuned to current news and trends impacting the auction industry and profession. This full-color magazine is produced monthly for NAA members.

Auction E-News

Get up-to-date on events, education and news at the NAA with this free members-only e-newsletter delivered to your inbox on the second and fourth Wednesday of each month.

Industry Insights

Free online seminars presented by industry professionals teach today's business essentials to help you run your business more successfully.

Online Mentoring and Networking Forum

Share information with fellow members and ask questions about the auction profession when you participate in the NAA's members-only forum. Check back frequently as many topics are discussed on this very active forum. Call NAA Member Services at (913) 541-8084 or log on to www.auctioneers.org for more information.

Auction Calendar

Members can post their auctions for free on the exclusive NAA Auction Calendar hosted at www.NAAuction.com.

NAA Education Institute

The NAA is dedicated to providing professional development opportunities for the auction industry. Members enjoy discounts on all educational events, seminars, designation and certification programs. Designation programs include: CAI, AARE, ATS, BAS, CES, GPPA and MPPA. Learn more at www.auctioneers.org or e-mail education@auctioneers.org.

Buyers' Guide

The NAA has collected information from those companies who have developed products and/or services with the auction company in mind at www.auctioneers.org.

NAA Credit Card Program & Free Check Recovery

Save on processing rates when accepting credit card payments from your sellers for their purchases.

NAA Knowledge Center

Watch or download previous Conference & Show educational seminars, past IAC competitions and other NAA educational sessions. Each month, NAA members have access to a free seminar from a previous Conference and Show. Individual, track or all-access passes are available.

Discounted Advertising Rates

Reach your target buyers thanks to the NAA's exclusive auction advertising programs. Receive discounted advertising rates with USA TODAY, Investor's BusinessDaily, The Wall Street Journal and TheNetwork of City Business Journals. Other contracts available on request.

Free Website Design & Hosting

Members can individualize information about their company and post auctions with their very own free website. This program also includes free web hosting when you pay just \$9.95/year for the URL.

Workers' Compensation Insurance

NAA offers a deviated Workers' Compensation insurance program through the Blue Valley Insurance Agency. Premium prices vary by state and by payroll.

Publications

"Waiting For the Hammer to Fall - A Guide for Auctioneers" and "Auction Law" by Kurt R. Bachman and Joshua A. Burkhardt provide legal guidance and up-to-date information on issues Auctioneers encounter in their course of business.

NAA Payment Plan

Be part of the National Auctioneers Association and stay on a budget when you choose the NAA Payment Plan, which allows you to spread your membership dues over three consecutive months.

Regular Membership (\$300)

\$100/month for three consecutive months

Online Membership (\$275)

\$92 for first and second months; \$91 for third month

Member and Spouse Membership (\$450)

\$150/month for three consecutive months

PLEASE CHECK ONE - REQUIRED

- Payment by Credit Card:** By checking this box, I understand the terms and conditions of the payment plan and authorize the NAA to automatically apply payment to my credit card on the 25th of each month (three consecutive months).
- Payment By Check:** All payments by check must be received by the 25th of each month (three consecutive months).

**Please Note: Failure to make three consecutive monthly payments will result in the cancellation of your NAA membership.*

Return completed form to the National Auctioneers Association by email to accounting@auctioneers.org, fax to (913) 894-5281 or mail to 8880 Ballentine, Overland Park, KS 66214.

IF EMAILING OR FAXING FORM, PLEASE MAKE SURE TO INCLUDE BOTH FRONT AND BACK PAGES.

Mission

To promote the professionalism of auctioneers and auctions through education and technology.

Vision

The National Auctioneers Association will unify and lead the auction and competitive bidding industries so they will be increasingly utilized as the preferred method of sale for personal and real property in all segments of the economy.

These are just a few of the outstanding benefits of NAA membership. For a complete list of member benefits, visit our website.

www.auctioneers.org



FROM THE FORUM

www.auctioneers.org/forum

trending topics	views	replies
1 Helping Realtors to sell short-sale approved listings at auction	252	11
2 What kind of "smart" phone do you use?	172	5
3 Do you have problems with thieves at your auctions?	218	12

IN THE RING

What have you found are the best methods for getting your customers talking about your company or its upcoming auctions (i.e., advertising, social media, word of mouth, phone, in-person conversations, etc.)?

"Craigslist ... not only in our area but in targeted cities around the country, especially when we do live Internet auctions."

Charles Brobst, CAI, CES
North Pacific Auctioneers Ltd.
Anchorage, Alaska

"A lot of people are starting online. With real estate, we initially get people off of advertising via print or e-mail or website. Eventually we meet with them. We do quite a bit on our website. It's a combination of everything. We do quite a bit of e-mail."

"With any auction, it's a niche as to what kind of advertising campaign we do ... depending on what demographics we're trying to reach and what the product is."

Jeff Bockrath
Amlin & Associates Auction Service
Holland, Ohio

AROUND THE BLOCK

- The Minnesota State Auctioneers Association Auxiliary inducted **Joani Mangold, CAI, CES, GPPA**, into its Hall of Fame during the association's convention Jan. 28. She was recognized for her dedication to the auction business, community and family, according to a news release. Mangold has served as the Auxiliary's President and on its Board of Directors.
- Several Auctioneers who practice their trade under the United Country Real Estate flag attended the NAA's Certified Auctioneers Institute courses in March. Four United Country professionals attended CAI Next, and more than 10 attended other CAI courses, according to a news release. In other news from the company, **Mike Jones, CAI, BAS, GPPA**, President of United Country Auction Services, conducted the auction portion of the 3rd annual DFW Sporting Clays Event at the Dallas Gun Club on March 30. The event raised about \$12,000 in support of U.S. troops.
- Along with its storage auction buyers, **Schur Success Auction & Appraisal Inc.**, Colorado Springs, Colo., helped raise \$3,550 for St. Jude Children's Research Hospital in the first quarter of 2012, according to a news release.

MEMBERS' CORNER



NAA Deputy Executive Director Chris Longly and Nashville Chapter 7 bankruptcy trustee John McLemore discuss bankruptcy auctions at the spring National Association of Bankruptcy Trustees (NABT) conference in Las Vegas. McLemore is the father of NAA Auctioneer and Education Institute Trustee Will McLemore, CAI, of Nashville, Tenn. The NAA has a partnership with the NABT, which plans to present a seminar on bankruptcy auctions at this year's Conference and Show in Spokane, Wash. Submitted photo



Crawford County, Pa., commissioners sign a proclamation for National Auctioneers Day on April 21. NAA member Sherman Allen is seated, holding the gavel, and standing in front of the flags is NAA member Bruce Nicolls. Submitted photo



Ignite NAA

The NAA is calling on members to present Ignite sessions at this year's Conference and Show. Check out examples of Ignite presentations at youtube.com/NAAAuctioneers.

An Ignite presentation is five minutes long, with 20 slides that automatically advance every 15 seconds (whether you want them to or not). Any topic is fair game as long as it is related to the auction profession or industry.

If selected, Ignite presenters will deliver their presentations twice during Conference and Show. To be considered for one of the 12 slots, e-mail education@auctioneers.org or call (913) 563-5432.



See you in Spokane

Randy Wells, CAI, AARE, BAS, CES, GPPA, has put together a list of attractions in and around Spokane, Wash., on Page 10.

At youtube.com/NAAAuctioneers, Wells discusses his favorite parts of Conference and Show and how it has changed his business. He also talks about the great, family-friendly location. Find out more about this year's Conference and Show in Spokane at www.conferenceandshow.com.



Board decisions

NAA President Christie King, CAI, BAS, AARE, explains outcomes from the NAA's April Board of Directors meeting at youtube.com/NAAAuctioneers. The Board discussed a name change recommendation, a single class of membership proposal and other potential revisions to the association's Bylaws.

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www.twitter.com/NAAAuctioneers
www.youtube.com/NAAAuctioneers



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2012-2013 NAA Committee Volunteer Interest Form

~HOW TO VOLUNTEER~

You can find descriptions of each committee under **Member Resources** at www.auctioneers.org

Complete all sections and submit directly to

Hannes Combest, CAE
 hcombest@auctioneers.org
 or by mail to the NAA at
 8880 Ballentine, Overland Park, KS 66214

**DEADLINE FOR RECEIPT
 June 15, 2012**

1. Please print:

NAA Member Number: _____ Name: _____

Mailing Address: _____

City/state/zip/country [if not U.S.]: _____

Phone: _____ E-mail: _____

2. NAA committee:

- | | |
|--|--|
| <input type="checkbox"/> Election | <input type="checkbox"/> BAS * |
| <input type="checkbox"/> Education Summits/Symposium * | <input type="checkbox"/> CES * |
| <input type="checkbox"/> Designation Committees * | <input type="checkbox"/> GPPA * |
| (must hold appropriate designation) | <input type="checkbox"/> Conference & Show Oversight |
| <input type="checkbox"/> CAI * | <input type="checkbox"/> Conference Education |
| <input type="checkbox"/> AARE * | <input type="checkbox"/> Fun Auction |
| <input type="checkbox"/> ATS * | <input type="checkbox"/> IAC (must be past champion) |

- I would be willing to volunteer for any short term assignment or task force (3-6 months)
- Check if active state association member Which association? _____

3. Leadership experience:

Please list all prior leadership experience below. Include position held and length of time in that position.

3. Why you want to volunteer:

Please provide specific reasons on why you would like to be part of one of our committees.

thank you
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 (913) 563-5421

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NATIONAL AUCTIONEERS ASSOCIATION INDEX

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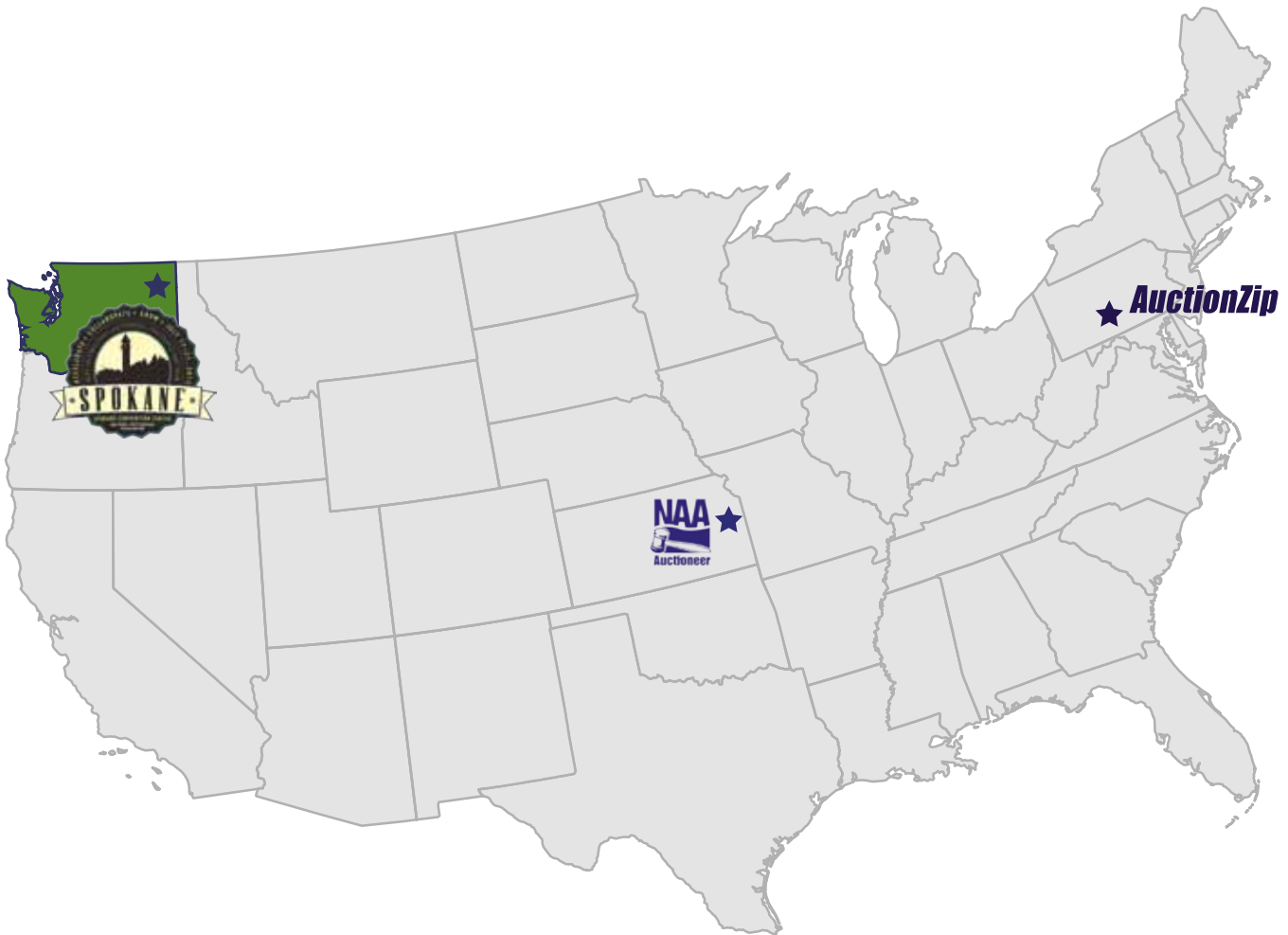


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