



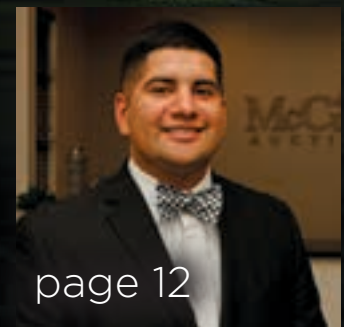
# Auctioneer

OCTOBER 2016

## NAA DAY ON THE HILL



- | CONTRACTOR VS. EMPLOYEE: YOU **HAVE** TO KNOW THE DIFFERENCE
- | NAA MEMBERS ARE EARNING LOCAL MARKET SHARE THROUGH LANGUAGE TRANSLATION
- | NAA AUCTIONEER READERSHIP SURVEY RESULTS



page 12



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**John Nicholls, AARE, AMM**  
NAA President

National Auctioneers Association President John Nicholls, AARE, AMM, is a second-generation Auctioneer who has made it his business to lead in the world around him.

As President of Nicholls Auction Marketing Group, Inc., John conducts and oversees more than 300 auctions per year for Fortune 500 companies, while he also serves the NAA membership and auction industry as an official, speaker, and educator. He has appeared on the TODAY show as a past NAA IAC Champion, and has served as a leading voice for the auction profession for many news outlets and publications.

Aside from winning IAC in 2006, John has won a slew of awards and honors. A few of those include: 1994 Virginia State Champion Auctioneer; 2003 World Automobile Auctioneer Champion; and 2016 Virginia Auctioneers Association Hall of Fame inductee.

John resides in Fredericksburg, Virginia, with his family.

## You have power to influence, use it!

When Tom Saturley began talking five years ago about the “three-legged stool” that the National Auctioneers Association is built upon, we all agreed that the concept was outstanding.

NAA was founded on the concept of offering quality education to people in the auction industry, and we have a history of ensuring that this is our first priority.

In the past, we have dipped our toe into the “promotions” water and the “advocacy” water, but these areas have traditionally been expensive. Thus, we started and ended efforts quickly. As a result, when Tom started his discussions, we all thought of the finances.

However, he helped us see that NAA can be effective in offering these services to our members, and we can do so with the limited resources we have. Part of the reason we can is because of the people we have as members! You all have contacts that can help NAA with our advocacy efforts.

Think about it – how many of you know elected officials (federal, state, county, or municipal), many who have attended your benefit, real estate or personal property auctions? Make note of who these people are. Are they up for election? If so, make sure to find out the results of that election and drop them a note. Remind them who you are, what you do, and invite them to participate in one of your auctions – live or online!

That’s what I learned from Tom Saturley: Be aware of who is in your Rolodex. And from Paul C. Behr, I learned to recognize them! That’s how all of us will be successful with our advocacy efforts.

Here’s another tip – and this is especially to those individuals who are pictured beginning on page 9: show these photos to your Congressional representatives. These are individuals who attended last month’s NAA’s Day on the Hill

in Washington, D.C., and we know that Congressmen and women like to be shown with their constituents.

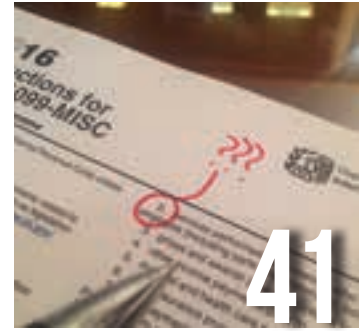
The same holds true for people locally. Take a selfie and publish it on your Facebook page – it is easy, quick and effective. Posting your photo with them clearly illustrates how NAA members are creating and strengthening their relationships with government officials. This type of effort helps us achieve our strategic initiative for the NAA.

And, to those of you who did not attend NAA Day on the Hill, let me encourage you to make that visit next year – it is truly powerful! To walk the halls with the people in this country who are making policies that we live by, and to be able to talk to them and to their staff, we can’t take these things for granted. This really is what makes America great, and none of it is difficult. We ask you to make your appointments when you go, but we provide you supportive training regarding what to do and what to say.

Your participation is incredibly important. Imagine if NAA members from all 50 states were on Capitol Hill at the same time talking to their Congressional representatives – what a powerful message that would send on behalf of our beloved industry!

And, for your interest and to help you continue to do business throughout the United States, this issue of *Auctioneer* holds the updated version of the Licensing Guide. It is a quick reference piece that gives you the contact information of those states with license requirements so that you can have the most current information possible.

It’s just another service from YOUR NAA! Enjoy!



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For the second year in a row, NAA members met in Washington, D.C., with many elected officials and government entities to extoll the virtues of using auction and NAA members.

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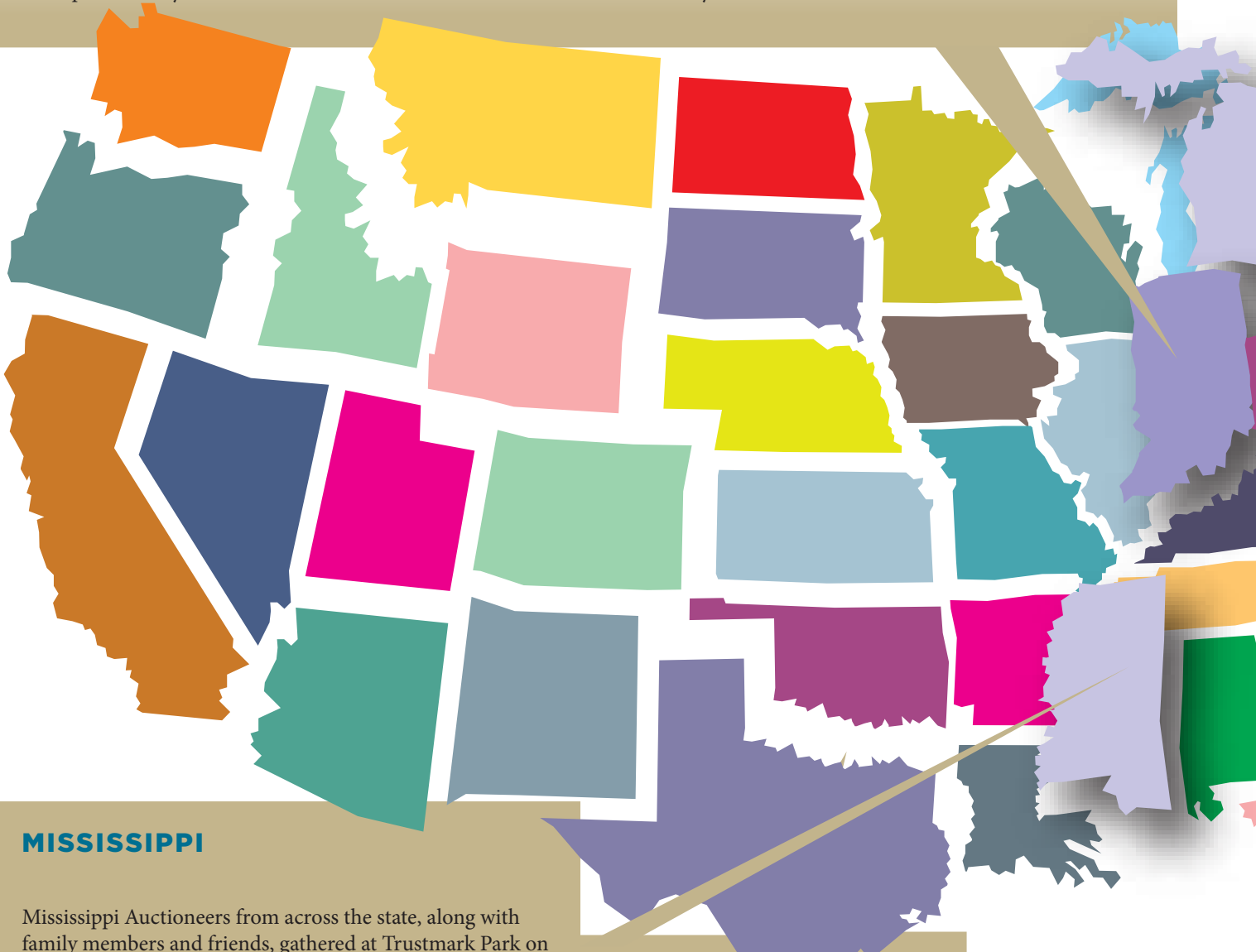
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# State watch

## INDIANA

The IAA recently announced that the state's Job Creation Committee made a final recommendation to the Governor that current law regarding Auctioneer licenses and auction company licenses should remain unchanged. This came, in part, as a result of work produced by NAA members Seth Seaton, CAI, AARE, and Mike Brandly, CAI, AARE.



## MISSISSIPPI

Mississippi Auctioneers from across the state, along with family members and friends, gathered at Trustmark Park on Friday, Aug. 19, for a Summer Social to enjoy networking, good food, free ice cream, baseball and fireworks. MAA members gathered for a short meeting and good food at Farm Bureau Grill discussing this year's accomplishments, membership, benefits, bid calling competitions, education opportunities, conference and more. Afterwards, the group headed over to the stadium to watch MAA Past President William L. Head, CAI, AARE, BAS, CES, (shown right) throw the first pitch as the Susan G. Komen Foundation's Pink Tie Guy.



**MICHIGAN**

The Michigan Auctioneers Association has announced the official launch of its new website. Also, the MAA reports it will produce MAA "Legends" trading cards to honor past champions, Hall of Fame members or those chosen by the late Garth Wilber. To order a set, email [info@msaa.org](mailto:info@msaa.org).



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# NAA Day on the Hill 2016: Speaker of the House, GSA, and more

The meetings were part of a successful second-consecutive NAA Day on the Hill advocacy event.

By James Myers, contributor

About 25 National Auctioneers Association members and staff visited Capitol Hill in Washington, D.C., to meet with legislators as part of the 2016 NAA Day on the Hill event, Sept. 7-8.

U.S. representatives Billy Long (R-Mo.) and Jeff Duncan (R-SC), both Auctioneers, met the group during a special reception. The visit also included private tours of the Capitol Building and a meeting with the General Services Administration.

This marks the second-straight year that NAA members have come together to get some face time with Congressional leaders, and David Whitley, CAI, CES, NAA Advocacy Committee chairman, said he hopes to eventually have two leaders from each state attend the event every year.

“NAA Auctioneers are very well received by our representatives in Washington,” Whitley said. “It’s amazing the access we are granted and to actually see people like (Speaker of the House) Paul Ryan.”

Whitley said the advocacy committee met to discuss five legislative goals prior to meeting with legislators, but they didn’t go to the Capitol with any pressing legislative issues at this time.

“We had a really phenomenal trip,” said Scott Shuman, CAI, vice president of the NAA. “We got to share the NAA story.”

Shuman and his group met with former Kansas Senator and one-time presidential hopeful Bob Dole. They also got sit down with one of the most powerful men in D.C., Speaker of the House of Representatives Paul Ryan (R-Wis.).

Most event participants prepared for the trip by attending an NAA Advocacy Committee training session, where they talked about various issues and speaking points. But really, Shuman said, the goal for attendees was to impress upon their lawmakers the auction method of marketing.

“The number of assets that are sold daily at auction are really incredible when you think about it,” Shuman said.

Shuman said when explaining the auction method of marketing, members touched on how auctions are fast and time-defined, and they’re fun, yet transparent.

“Any other type of marketing lacks that transparency in being able to see exactly who is bidding against you,” he explains. “We all follow a code of ethics and spend a great deal of time educating ourselves.”





Clockwise from top left: NAA Vice President Scott Shuman sits with Speaker of the House of Representatives Paul Ryan before the Speaker took a moment to pose with NAA Advocacy Committee Chair David Whitley and his daughter. NAA members Dennis and Sue Stouffer met with Maryland officials as part of Day on the Hill, and attending members of the Advocacy Committee helped kick off the entire event with a reception for NAA members Jeff Duncan (R - SC) and Billy Long (R - Mo.).



Colton Moore, an Auctioneer with Moore Auction, Inc. in Trenton, Georgia, made his first trip to D.C. representing the NAA. But he's well acquainted with the city as he studied political science and foreign relations in college. He wrote his final thesis on the auction industry and how it relates to politics.

In his thesis, Moore focused on the issues that the auction industry deals with at a state and federal level. He also examined the relationships between how politicians and Auctioneers work. For instance, campaigning for an auction is similar to campaigning for office. He also notes that there are many Auctioneers who have transitioned into legislators, including four or five from Tennessee currently serving terms.

"They say the industry, the auction profession, is what led them into politics," Moore said. "It's easy for them to campaign because converting people into buyers is like getting them to vote for you."

Moore, who joined the NAA just this past spring, has spent enough time around the auction industry, including working for auction companies in high school and college, that he understands the power of persuasion many Auctioneers possess. For example, a cattle Auctioneer interacts with 50 to 100 people on a regular basis, selling individuals' livelihood.

"When an Auctioneer speaks up about an issue," Moore said, "they have more clout. They are elite members of the Congressional district."

Moore said his initial trip to D.C. with the NAA didn't include any hot-topic issues, and he didn't have axe to grind. He said that, too often, politicians are bombarded with issues and problems. He wanted to swing in on a more positive note and just build better relationships with politicians and just say, "Hey, we're here. We can benefit you just as you can benefit us."

While Shuman and his group's meeting with Ryan was fairly brief, they made a point to impress upon him the value of the auction method of marketing and why it's the preferred method.

In return, Ryan had questions for them regarding the industry in various parts of the country the group was from (Shuman resides and works in Colorado). It was a positive meeting for all involved.

"Those kind of interactions are very beneficial for our industry," Shuman said.

Whitley and Shuman both talked about ramping up next year's event, plans for which are still being negotiated.

"We talked about getting more people involved," Shuman said, adding that the event was held regularly in the 1980s before it was cancelled or discontinued. "Really in the last couple of years, they've stepped it up." ♦



## 2016 NAA Public Policy Agenda

While there are no hot-button issues currently, the NAA Advocacy Committee has formed an official Public Policy Agenda. This agenda was offered during several meeting in Washington as a way to inform government leaders and staff about what is on the current NAA radar.

# 2015-2016 PUBLIC POLICY AGENDA

*Presented by the National Auctioneers Association*



The National Auctioneers Association is committed to representing members in Washington, D.C. The NAA advocates that its members be the preferred auction professionals used in the marketplace.

## PROFESSIONAL LICENSING

The National Auctioneers Association advocates for states' rights to implement and regulate professional auctioneer licensing, including online-only auction professionals and companies. The NAA shall provide tools to state associations to educate state legislators and regulators and will govern its members through the NAA Code of Ethics.

## FIREARMS AUCTIONS

The NAA advocates for the legal sale of firearms at auctions, following regulations fairly developed and clearly communicated by the U.S. Bureau of Alcohol, Tobacco, Firearms and Explosives.

## IVORY REGULATIONS

The NAA advocates for fair regulations on the sale of items that the U.S. Fish and Wildlife Service regulate, including, but not limited to, ivory and mounts of protected species.

## GOVERNMENT ASSETS

The National Auctioneers Association advocates for the use of the auction method of marketing utilizing NAA Auction Professionals when selling government assets.

## COURT-ORDERED SALES

The National Auctioneers Association advocates for the use of the auction method of marketing utilizing NAA Auction Professionals for court-ordered sales.

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Daniel Gutierrez attended an auction in order to translate for a Spanish-speaking friend and turned it into a beneficial working relationship for both himself and his employer.

# Speaking the language

One auction company is earning more local market share through language translation.

By Nancy Hull Rigdon, contributor

**D**aniel Gutierrez attended his first McCurdy Auction sale two years ago. A month shy of graduating with a business degree, his task that day was translating for a Spanish-speaking friend interested purchasing an investment property.

One thing led to another, and Gutierrez, who's fluent in English and Spanish, soon landed a realtor and Auctioneer job with McCurdy's – a role that has allowed the Wichita, Kansas, real estate auction company to better tap into the Spanish-speaking market.

“We have a large Hispanic, Spanish-speaking population here, and in our experience, buyers will pay the most for an asset if they are comfortable with the process and fully understand all the details. And we found that when there was that language barrier, buyers didn't have that comfort and understanding, which could be very challenging,” says Megan McCurdy Niedens, CAI, BAS, of

McCurdy's. “Daniel has helped us bridge that gap. He can explain the process and details in Spanish to buyers so that they are comfortable and knowledgeable and prepared to buy.”

When Niedens, her father and company president Lon McCurdy, AARE, and the rest of the leadership team met Gutierrez, they knew it was an opportunity to grow their business.

“We're always looking for ways to branch out and extend our services,” Niedens says. “Things happen the way they are supposed to happen. Daniel showed up that night like he was supposed to.”

The timing was perfect for Gutierrez as well.

“I was almost done with college and just beginning to look for jobs. I had experience in real estate and wanted to utilize my skills, and I knew that knowing Spanish could give me a leg up,” says

Gutierrez, who received a Bachelor of Business Administration in Entrepreneurship with an emphasis in real estate from Wichita State University. “And when I was at the auction that night translating for a friend who ended up purchasing a property, I saw a need that I thought I would like to fill and went up and introduced myself to Lon.”

In addition to traditional realtor and Auctioneer job duties, Gutierrez has assisted McCurdy’s in building a page on the company’s website that’s written entirely in Spanish and details the auction process. One of his proudest accomplishments has been converting customers into clients – an outcome he says stems from the trust he’s built with the Spanish-speaking community.

“Someone will be struggling to speak English, and then I’ll answer back in Spanish and you see their whole demeanor and attitude change,” he says. “The Hispanic community in general really emphasizes trust, and because I can speak the same language as the Spanish-speakers, I can help them to where they feel comfortable and then develop the trust they need to successfully complete their transactions.”

Beyond language, Gutierrez has a deep understanding of the culture and marketplace preferences of Spanish-speakers due to his own life experiences. His parents were born in Mexico and predominantly speak Spanish, and while he grew up in southwest Kansas in Garden City, he has visited Mexico many times.

An example of how his background assists him at work: He understands that Spanish-speakers prefer paying with cash, so he routinely emphasizes the cash-as-is-close-in-30-days option to help buyers feel comfortable.

Gutierrez recognizes the long-term need for positions such as his. The Spanish-speaking population is increasing in many areas, he knows. Plus, he sees that Spanish-speaking buyers and sellers are drawn to the auction format.

“The Spanish-speakers in the Hispanic community really like how transparent auctions are. And they think auctions are fun – they’re fast-paced and offer an exciting environment,” he says.

He adds: “I think we’re going to see more and more of a need for multilingual auctioneers, not just for Spanish-speakers but for those speaking other languages as well, and it will be important for the auction industry to adapt to meet the need.”

Gutierrez’s value to McCurdy’s extends well beyond the fact that he’s bilingual and Hispanic.

“We are an aggressive company. Daniel is young, and he’s aggressive – when we saw that in him, we knew we had a good fit,” Niedens says.

Additionally, she attributes a significant amount of the success Gutierrez has achieved in the auction industry to his experience at auction school as well as his attendance at the NAA’s past two annual Conference & Show events.

“He’s brought a lot of great new ideas back to our company,” she says. “In multiple ways, Daniel has made our team that much stronger and more diverse.” ❖



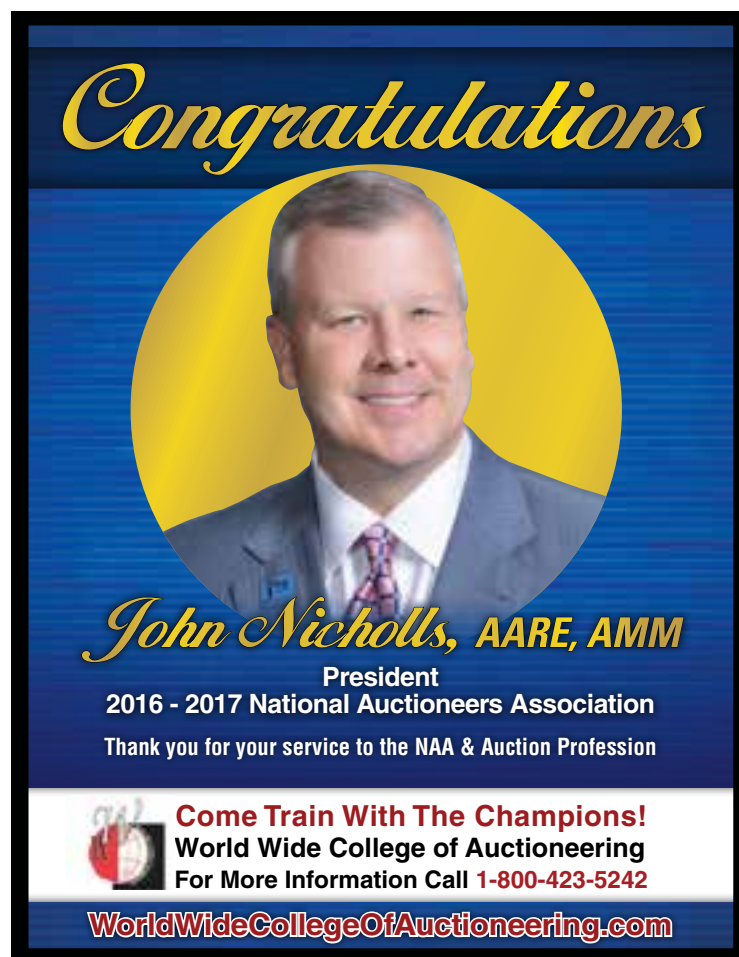
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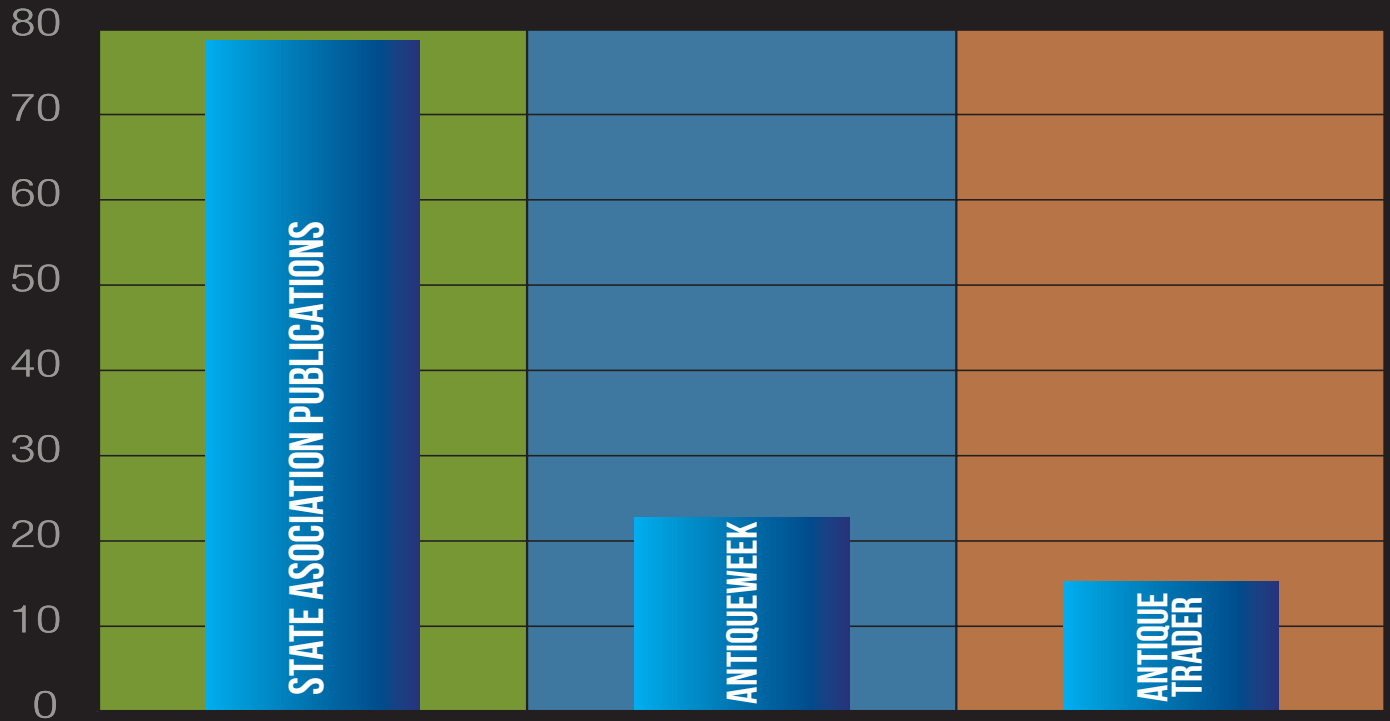
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Campaigns on a Budget (White Paper)
- December 7, 2016  
Auction Marketing
- February 1, 2017  
Business Planning
- March 1, 2017  
Third-Party Real Estate Marketing (White Paper)
- April 3, 2017  
Turning Prospects into Sellers
- June 7, 2017  
National Advocacy Update

## What other auction-related content does an NAA member read?



State Association publications far and away were the most read outside of *Auctioneer*, with 78.7 percent of respondents saying they read them. The next closest auction-related publication was *AntiqueWeek*, at 22.8%, and *Antique Trader*, at 15.2%.

# Auctioneer Readership Survey results

Key connection points were discovered through a recent Readership Survey. The result will be continued high-level content for NAA members.

By NAA Staff

In late August, the National Auctioneers Association asked members for their input regarding one of the most key assets to NAA membership – *Auctioneer* magazine.

In the “2016 Readership Survey,” members spoke up on several areas, including: their satisfaction level with the publication;

general future topic ideas; whether they preferred to view the magazine in print or online; and how likely they were to recommend *Auctioneer* to others.

“We received so much good information from the survey,” said Curtis Kitchen, NAA Director of Publications. “The results



**More than 86 percent of readers report they read *Auctioneer* either immediately (35 percent) or within a few days (51.9 percent) of receiving the publication.**

helped frame key connection points for members with regard to the kind of content they value. It will certainly help keep even more of our content informational, relevant, and entertaining, which will help strengthen *Auctioneer* past its already award-winning level that NAA members deserve.”

The 15-question survey remained open for one week, with a reminder email sent to those who had not opened the survey two days before it closed. The survey was also communicated through NAA social media channels and shared in conference calls and meetings. Those efforts resulted in 464 replies – a 12.6 percent response rate. (That rate is on pace with the 10-15 percent average for external email surveys, according to surveygizmo.com.)

**Survey says ...**

Overall, readers are mostly satisfied with the publication – giving it an overall score of 82 out of 100. In terms of *Auctioneer* providing “relevant, timely, interesting content,” the publication received a score of 81 out of 100.

More than 86 percent of readers report they read *Auctioneer* either immediately (35 percent) or within a few days (51.9 percent) of receiving the publication. About 72 percent of readers say they read somewhere between 1-5 stories.

**What else do members read/want?**

With regard to other auction-related publications, State Association publications far and away were the most read outside of *Auctioneer*, with 78.7 percent of respondents saying they read them. The next closest auction-related publication was *AntiqueWeek*, at 22.8 percent, and *Antique Trader*, at 15.2 percent. (Respondents could choose more than one answer.)

In addition to that information, respondents were also asked what kinds of general content topics they would like to see in *Auctioneer*. A top text analysis was performed to pull out the most common words as a way to identify most talked-about ideas/topics. The top five words identified: Industry, Stories, Articles, Legal, Marketing.

From that kind of data, content then can be formed that best suits the membership’s current needs. ❖

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# Your winning bidder didn't register

## Is there a valid contract? What should you do?

**Question:** What if a successful bidder at an auction did not register? Is there a valid contract? What should an Auctioneer do?

**Answer:** *It depends on the specific facts. The registration process and agreement are an important part of the auction. The registration agreement protects the Auctioneer and auction company by clearly establishing the terms of the auction. It helps to clarify the terms of the sale contract.*

**W**hen bidders register they should show their driver's license or another form of identity, provide contact information, and execute a document containing the essential terms of the sale. By executing the registration agreement, the bidder accepts the terms and conditions of the sale and agrees to be bound by them. The terms and conditions set forth in the registration form should supplement and complement any terms announced by the Auctioneer prior to the sale.

Auctioneers should have a policy or procedure to make sure everyone registers for the auction. After a bidder registers, the bidder should be given a bid number or bid card. If bidders are given a bid number or bid card, then an Auctioneer should only accept bids from a registered bidder. This is particularly true for big ticket items where a deposit or letter of credit may be required.

If someone is not registered but makes the highest bid, the Auctioneer or ring man should take prompt action to determine why the individual is not a registered bidder. If the lack of registration was a mere oversight, someone

walked in with a crowd and did not know he or she was required to register, then the bidder can correct the problem by promptly completing the registration process.

If the bidder refuses to register and sign the registration agreement, then the bidder should not be permitted to participate in the auction. Someone may not register because he or she is not able (or willing) to produce valid identification. Others may refuse to register because they do not agree with the terms and conditions of the auction. Auctioneers should exercise caution before announcing the completion of a sale with someone who is not registered for the auction.

I am not aware of any cases where this issue is specifically addressed. There is no definitive answer to this question. But, registering for the auction should be a requirement for participation in the auction. It should be a "condition precedent." In contract law, a condition precedent is an event which must occur, unless its non-occurrence is excused, before performance under a contract becomes due, i.e., before any contractual duty exists.



Auctioneers should not accept a bid from someone who is not registered for the auction. If an Auctioneer inadvertently does accept a bid from someone who is not registered for the auction, as long as the registration is a condition precedent and

the registration requirement has not been somehow excused, a contract may not have come into existence. ❖

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800.441.9401



# CAI: 'It made me bigger'

Andy Conser is in small-town Kansas and wants you to know Foundation scholarships are meant for the small auction professional, just like it was for him on his CAI journey.

By Curtis Kitchen, NAA Director of Publications and Trade Show

Only a few seconds after climbing out of my car in the middle of town in the middle of a warm September Tuesday, I didn't hear traffic or people; I heard buzzing locusts in the trees. It was a homecoming song of sorts – a soundtrack to instant memories of my hometown's square.

I had not been back in years, but Oskaloosa looked so much the same. The same buildings -- many still wearing the same stonework they first put on in the mid-1800s – stood where I remembered. The brick streets on the square still supported traffic the same way they once did horses. The town water tower managed to look even older than it used to, as if it had finally begun to feel the full weight of standing against Kansas elements for decades. It's hard to blame the fatigue that comes with such effort.

Tucked inside this small, rural community, however, is a semblance of that stalwart effort as an auction business grows as a result of personal investment. You see it in one of the large north-facing windows across from the courthouse. The glass is plastered with one-sheet fliers showing area properties for sale by auction.

This marketing mural of sorts is the first hint of the high level of hustle NAA member Andy Conser, CAI, has been moving with for more than 16 years. Now working as the auction arm of United Country Heart of America Real Estate & Auction, Conser is a testament to believing that personal investment and networking are far greater than believing a project is too big for his small business.

"I feel very confident that between my state association connections and my CAI connections, that there will not be an auction come along in front of me that I can't reach out and find somebody," Conser said. "For me, being a small guy, the biggest fear I used to have was if somebody would walk through the door with something I had no idea they were talking about in terms of selling; that I wouldn't know what it was, or what it was worth, or where to go to get the information, and I'd sit there and look dumb."

In business for 16 years before attending the Certified Auctioneer Institute, Conser understood what attending could or would



Andy Conser (right) met with Cynthia (Larry's widow) and Sterling (Larry's son) after Larry's induction into the NAA Hall of Fame in 2015. It was a "full-circle moment" for Conser, who used the Larry McCool scholarship to help push him through CAI.

mean for him in terms of education and networking, but as a small-business someone, money was an issue.

"More than anything, it was cost," Conser said. "I was trying to make a full-time living in sales in a county of 18,000 people, where the biggest town is 1,200. That's not easy. I also had what I realize now was a misinterpretation of what NAA was – that NAA was for the big boys.

"But, I said if I'm going to take my business to the next level, then I have to make this work."

At that point, Conser was made aware of the Larry McCool scholarship made available through the National Auctioneers Foundation. The McCool Scholarship was established in 2006 and provides tuition assistance to qualified Auctioneers to attend CAI Course I or Course II.

*Continued on page 43...*

# Thank you for your pledge to "Pass It Forward!"

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By Carl Carter, APR, ATS

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

# 7 press release mistakes to avoid

**P**ress releases are a powerful tool for promoting Auctioneers and their events. However, releases only work if people see them.

For example, let's say your core audience is in a local community served mostly by a daily newspaper. Using that outlet is still one of your best bets for distributing your message. But before you can get your story in the paper, you have to get it past the reporter and editor.

Typically, these guys are drowning in press releases that compete with yours, and they have itchy delete-button trigger fingers. So how do you avoid getting tossed? Here are seven mistakes to avoid:

**Mistake 1: Making a release longer than 300 words.** News stories are short and getting shorter all the time. The longer your release is, the more time the editor will have to spend cutting it down to size. Creating extra work for someone who is already overworked is a terrible idea. Spend some time reviewing the paper's web site and count the words in a few business-related articles. If most published articles average 200 or 300 words, you're just hurting yourself by sending something with 600.

**Mistake 2: Writing a release without quotes.** News stories live on quotes, and quotes come from people. Real people, with real names. Write a couple of punchy quotations that summarize your story. Punctuate and attribute them properly, and put them very near the top of your story. And make your quotes from just one person. That might be you or your seller. It's tempting to "spread the love" by quoting two or three people, but journalists hate that worse than a root canal.

**Mistake 3: Leaving off contact information.** At the top of the release, give the name, phone number, and specific email address of the person who can answer questions. Make it somebody who answers every call because a reporter on deadline probably isn't going to try more than once. It also needs to be someone who knows enough to answer questions and has the authority to do so.

**Mistake 4: Burying important facts.** While many things have changed about the news business in the last few years, one thing remains the same as it was 100 years ago: every news story has to have the basic "who, what, when, where, why and how." The faster and more clearly the release gives those elements, the better your chances. The time-honored "inverted pyramid" style -- which dictates that the most important facts are in the first paragraph -- still works best. Don't get cute and hide the basics beneath a layer of clever prose. If a reporter wants clever, he or she will write it herself.

**Mistake 5: Hyping your company.** The reporter has no interest in promoting your company or helping you sell your assets, which means it is important to remember why you are writing the release in the first place (i.e., what is your angle?). Also, business releases traditionally include a "boilerplate" paragraph at the end. The shorter and simpler yours is, the better your chances of getting your press release used -- maybe even with the boilerplate.

**Mistake 6: Sending a paper copy or PDF.** Your best hope of getting your press release used is for the journalist to copy it into a new document and quickly make some edits. So make it easy by putting the text into an email. Don't attach a Word document. Unsolicited attachments are a security

**Press releases are a powerful tool for promoting Auctioneers and their events. However, releases only work if people see them.**

risk, and some media organizations have policies that forbid journalists from opening them.

**Mistake 7: Sending it to a reporter who is no longer on staff.** Newspapers have been shedding reporters and editors by the thousands. So, unfortunately, that means you can't assume the person who covered your auction three years ago still works there, and if they do, remember that he or she may be on a different beat. At the very least, check the newspaper's website. You'll usually find a "Contact Us" link that may have the names of contacts for various stories. If not, you'll probably get a form to submit your press release without a name attached to that. Use it. At least that will probably go to a mailbox that's being monitored. ❖



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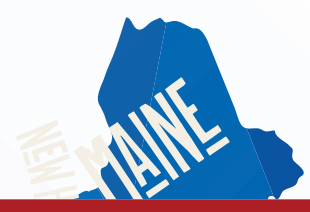
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# STATE LICENSING SUMMARY





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# State Auctioneer License Laws Update

*Editor's Note: The following update provides an overview of state laws that regulate general auctions and auctioneers. National Auctioneers Association staff members and the National Auctioneer License Law Officials Association (NALLOA) worked to compile this information. The NAA made every attempt to ensure this list was complete and timely as of August 2016. NAA members should be aware that states change their laws periodically.*

*Therefore, readers should consult their state, county and municipal offices for the most current and complete requirements and fees for any and all types of auctions. Additionally, many states require Auctioneers to have a license to sell real estate; these requirements can be obtained from the state's real estate licensing body. Other types of auctions (i.e. livestock, motor vehicles, wine, etc.) may also require special permits and licenses. Check with the appropriate local and state departments for complete details. **This licensing summary is a copyright material and should not be reproduced in any manner (including online) without the explicit written permission of the National Auctioneers Association.***

## ALABAMA

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18 for apprenticeship program; 19 for auction license

**School/Apprenticeship Required:** Yes. Education is required for one-year apprenticeship but not required if the apprentice serves a two-year apprenticeship.

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** Annually, expires September 30

**Continuing Education Required:** Yes, six hours on odd years. Licensees 65+ years are exempt.

**Fees:** Exam (\$100), Background Check (\$20) and License (\$200)

**Reciprocity:** AR, FL, GA, IL, IN, KY, LA, MS, NC, OH, PA, SC, TN, TX, VA, WV

**State Association:** [www.alauctioneers.org](http://www.alauctioneers.org)

**State Real Estate Contact:** [www.arec.alabama.gov](http://www.arec.alabama.gov)

**State Agency Contact:**

Alabama State Board of Auctioneers  
2777 Zelda Rd.  
Montgomery, AL 36106  
(334) 420-7235  
[www.auctioneer.state.al.us](http://www.auctioneer.state.al.us)

## ALASKA

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Real Estate Contact:** [www.commerce.alaska.gov](http://www.commerce.alaska.gov)

**State Agency Contact:**

Alaska Consumer Protection Unit  
PO Box 110300  
Juneau, AK 99811  
(888) 576-2529  
[www.law.alaska.gov/consumer](http://www.law.alaska.gov/consumer)

## ARIZONA

**License Required:** Counties and municipalities may require permit, check for requirements.

**State Association:** [www.azauctioneers.org](http://www.azauctioneers.org)

**State Real Estate Contact:** [www.re.state.az.us](http://www.re.state.az.us)

**State Agency Contact:**

Arizona State Consumer Protection Department  
1275 W. Washington St.  
Phoenix, AZ 85007-2926  
(800) 352-8431  
[www.azag.gov/consumer](http://www.azag.gov/consumer)

## ARKANSAS

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** No

**Bonding/Insurance Required:** \$100 to Recovery Fund

**Licensure Period:** Annually, expires June 30

**Continuing Education Required:** Yes, six hours annually. Those 55+ who have held an Arkansas auctioneer license for 10 consecutive years may be exempt from continuing education.

**Fees:** Exam (\$100) and License (\$100)

**Reciprocity:** AL, FL, GA, IL, IN, KY, LA, MS, NC, OH, PA, TN, TX, WI

**State Association:** [www.arkansasauctioneers.org](http://www.arkansasauctioneers.org)

**State Real Estate Contact:** [www.arec.arkansas.gov](http://www.arec.arkansas.gov)

**State Agency Contact:**

Arkansas Auctioneers Licensing Board  
101 East Capitol, Suite 112B  
Little Rock, AR 72201  
(501) 682-1156  
[www.aralb.com](http://www.aralb.com)

## CALIFORNIA

**License Required:** Counties and municipalities may require permit, check for requirements.

**Bonding/Insurance Required:** \$20,000 (\$30 filing fee)

**State Association:** [www.cauctioneers.org](http://www.cauctioneers.org)

**State Real Estate Contact:** [www.bre.ca.gov](http://www.bre.ca.gov)

**State Agency Contact:**

California Secretary of State Office

1500 11th Street

Sacramento, CA 95814

(916) 653-6814

[www.sos.ca.gov](http://www.sos.ca.gov)

## COLORADO

**License Required:** Counties and municipalities may require permit, check for requirements.

**State Association:** [www.coauctioneers.org](http://www.coauctioneers.org)

**State Real Estate Contact:**

[colorado.gov/dora/division-real-estate](http://colorado.gov/dora/division-real-estate)

**State Agency Contact:**

Colorado State Consumer Protection Office

1300 Broadway, 10th Floor

Denver, CO 80203

(800) 222-4444

[coloradoattorneygeneral.gov/departments/consumer-protection](http://coloradoattorneygeneral.gov/departments/consumer-protection)

## CONNECTICUT

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Real Estate Contact:**

[www.ct.gov/dcp](http://www.ct.gov/dcp) (Licenses section)

**State Agency Contact:**

Connecticut Department of Consumer Protection

165 Capitol Ave.

Hartford, CT 06106

(860) 713-6300

[www.ct.gov/dcp](http://www.ct.gov/dcp)

## DELAWARE

**License Required:** State business license required for resident auctioneers. Other terms may apply to non-resident auctioneers. Counties and municipalities may require permits, check for requirements.

**State Real Estate Contact:**

[www.dpr.delaware.gov/boards/realestate](http://www.dpr.delaware.gov/boards/realestate)

**State Agency Contact:**

Delaware Consumer Protection Unit

Carvel State Office Building

820 N. French St.

Wilmington, DE 19801

(302) 577-8600

[www.attorneygeneral.delaware.gov/fraud/cpu](http://www.attorneygeneral.delaware.gov/fraud/cpu)

## DISTRICT OF COLUMBIA

**License Required:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** No

**Bonding/Insurance Required:**

Verify with Agency contact below

**Licensure Period:** Two years

**Continuing Education Required:** No.

**Fees:** Application (\$33), Endorsement Fee (\$25), Category

License (\$237), Technology (\$33.20)

**Reciprocity:** N/A

**State Real Estate Contact:**

[www.pearsonvue.com/dc/realestate](http://www.pearsonvue.com/dc/realestate)

**Agency Contact:**

D.C. Department of Consumer & Regulatory Affairs

1100 4th Street SW

Washington, DC 20024

(202) 442-4400

[dcra.dc.gov/service/get-auction-sales-license](http://dcra.dc.gov/service/get-auction-sales-license)

## FLORIDA

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:**

\$100 Recovery Fund surcharge

**Licensure Period:**

Two years, expires November 30 of odd years.

**Continuing Education Required:** No.

**Fees:** Exam (\$250), Application (\$50) and License (\$150)

**Reciprocity:** AL, AR, GA, IL, IN, KY, LA, MA, MS, NH,

NC, OH, PA, SC, TN, TX, VA, WV, WI

**State Association:** [www.floridaauctioneers.org](http://www.floridaauctioneers.org)

**State Real Estate Contact:**

[www.myfloridalicense.com/dbpr/re](http://www.myfloridalicense.com/dbpr/re)

**State Agency Contact:**

Florida Board of Auctioneers

1940 N. Monroe St.

Tallahassee, FL 32399

(850) 487-1395

[www.myfloridalicense.com/dbpr/pro/auct/](http://www.myfloridalicense.com/dbpr/pro/auct/)

**GEORGIA****License Required:** Yes**License Required For Online-Only Auctions:** Yes**Minimum Age:** 18**School/Apprenticeship Required:** Yes**Bonding/Insurance Required:** \$150 to Recovery Fund**Licensure Period:**

Two years, expires February 28 of even years.

**Continuing Education Required:**

Yes, 8 hours every two years.

**Fees:**

Exam (Varies), Application (\$200) and Renewal (\$150)

**Reciprocity:** Commission does not maintain an official list but looks at individual states' requirements when making a decision on reciprocity. Application required.**State Association:** [www.georgiaauctioneers.org](http://www.georgiaauctioneers.org)**State Real Estate Contact:** [www.grec.state.ga.us](http://www.grec.state.ga.us)**State Agency Contact:**Georgia Auctioneers Commission  
214 State Capitol  
Atlanta, GA 30334  
(404) 656-2881  
[sos.georgia.gov/plb/auctioneer](http://sos.georgia.gov/plb/auctioneer)**HAWAII****License Required:** Counties and municipalities may require permits, check for requirements.**State Real Estate Contact:** [cca.hawaii.gov/reb](http://cca.hawaii.gov/reb)**State Agency Contact:**Hawaii Department of Commerce –  
Consumer Protection  
235 S. Beretania St.  
Second Level, Suite A-220  
Honolulu, Hawaii 96813  
(808) 587-3222  
[www.cca.hawaii.gov](http://www.cca.hawaii.gov)**IDAHO****License Required:** Counties and municipalities may require permits, check for requirements.**State Association:** [idahoauctioneers.org](http://idahoauctioneers.org)**State Real Estate Contact:** <http://irec.idaho.gov>**State Agency Contact:**Idaho Consumer Protection Division  
954 W. Jefferson, 2nd Floor  
Boise, ID 83720  
(208) 334-2424  
[www.ag.idaho.gov](http://www.ag.idaho.gov)**ILLINOIS****License Required:** Yes**License Required For Online-Only Auctions:**

Yes, though certain conditions may allow exceptions.

**Minimum Age:** 18**School/Apprenticeship Required:** No**Bonding/Insurance Required:** N/A**Licensure Period:**

Two years, expires December 31 of even years.

**Continuing Education Required:**

Yes, 12 hours every two years.

**Fees:** Initial License (\$200) and Renewal License (\$225)**Reciprocity:** AL, AR, FL, IN, MA, MS, OH, TN, TX, WI**State Association:** [www.illinoisauctioneers.org](http://www.illinoisauctioneers.org)**State Real Estate Contact:** [www.idfpr.com/DRE.asp](http://www.idfpr.com/DRE.asp)**State Agency Contact:**Illinois Auction Advisory Board  
320 West Washington St., 3rd Floor  
Springfield, IL 62786  
(888) 473-4858  
[www.idfpr.com/Contact/DPRContact.asp](http://www.idfpr.com/Contact/DPRContact.asp)**INDIANA****License Required:** Yes**License Required For Online-Only Auctions:** No**Minimum Age:** 18**School/Apprenticeship Required:** Yes**Bonding/Insurance Required:**

Payment to Recovery Fund (amount varies)

**Licensure Period:** Four years, expires Feb. 28 of even years.**Continuing Education Required:**

Yes, 16 hours every four years.

**Fees:** Exam (\$35), License (\$70) and Renewal (\$70)**Reciprocity:** AL, AR, FL, GA, IL, KY, NC, OH, PA, SC, TN, TX, VA, WV**State Association:** [www.indianauctioneers.org](http://www.indianauctioneers.org)**State Real Estate Contact:** [www.in.gov/pla/real.htm](http://www.in.gov/pla/real.htm)**State Agency Contact:**Indiana Auctioneer Commission  
402 W. Washington Street, Room W 072  
Indianapolis, IN 46204  
(317) 234-3009  
[www.in.gov/pla/auction.htm](http://www.in.gov/pla/auction.htm)

## IOWA

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Association:** [iowaauctioneers.org](http://iowaauctioneers.org)

**State Real Estate Contact:**

[www.plb.iowa.gov/board/real-estate-sales-brokers](http://www.plb.iowa.gov/board/real-estate-sales-brokers)

**State Agency Contact:**

Iowa Consumer Protection Division

Hoover State Building

1305 E. Walnut St.

Des Moines, IA 50319

(515) 281-5926

[www.iowaattorneygeneral.gov/for-consumers](http://www.iowaattorneygeneral.gov/for-consumers)

## KANSAS

**License Required:** Certain types of auctions may require licenses. Counties and municipalities may require permits, check for requirements.

**Bonding/Insurance Required:** Three times the cost to vendor of merchandise if/when license applies.

**State Association:** [www.kansasauctioneers.com](http://www.kansasauctioneers.com)

**State Real Estate Contact:** [www.krec.ks.gov](http://www.krec.ks.gov)

**State Agency Contact:**

Kansas Consumer Protection Division

120 SW 10th Avenue, 2nd Floor

Topeka, KS 66612-1597

(785) 296-2215

[Ag.ks.gov/in-your-corner-kansas](http://Ag.ks.gov/in-your-corner-kansas)

## KENTUCKY

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$30 to Recovery Fund

**Licensure Period:** Annually, expires June 30

**Continuing Education Required:** Yes, six hours annually.

**Fees:** Exam (\$125) and License (\$155)

**Reciprocity:** AL, AR, FL, GA, IN, LA, MA, MS, NC, OH, PA, SC, TN, VA, WV, WI

**State Association:** [www.kentuckyauctioneers.org](http://www.kentuckyauctioneers.org)

**State Real Estate Contact:** [krec.ky.gov](http://krec.ky.gov)

**State Agency Contact:**

Kentucky Board of Auctioneers

2819 Ring Rd., Ste. 200

Elizabethtown, KY 42701

(270) 360-0736

[auctioneers.ky.gov](http://auctioneers.ky.gov)

## LOUISIANA

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes, except for "eBay-style" timed online auctions.

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** Annually, expires Dec. 31

**Continuing Education Required:** No

**Fees:** License (\$300)

**Reciprocity:** AL, AR, FL, GA, KY, MS, NC, OH, PA, SC, TN, TX, VA, WV

**State Association:** [www.louisianauctioneers.org](http://www.louisianauctioneers.org)

**State Real Estate Contact:** [www.lrec.state.la.us](http://www.lrec.state.la.us)

**State Agency Contact:**

Louisiana Auctioneers Licensing Board

11736 Newcastle Ave., Bldg. 2, Ste. C

Baton Rouge, LA 70816

(225) 295-8420

[www.lalab.org](http://www.lalab.org)

## MAINE

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** No

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** Annually, expires March 31

**Continuing Education Required:** No

**Fees:** Exam (\$150), License (\$271) and Renewal (\$200)

**Reciprocity:** None

**State Association:** [www.maineauctioneers.org](http://www.maineauctioneers.org)

**State Real Estate Contact:** [www.maine.gov/pfr/professionallicensing/professions/real\\_estate](http://www.maine.gov/pfr/professionallicensing/professions/real_estate)

**State Agency Contact:**

Maine Board of Licensing of Auctioneers

35 State House Station

Augusta, Maine 04333

(207) 624-8603

[www.maine.gov/pfr/professionallicensing/professions/auctioneers](http://www.maine.gov/pfr/professionallicensing/professions/auctioneers)

**MARYLAND**

**License Required:** Municipalities and counties may require permits, check for requirements.

**Bonding/Insurance Required:** Municipalities and counties may require, check for requirements.

**State Association:** [mdauctioneers.org](http://mdauctioneers.org)

**State Real Estate Contact:**

[www.dllr.state.md.us/license/mrec](http://www.dllr.state.md.us/license/mrec)

**State Agency Contact:**

Maryland Consumer Protection Division  
200 St. Paul Pl.  
Baltimore, MD 21202  
(410) 528-8662  
[www.oag.state.md.us/consumer](http://www.oag.state.md.us/consumer)

**MASSACHUSETTS**

**License Required:** Yes

**License Required For Online-Only Auctions:** Generally required and recommended.

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** One year from date of issuance

**Continuing Education Required:** No

**Fees:** License (\$100) and Renewal (\$100)

**Reciprocity:** Contact state agency for complete details.

**State Association:** [www.massauctioneers.com](http://www.massauctioneers.com)

**State Real Estate Contact:** [www.mass.gov/ocabr/licensee/dpl-boards/re](http://www.mass.gov/ocabr/licensee/dpl-boards/re)

**State Agency Contact:**

Massachusetts Consumer Affairs and  
Business Regulation  
Ten Park Plaza, Suite 5170  
Boston, MA 02116  
(617) 973-8700  
[mass.gov/ocabr/government/oca-agencies/dos-lp/dos-licensing/dos-auctioneers/](http://mass.gov/ocabr/government/oca-agencies/dos-lp/dos-licensing/dos-auctioneers/)

**MICHIGAN**

**License Required:** Municipalities and counties may require permits, check for requirements.

**State Association:** [www.msaa.org](http://www.msaa.org)

**State Real Estate Contact:** [www.michigan.gov/lara](http://www.michigan.gov/lara)

**State Agency Contact:**

Michigan Consumer Protection Division  
P.O. Box 30213  
Lansing, MI 48909  
(517) 373-1140  
[www.michigan.gov/ag](http://www.michigan.gov/ag)

**MINNESOTA**

**License Required:** Licensed by county, check for requirements.

**Minimum Age:** 18

**Bonding/Insurance Required:**

Varies by county (\$1000 - \$3000)

**Fees:** Varies by county

**State Association:** [minnesotaauctioneers.org](http://minnesotaauctioneers.org)

**Real Estate Contact:**

[mn.gov/commerce/licensees/real-estate](http://mn.gov/commerce/licensees/real-estate)

**State Agency Contact:**

Minnesota Consumer Services Center  
85 7th Place E, Ste. 500  
Saint Paul, MN 55101  
(651) 539-1600  
[www.mn.gov/commerce/consumers/file-a-complaint/file-a-complaint](http://www.mn.gov/commerce/consumers/file-a-complaint/file-a-complaint)

**MISSISSIPPI**

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** Two years, expires March 1 of odd years

**Continuing Education Required:** No

**Fees:** Exam (\$100), License (\$200) and Renewal (\$200)

**Reciprocity:** AL, AR, FL, GA, IL, KY, LA, MA, NC, OH, SC, TN, TX, VA

**State Association:** [www.mississippiauctioneers.org](http://www.mississippiauctioneers.org)

**State Real Estate Commission:** [www.mrec.ms.gov](http://www.mrec.ms.gov)

**State Agency Contact:**

Mississippi Auctioneer Commission  
P.O. Box 5088  
Jackson, MS 39296  
(601) 364-2384  
[www.auctioneers.ms.gov](http://www.auctioneers.ms.gov)

**MISSOURI**

**License Required:**

Licensed by county, check for requirements.

**Bonding/Insurance:** Varies by county.

**Fees:** Varies by county.

**State Association:** [moauctioneers.org](http://moauctioneers.org)

**State Real Estate Contact:** [pr.mo.gov/realestate](http://pr.mo.gov/realestate)

**State Agency Contact:**

Missouri Consumer Protection Division  
207 W. High Street  
P.O. Box 899  
Jefferson City, MO 65102  
(573) 751-3321  
[www.ago.mo.gov/](http://www.ago.mo.gov/)

## MONTANA

**License Required:** Counties and municipalities may require permit, check for requirements.

**Bonding/Insurance Required:**

Yes, may vary by county or auction type.

**State Association:** [www.montanaauctioneers.org](http://www.montanaauctioneers.org)

**State Real Estate Contact:** [bsd.dli.mt.gov/license/bsd\\_boards/rre\\_board/board\\_page.asp](http://bsd.dli.mt.gov/license/bsd_boards/rre_board/board_page.asp)

**State Agency Contact:**

Montana Office of Consumer Protection  
P.O. Box 200151  
Helena, MT 59620-0151  
(406) 444-4500  
[www.dojmt.gov/consumer](http://www.dojmt.gov/consumer)

## NEBRASKA

**License Required:** Certain types of auctions (i.e. motor vehicles) may require licenses. Municipalities and counties may require permits, check for requirements.

**State Association:** [www.nebraskaauctioneers.com](http://www.nebraskaauctioneers.com)

**Real Estate Contact:** [www.nrec.ne.gov](http://www.nrec.ne.gov)

**State Agency Contact:**

Nebraska Consumer Protection Division  
2115 State Capitol  
Lincoln, NE 68509  
(402) 471-2682  
<https://protectthegoodlife.nebraska.gov>

## NEVADA

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Real Estate Contact:** [www.red.state.nv.us](http://www.red.state.nv.us)

**State Agency Contact:**

Nevada Bureau of Consumer Protection  
100 North Carson Street  
Carson City, NV 89701  
(775) 684-1100  
[ag.nv.gov/About/Consumer\\_Protection/Bureau\\_of\\_Consumer\\_Protection](http://ag.nv.gov/About/Consumer_Protection/Bureau_of_Consumer_Protection)

## NEW HAMPSHIRE

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$25,000

**Licensure Period:** Two years from issue date

**Continuing Education Required:** No

**Fees:** Exam (\$75) and License (\$200-\$300)

**Reciprocity:** FL, GA, IN, KY, LA, MA, NC, OH, PA, SC, TN, TX, WV

**State Association:** [www.newhampshireauctioneers.org](http://www.newhampshireauctioneers.org)

**State Real Estate Contact:** [www.nh.gov/nhrec](http://www.nh.gov/nhrec)

**State Agency Contact:**

New Hampshire Board of Auctioneers  
107 North Main St., Room 204  
Concord NH 03301  
(603) 271-3242  
[sos.nh.gov/auctioneers.aspx](http://sos.nh.gov/auctioneers.aspx)

## NEW JERSEY

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Association:** [www.njssa.com](http://www.njssa.com)

**Real Estate Contact:** [www.state.nj.us/dobi/division\\_rec](http://www.state.nj.us/dobi/division_rec)

**State Agency Contact:**

New Jersey Office of Consumer Protection  
124 Halsey Street  
Newark, NJ 07101  
(973) 504-6200  
[www.njconsumeraffairs.gov/ocp](http://www.njconsumeraffairs.gov/ocp)

## NEW MEXICO

**License Required:** Counties and municipalities may require permits, check for requirements.

**Real Estate Contact:** [www.rld.state.nm.us/boards/](http://www.rld.state.nm.us/boards/)

**State Agency Contact:**

New Mexico Consumer Protection Division  
408 Galisteo St.  
Santa Fe, NM 87501  
(505) 827-6000  
[www.nmag.gov/consumer-protection.aspx](http://www.nmag.gov/consumer-protection.aspx)

**NEW YORK**

**License Required:** Certain types of auctions (i.e. motor vehicles, livestock, wine, etc.) may require licenses. Municipalities and counties may require permits, check for requirements.

**State Association:** nysauctioneers.com

**Real Estate Contact:** www.dos.ny.gov/licensing

**State Agency Contact:**

New York Division of Consumer Protection  
One Commerce Plaza, 99 Washington Avenue  
Albany, NY 12231-0001  
(518) 474-8583  
www.dos.ny.gov/consumerprotection

**NORTH CAROLINA**

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$50 to Recovery Fund

**Licensure Period:** Annually, expires June 30.

**Continuing Education Required:** Yes, four hours annually

**Fees:** Application (\$50), Exam (\$50) and License (\$150)

**Reciprocity:** AL, AR, FL, GA, IN, KY, LA, MA, MS, NH, OH, PA, SC, TN, TX, VA, WV, WI. Special conditions apply for FL, LA, MA, NH, TX, WI; contact NICALB for complete details.

**State Association:** www.northcarolinaauctioneers.org

**State Real Estate Contact:** www.ncrec.gov

**State Agency Contact:**

North Carolina Auctioneer Licensing Board  
108 Ber Creek Drive  
Fuquay-Varina, NC 27526  
(919) 567-2844  
www.ncalb.org

**NORTH DAKOTA**

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$5,000

**Licensure Period:** One year

**Continuing Education Required:** No

**Fees:** License (\$35)

**Reciprocity:** N/A

**State Association:** www.ndauctioneers.com

**State Real Estate Contact:** www.realestatend.org

**State Agency Contact:**

North Dakota Public Service Commission  
600 East Boulevard, Dept. 408  
Bismarck, ND 58505-0480  
(701) 328-2400  
http://psc.nd.gov/jurisdiction/auctions/index.php

**OHIO**

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$25,000

**Licensure Period:** Two years, expires June 30; Auction firms renew annually

**Continuing Education Required:** No

**Fees:** Exam (\$25) and License/Renewal (\$200)

**Reciprocity:** AL, AR, FL, GA, IL, IN, KY, LA, MS, NC, PA, SC, TN, TX, VA, WV

**State Association:** www.ohioauctioneers.org

**State Real Estate Contact:** www.com.ohio.gov/real

**State Agency Contact:**

Ohio Dept. of Agriculture – Auctioneer Program  
8995 E. Main St  
Reynoldsburg, OH 43068  
(614) 728-6240  
www.agri.ohio.gov/divs/auctioneer/auctioneer.aspx

**OKLAHOMA**

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Association:** www.okauctioneers.org

**State Real Estate Contact:** www.ok.gov/OREC

**State Agency Contact:**

Oklahoma Public Protection Unit  
313 NE 21st St.  
Oklahoma City, OK 73105  
(405) 521-3921  
www.oag.ok.gov/oagweb.nsf/Consumer!OpenPage

**OREGON**

**License Required:** Certain types of auctions (i.e. livestock, liquor, etc.) may require licenses. See ORS698.640 for regulatory details. Municipalities and counties may require permits, check for requirements.

**State Association:** www.oregonauctioneers.org

**State Real Estate Contact:** www.oregon.gov/rea

**State Agency Contact:**

Oregon Consumer Protection Office  
1162 Court St. NE  
Salem, OR 97310-4096  
(877) 877-9392  
www.doj.state.or.us/consumer/Pages/index.aspx



## PENNSYLVANIA

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$5,000

**Licensure Period:** Two years, expires Feb. 28 of odd years

**Continuing Education Required:** No

**Fees:** Exam (\$220), Application (\$50) and Renewal (\$260)

**Reciprocity:** AL, FL, GA, IN, KY, LA, NC, OH, SC, TN, VA, WV

**State Association:** [www.paauctioneers.org](http://www.paauctioneers.org)

**State Real Estate Contact:** [www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission/Pages/default.aspx](http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission/Pages/default.aspx)

**State Agency Contact:**

Pennsylvania State Board of Auctioneer Examiners  
P.O. Box 2649  
Harrisburg, PA 17105-2649  
(717) 783-3397  
[www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/AuctioneerExaminers/Pages/default.aspx](http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/AuctioneerExaminers/Pages/default.aspx)

## RHODE ISLAND

**License Required:** Municipalities and counties may require permits, check for requirements.

**State Real Estate Contact:** [www.dbr.state.ri.us/divisions/commlicensing/realestate.php](http://www.dbr.state.ri.us/divisions/commlicensing/realestate.php)

**State Agency Contact:**

Rhode Island Consumer Protection Unit  
150 S. Main St.  
Providence, RI 02903  
(401) 274-4400  
[www.riag.ri.gov/ConsumerProtection/About.php](http://www.riag.ri.gov/ConsumerProtection/About.php)

## SOUTH CAROLINA

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes, if company and/or assets being auctioned are located in state.

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$100 to Recovery Fund

**Licensure Period:** Two years, expires June 30 of odd years

**Continuing Education Required:**

Yes, eight hours every two years

**Fees:** Exam (\$25), Credit Report (\$10), License (\$300), Renewal \$300 \*Fees may be prorated.

**Reciprocity:** AL, FL, GA, IN, KY, LA, MS, NC, OH, PA, TN, TX, VA, WV

**State Association:** [www.southcarolinaauctioneers.org](http://www.southcarolinaauctioneers.org)

**State Real Estate Contact:** [www.llr.state.sc.us/POL/REC](http://www.llr.state.sc.us/POL/REC)

**State Agency Contact:**

South Carolina Auctioneers Commission  
Synergy Business Park – Kingstree Building  
110 Centerview Drive  
Columbia, SC 29210  
(803) 896-4670  
[www.llr.state.sc.us/pol/auctioneers](http://www.llr.state.sc.us/pol/auctioneers)

## SOUTH DAKOTA

**License Required:** Municipalities and counties may require permits, check for requirements.

**State Association:** [www.sdaa.net](http://www.sdaa.net)

**State Real Estate Contact:** [dlr.sd.gov/bdcomm/realestate](http://dlr.sd.gov/bdcomm/realestate)

**State Agency Contact:**

South Dakota Division of Consumer Protection  
1302 E. Hwy 14, Ste. 3  
Pierre, SD 57501  
(605) 773-4400  
[atg.sd.gov/consumers.aspx](http://atg.sd.gov/consumers.aspx)

**TENNESSEE**

**License Required:** Yes  
**License Required For Online-Only Auctions:** Yes, except for “eBay-style” timed online auctions.  
**Minimum Age:** 18; 21 for auto  
**School/Apprenticeship Required:** Yes  
**Bonding/Insurance Required:** \$50 to Recovery Fund  
**Licensure Period:** Two years from issue date  
**Continuing Education Required:** Yes, six hours every two years  
**Fees:** Exam (\$125), Application (\$50) and License (\$175)  
**Reciprocity:** AL, AR, FL, GA, IN, KY, LA, MS, NC, OH, PA, SC, TX, VA, WV, WI  
**State Association:** [www.tnauctioneers.com](http://www.tnauctioneers.com)  
**State Real Estate Contact:** [www.tn.gov/commerce/section/real-estate-commission](http://www.tn.gov/commerce/section/real-estate-commission)  
**State Agency Contact:** Tennessee Auctioneer Commission  
 500 James Robertson Pkwy.  
 Nashville, TN 37243-0565  
 (615) 741-3600  
[www.tn.gov/commerce/section/auctioneers](http://www.tn.gov/commerce/section/auctioneers)

**TEXAS**

**License Required:** Yes  
**License Required For Online-Only Auctions:** No  
**Minimum Age:** 18  
**School/Apprenticeship Required:** Yes  
**Bonding/Insurance Required:** \$50 to Recovery Fund  
**Licensure Period:** One year  
**Continuing Education Required:** Six hours annually  
**Fees:** License (\$50)  
**Reciprocity:** AL, AR, FL, GA, IL, IN, LA, MS, NC, OH, SC, TN, VA, WV, WI  
**State Association:** [www.texasauctioneers.org](http://www.texasauctioneers.org)  
**State Real Estate Contact:** [www.trec.state.tx.us/](http://www.trec.state.tx.us/)  
**State Agency Contact:** Texas Department of Licensing and Regulation  
 920 Colorado  
 Austin, Texas 78701  
 (800) 803-9202  
[www.tdlr.texas.gov/auc/auction.htm](http://www.tdlr.texas.gov/auc/auction.htm)

**UTAH**

**License Required:** Municipalities and counties may require permits, check for requirements.  
**State Association:** [www.utahauctioneer.org](http://www.utahauctioneer.org)  
**Real Estate Contact:** [realestate.utah.gov](http://realestate.utah.gov)  
**State Agency Contact:** Utah Division of Consumer Protection  
 160 East 300 South, 2nd Floor  
 P.O. Box 146704  
 Salt Lake City, Utah 84111  
 (801) 530-6601  
[www.consumerprotection.utah.gov](http://www.consumerprotection.utah.gov)

**VERMONT**

**License Required:** Yes  
**License Required For Online-Only Auctions:** No  
**Minimum Age:** 18  
**School/Apprenticeship Required:** Yes  
**Bonding/Insurance Required:** No  
**Licensure Period:** Two years  
**Continuing Education Required:** No  
**Fees:** Application (\$100) and Renewal (\$200)  
**Reciprocity:** N/A  
**State Real Estate Contact:** [www.sec.state.vt.us/professional-regulation/profession/real-estate-commission.aspx](http://www.sec.state.vt.us/professional-regulation/profession/real-estate-commission.aspx)  
**State Agency Contact:** Vermont Office of Professional Regulation  
 89 Main Street, 3rd Floor  
 Montpelier, VT 05620-3402  
 (802) 828-1505  
[www.sec.state.vt.us/professional-regulation/profession/auctioneers.aspx](http://www.sec.state.vt.us/professional-regulation/profession/auctioneers.aspx)

**VIRGINIA**

**License Required:** Yes  
**License Required For Online-Only Auctions:** No  
**Minimum Age:** 18  
**School/Apprenticeship Required:** Yes  
**Bonding/Insurance Required:** \$10,000  
**Licensure Period:** 24 months from the last day of the month in which the license is issued  
**Continuing Education Required:** Six hours per renewal period  
**Fees:** Exam (\$40), License (\$25) and Renewal (\$55)  
**Reciprocity:** AL, FL, GA, IN, KY, LA, MS, NC, OH, PA, SC, TN, TX, WV  
**State Association:** [www.vaa.org](http://www.vaa.org)  
**State Real Estate Contact:** [www.dpor.virginia.gov/Boards/Real-Estate](http://www.dpor.virginia.gov/Boards/Real-Estate)  
**State Agency Contact:** Virginia Auctioneers Board  
 9960 Mayland Drive, Suite 102  
 Richmond, Virginia 23233  
 (804) 367-8500  
[www.dpor.virginia.gov/Boards/Auctioneers](http://www.dpor.virginia.gov/Boards/Auctioneers)

## WASHINGTON

**License Required:**

Yes, except for “eBay-style” timed online auctions.

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** No

**Bonding/Insurance Required:** \$5,000

**Licensure Period:** One year

**Continuing Education Required:** No

**Fees:** License (\$155) and Renewal (\$155)

**Reciprocity:** N/A

**State Association:** [www.washingtonauctioneers.org](http://www.washingtonauctioneers.org)

**State Real Estate Contact:**

[www.dol.wa.gov/business/realestate](http://www.dol.wa.gov/business/realestate)

**State Agency Contact:**

Washington Department of Licensing –

Auctioneer Program

P.O. Box 9026

Olympia, WA 98507

(360) 664-6636

[www.dol.wa.gov/business/auctioneers](http://www.dol.wa.gov/business/auctioneers)

## WEST VIRGINIA

**License Required:** Yes

**License Required For Online-Only Auctions:** No

**Minimum Age:** 18

**School/Apprenticeship Required:** Yes

**Bonding/Insurance Required:** \$10,000

**Licensure Period:** One year, expires Dec. 31

**Continuing Education Required:** Six hours annually

**Fees:** Exam (\$50), License/Application (\$100) and  
Renewal (\$50)

**Reciprocity:** Contact state agency for details.

**State Association:** [www.wvaa.org](http://www.wvaa.org)

**State Real Estate Contact:** [www.wvrec.org](http://www.wvrec.org)

**State Agency Contact:**

West Virginia Department of Agriculture –

Auctioneer Program

1900 Kanawha Blvd., Room E-28

Charleston, WV 25305

(304) 558-3550

[www.agriculture.wv.gov/divisions/executive/Pages/Auctioneers.aspx](http://www.agriculture.wv.gov/divisions/executive/Pages/Auctioneers.aspx)

## WISCONSIN

**License Required:** Yes

**License Required For Online-Only Auctions:** Yes

**Minimum Age:** 18

**School/Apprenticeship Required:** No

**Bonding/Insurance Required:** N/A

**Licensure Period:** Two years, expires Dec. 14 of even years

**Continuing Education Required:** 12 hours every two years

**Fees:** Exam/License (\$201) and Renewal (\$170)

**Reciprocity:** AR, IL, KY, NC, TN, TX

State Association: [www.wisconsinauctioneers.org](http://www.wisconsinauctioneers.org)

**State Real Estate Contact:**

[dsps.wi.gov/Licenses-Permits/RealEstateBroker](http://dsps.wi.gov/Licenses-Permits/RealEstateBroker)

**State Agency Contact:**

Wisconsin Department of Regulation and Licensing –

Auctioneers

PO Box 8935

Madison, WI 53708-8935

(608) 266-2112

[dsps.wi.gov/Licenses-Permits/Auctioneer](http://dsps.wi.gov/Licenses-Permits/Auctioneer)

## WYOMING

**License Required:** Counties and municipalities may require permits, check for requirements.

**State Association:** [www.wyoauctioneer.org](http://www.wyoauctioneer.org)

**Real Estate Contact:** [realestate.wyo.gov](http://realestate.wyo.gov)

**State Agency Contact:**

Wyoming Consumer Protection Unit

Kendrick Building

2320 Capitol Avenue

Cheyenne, WY 82002

(307) 777-7841

[ag.wyo.gov/cpu](http://ag.wyo.gov/cpu)

# BAS star power

NAA member Erin Ward wanted to work for important causes, causes that are now seeing the power that comes with BAS.

By James Myers, contributor



**N**AA member Erin Ward, CAI, BAS, doesn't give much thought to it, but she rubs elbows with celebrities fairly regularly.

It's part of the gig as a Benefit Auctioneer who works with celebrities on occasion to raise money for important causes. The appropriately titled Star Benefit Auctions is the third-generation Auctioneer's company that she founded 11 years ago. But, even after more than a decade of working for inspired causes, Ward can still be knocked off her feet.

Such an instance happened when Ward was hired by The Hole in the Wall Gang Camp around six months ago to take over their annual auction fundraiser, an event that regularly was helmed by famed actor Alec Baldwin, who was unable to attend this year. Months of preparation turned into a touching, day-long string of events capped by the live auction at the camp, and the

huge positive result only strengthened her position that Benefit Auctioneers are invaluable.

Academy Award winning actor Paul Newman founded The Hole in the Wall Gang Camp in 1988 with the purpose of giving sick children, regardless of their illness, a chance to "experience the transformational spirit and friendship that go hand-in-hand with camp."

Like other Benefit Auctioneers, Ward works closely with organizations for months on the events. This paves the way for tight bonds to be formed with clients, and by the time she arrived at The Hole in the Wall Gang Camp for the Sept. 17 event, camp administrators met her with hugs.

Her celebrity emcee during the auction was actor/comedian Michael Ian Black, best known for television comedy series like

“The State,” “Ed,” and the movie “Wet Hot American Summer: First Day of Camp.” They toured the camp together to help develop some chemistry before the evening auction, where their banter and back-and-forth would be key in entertaining bidders.

“By the end of the event,” Ward recalled, “I told them I was a lifer. Every part of the event is heartfelt. There will be some fine tweaking for the event next year, but I know it will just get better.”

The progression into professional Auctioneer came naturally to Ward, whose mother, Jill Doherty, is an estate Auctioneer and the 2002 NAA IAC Women’s Division Champion. Per her mom’s career choice, Ward attended many auctions as a child.

“I loved going with her to auctions,” Ward recalled. “My passion was working with non-profits, so I knew if I specialized in that area, I could bring more to it. I told my mom I never wanted to get as dirty as she did during auctions.”

Ward is based in Islip, New York, and does most of her auctions in that region. But she will travel. For instance, she’s really looking forward to an upcoming auction out of state that takes place prior to a concert by country music star Martina McBride. The organization is Dana’s Angels Research Trust, and Ward will take the Auctioneer duties as a celebrity emcee shares the stage with her, which in years past has been Kathy Lee and Frank Gifford (Frank passed away in 2015).

“One of the most rewarding parts is you know directly where the money is going,” Ward said of the hundreds of thousands of dollars she’s helped raise over the years. “You see a need, and a child’s life is transformed by the money you’re raising.

“What you do that night will actually change somebody’s life.”

Ward also works once a year with the Irish Arts Center, where she shares the stage with board member Liam Neeson, best known for his “Taken” action movies and as the star in “Schindler’s List.” Under her guidance, the benefit auction went from raising \$50,000 the year prior to her arrival to \$250,000 raised her first year.

As for The Hole in the Wall Gang Camp live auction and special appeal, Black and Ward were able to raise a combined \$665,000. One item up for auction, tickets to attend the election night edition of “The Late Show with Stephen Colbert,” garnered \$60,000.

“Everybody just wanted to give and hang out,” Ward said of the atmosphere of the event, which was more “low key” given that everyone was wearing camp clothes rather than tuxedos. “It was just really cool to see so much heart from that group. It’s easy to get lost in details, but this event focused on kids and the love everyone had for them.” ❖

Erin Ward (shown in images wearing purple) began working with The Hole in the Wall Gang Camp this year, developed relationships with administrators, and by the end of the event told organizers she “was a lifer.”





# Switching frequencies

A longtime radio announcer prepares for his new auction career.

By Sarah Bahari, contributor

John Mullinix fell in love with radio in 1977.

While studying electronics at Tennessee Technology Center, he accepted a weekend job at a small AM radio station for \$10 day, just enough to pay for the week's gas to and from school.

"I was fascinated that I could sit in a cubicle, speak into a microphone and someone hundreds or even thousands of miles away could listen to what I say," Mullinix said. "It connects us all."

Nearly 40 years later, Mullinix is embarking on a new career, this time as an Auctioneer.

As a young boy in Tennessee, he attended livestock auctions with his father and loved to listen to the rhythm of the chant.

"It would draw me in, but it wasn't just the chant or just the sale," said Mullinix, who will turn 62 this fall. "It was the fellowship around the sale. It was a place you met your friends and neighbors. There was a bond out there that appealed to me."

Mullinix, who is an announcer and host of a bluegrass show for WDEB in Jamestown, Tennessee, began to ponder his next step as he approached retirement from radio.

His wife, Julia, encouraged him to attend Nashville Auction School and pursue an old love. Mullinix said he learned the basics of the chant, but also got helpful lessons on auction law, regulations, and ethics.

“There’s a saying that you can’t teach an old dog new tricks,” said Mullinix, who completed auction school this past July. “But I’ll tell you this old dog learned a lot of new tricks. I absolutely loved auction school and would highly recommend it.”

Work in radio prepared him well for a career as an Auctioneer, said Mullinix, who also served in the U.S. Air Force from 1972 to 1976. He is now working as an apprentice with Darren Rudd at Rudd Auction Company in Jamestown.

“In radio, you have got to be thinking ahead all the time. It’s the same as an Auctioneer,” he said. “In both jobs, you have to be entertaining and charismatic. You have to put on a little show, or you will lose people’s attention. You can’t just read from a script and expect people to sit and listen.”

Spurred by instructors at Nashville Auction School, Mullinix already joined the National Auctioneers Association and said he looks forward to becoming involved.

“I just love the auction business. At school, they taught us about the importance of being professional and ethical in this business,” he said. “And that is what the NAA is all about. They are professionals. I am honored to be a member, to uphold the high standards for this business.”

This fall, Mullinix plans to retire from the radio station while continuing to host a bluegrass show on the weekend. After retirement, he hopes to work as a part-time Auctioneer and is particularly interested in benefit auctions.

Someday, he said he would love to run a small auction house with monthly auctions and possibly explore online auctions. His first priority in retirement, however, will be spending more time with his wife, children and grandchildren.

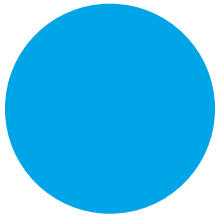
“I might even buy a pontoon boat,” he said. “The grandkids would love that.” ❖



**“At school, they taught us about the importance of being professional and ethical in this business. And that’s what the NAA is all about.”**

*– John Mullinix*

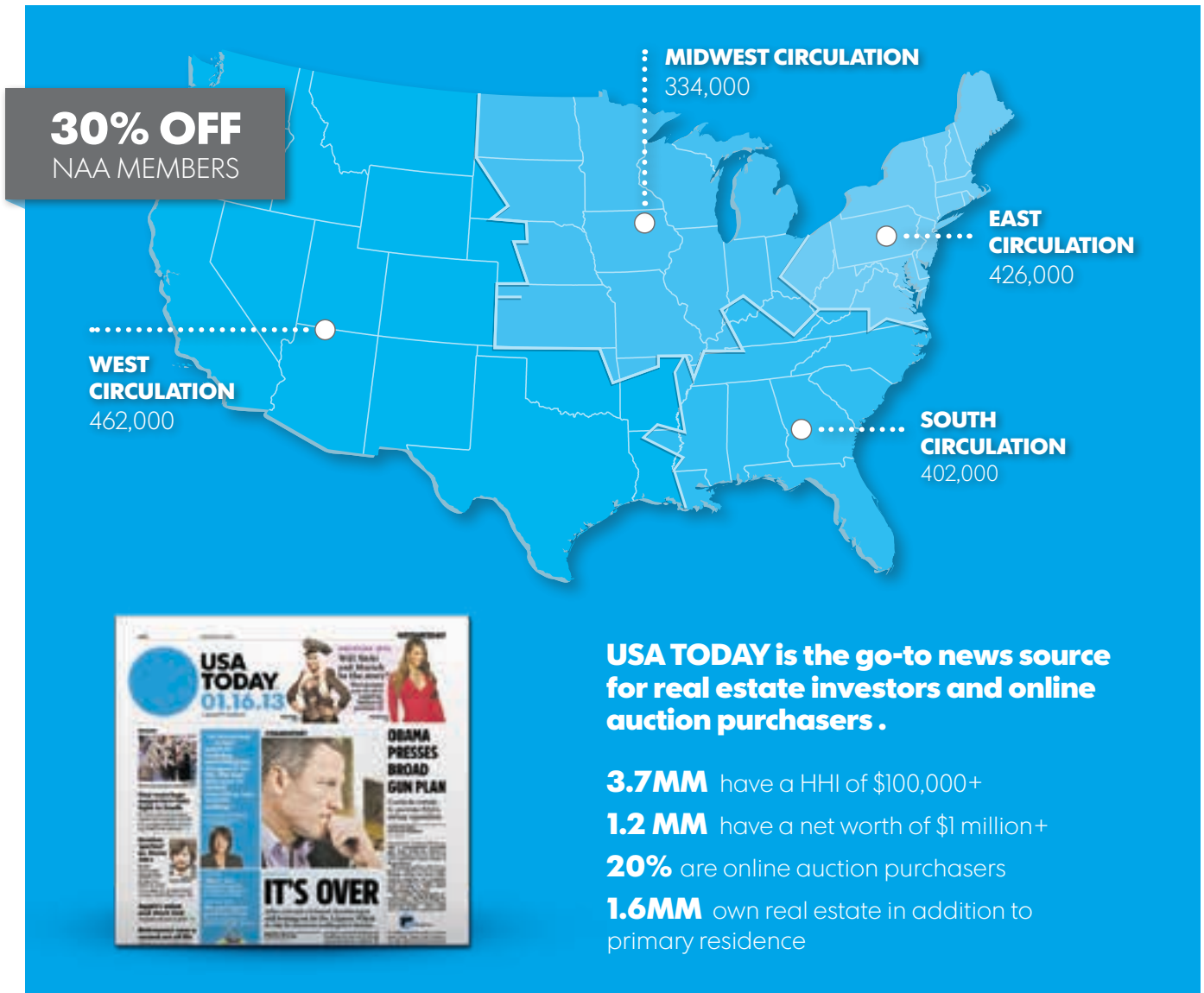




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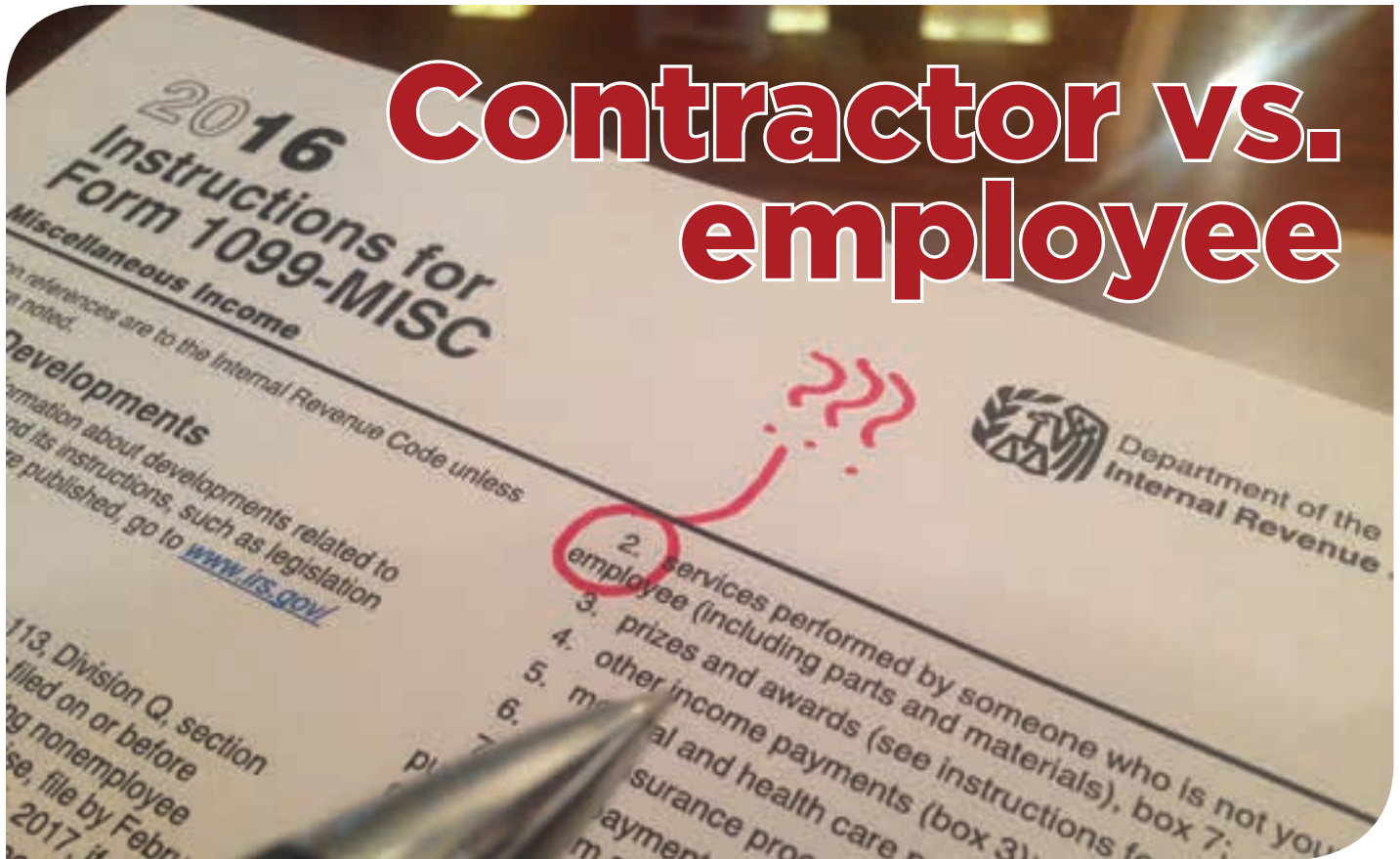
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# Contractor vs. employee

If you don't know the difference, you could wind up in jail.

By James Myers, contributor



SCHUR

The auction industry can be particularly vulnerable to a problem that can lead not only to bankruptcy, but also jail time.

It occurs when an independent contractor is found by state and federal agencies to be misclassified and actually fits under the description of an employee. The issue is only magnified by the fact that the guidelines what defines an independent contractor can differ per investigator.

NAA member Rich Schur, CAI, BAS, MPPA, said it's a topic he's discussing during a three-hour session at the NAA Certified Auctioneers Institute.

"Of the many regulatory things Auctioneers can get caught up in," Schur said, "this is one of the most disastrous."

The Department of Labor, just one of four organizations that can come after parties that may run afoul of the classification, said in 2015 that it recovered \$246 million in back wages. That number is in stark contrast to the previous year's \$79 million recovered, which could mean the Department is cracking down on the issue.

# 1099 or no? The IRS 20-Factor Test

HOW DO YOU FEEL?		YES	NO
1. Instructions	In the contract required to comply with employer's instructions about when, where, and how to work?	<input type="checkbox"/>	<input type="checkbox"/>
2. Training	In training required? Does the worker receive training directly at the direction of the employer, including attending meetings and working with experienced employees?	<input type="checkbox"/>	<input type="checkbox"/>
3. Integration	Are the worker's services integrated with activities of the employer? Does the nature of the worker's function significantly depend upon the performance of services that the employer provides?	<input type="checkbox"/>	<input type="checkbox"/>
4. Services Rendered Personally	In the worker required to perform the work personally?	<input type="checkbox"/>	<input type="checkbox"/>
5. Authority to Hire, Supervise and Hire Assistants	Does the worker have the ability to hire, supervise and pay assistants for the employer?	<input type="checkbox"/>	<input type="checkbox"/>
6. Continuing Relationship	Does the worker have a continuing relationship with the employer?	<input type="checkbox"/>	<input type="checkbox"/>
7. Set Hours of Work	In the worker required to follow set hours of work?	<input type="checkbox"/>	<input type="checkbox"/>
8. Substantive Work Required	Does the worker need to devote his or her attention to the employer's business and use the employer's other equipment?	<input type="checkbox"/>	<input type="checkbox"/>
9. Place of Work	Does the worker perform work at the employer's business and use the employer's other equipment?	<input type="checkbox"/>	<input type="checkbox"/>
10. Sequence of Work	Does the worker perform work in a sequence set by the employer? Does the worker follow a set schedule?	<input type="checkbox"/>	<input type="checkbox"/>
11. Reporting Obligations	Does the worker submit regular written or oral reports to the employer?	<input type="checkbox"/>	<input type="checkbox"/>
12. Method of Payment	How does the worker receive payment? Are there payments of regular amounts at set intervals?	<input type="checkbox"/>	<input type="checkbox"/>
13. Payment of Expenses and Travel Expenses	Does the worker receive payment for expenses and travel expenses?	<input type="checkbox"/>	<input type="checkbox"/>
14. Forwarding of Tools and Materials	Does the worker rely on the employer for tools and materials?	<input type="checkbox"/>	<input type="checkbox"/>
15. Investment	Has the worker made an investment in the facilities or equipment used to perform services?	<input type="checkbox"/>	<input type="checkbox"/>
16. Risk of Loss	In the payment made to the worker on a fixed basis regardless of profitability or loss?	<input type="checkbox"/>	<input type="checkbox"/>
17. Working for more than one company at a time	Does the worker only work for one employer at a time?	<input type="checkbox"/>	<input type="checkbox"/>
18. Availability of Services to the general public	Are the services offered to the employer available to the general public?	<input type="checkbox"/>	<input type="checkbox"/>
19. Right to discharge	Can the worker be fired by the employer?	<input type="checkbox"/>	<input type="checkbox"/>
20. Right to quit	Can the worker quit work at any time without liability?	<input type="checkbox"/>	<input type="checkbox"/>

Using the 20-Factor Test is one thing; understanding it fully can be entirely different. The IRS has released a 123-page manual designed to provide guidance to employers. To receive the manual, contact your local IRS center. In addition, if you're still not sure how to classify a worker, Form SS-8 (Determination of Employee Work Status for Purpose of Federal Employment Taxes and Income Tax Withholding) will allow the IRS to determine status for you.

The Bureau of Statistics estimates that roughly 10 percent of the workforce (14.4 million people) is classified as independent contractors. However, the Department of Labor has an estimate of its own – roughly 3.4 million of them are misclassified and should actually be considered employees.

The value of classifying someone as an independent contractor is that the employer is not paying taxes on those wages. Instead, the company that hires the independent contractor only has to pay the fee, wage or commission. There is no responsibility for paying overtime, vacation, payroll taxes, FICA, Social Security – that's the responsibility of the independent contractor.

Another perk for the independent contractor is that the person can deduct mileage, expenses, etc. – anything that falls under the cost of doing business. That makes it an enticing proposition.

Enthusiasm should be quickly tempered, though, when considering the fact that if you wrongly bring someone in as an independent contractor, there are four government agencies that are going to potentially take notice, perform audits, and levy fines and penalties that can devastate your business.

"If they find that the misclassification was intentional," Schur said, "that may qualify as a criminal offense and result in a prison term, plus tens, if not hundreds, of thousands of dollars in penalties and fines."

The Internal Revenue Service is one agency that will get involved and hand down its monetary punishment. The Department of Labor can also step in, and the independent contractor who actually qualified as an employee is now owed back wages and overtime. Also, the state's Department of Revenue can come in and collect back taxes. The state's Department of Labor can also get involved and hand down its own fines and penalties.

"An independent contractor who is misclassified and should be an employee creates a huge liability to both the company and the contractor," Schur said. "Huge liability."

It's a problem in the auction industry, Schur said, because so many contract bid callers work as independent contractors. Some will consider themselves independent contractors because they work for multiple auction houses. They may be legitimate contractors, but working for more than one company is just one of many indicators that they're not an employee.

One of the most important aspects of this issue involves control. The company that hires contractors cannot control them like they would an employee. Schur said Auctioneers can demonstrate they may qualify as an independent contractor if they establish themselves as an LLC or other business entity – there has to be some business structure there, not just an individual.

Having insurance is recommended, and you must demonstrate

that you are providing a skilled service to multiple clients. You should have the control to accept or reject assignments as you see fit. There should also be a contract between the contractor and the employer that specifically spells out that you are a contractor and not controlled by the company.

A true independent contractor will bring their own tools to the job, set their own schedule, and will bill the client instead of submitting a time sheet. Schur points to the IRS's independent contractors 20-factor test to determine if you qualify as a contractor or an employee. However, he cautions that this is not a fool-proof method of making that determination.

"It's guiding principles and nothing more," Schur warns. "You're always at the mercy of the investigator."

In the 20-factor guidelines, the IRS says that if a worker performs services in the order or sequence set by the person for whom the services are performed, that shows the worker is not free to follow his or her own pattern of work, which indicates they are employees rather than contractors. However, investment in facilities, such as tools used on the job, would indicate that the worker classified as an independent contractor.

The IRS weighs in on the issue with "Topic 762 – Independent Contractor vs. Employee," saying that, "you should consider all evidence of the degree of control and independence in this relationship. The facts that provide this evidence fall into three categories – Behavioral Control, Financial Control, and the Relationship of the Parties."

- Behavioral: Does the company control or at least have the right to control what the job is and how the worker does their job?
- Financial: Are expenses reimbursed? Are tools provided or does the contractor bring in their own? Are the business aspects of the job controlled by the payer?
- Relationship to parties: Has a contract been written describing the relationship? How permanent is the relationship? Does the business offer employee-type benefits?

For 30-plus years, Schur's company hired an independent contractor to sell cars at an impound auction. The contractor came in with his own truck, microphone, experience, etc. The seller set the auction time, so Schur's company was, in theory, in the clear on that account, too. However, he's in no hurry to bring in outside help as a contractor if there is even the slightest doubt.

"Don't gamble if you're an employer," Schur advises. "If you're in doubt, make them an employee. It's a heck of a lot cheaper than going out of business. When in doubt, contact your attorney or tax professional."

\*Ed. note – Prior to working in the auction industry, Schur earned his senior professional in human resources (SPHR) designation, and ran an HR consulting company. ❖

*Continued from page 20...*

Potential scholarship applicants are judged on the completeness and quality of their application and their references. Preference is given to individuals who earn 100 percent of their income from the auction industry and/or who work full-time in the industry.

Conser applied, and he was awarded the monetary support. Later, he was shocked to learn that only two people had applied – him and one other person.

"It's flabbergasting to me," said Conser, who had assumed many more would apply. "Totally blew my mind. I asked 'Why? Why don't more people do this?'"

Conser said he had saved enough money at that point (just prior to winning the scholarship) to cover one year of tuition, which immediately was saved for his second year of CAI. The added security of knowing his first year was largely paid in full also provided the benefit of being able to relax and concentrate fully on his CAI experience versus worrying about not booking auctions at home during his week away.

All of it set the wheels in motion for him to earn his CAI a few years later – armed and ready to provide Jefferson County and surrounding areas with the same level of NAA knowledge and networking pathways offered by others in much larger environments.

"It's made me bigger," Conser said. "I have no more staff than I did before I went to Bloomington. I have none of that, but I have knowledge and connections. That's power."

The mural of listings on his window looking into the street help illustrate Conser's point. Those listings (and eventual closings) don't happen by accident, of course. Each one of them Conser had to pitch to a seller that auction was the method of sale to use. He also has had to be able to deliver successful closings because without those, others wouldn't see the value in using his services.

Being able to handle the business side of auction is a result, Conser said, of having a business plan in place – an exercise he learned at CAI. Everything he does now revolves around the plan, from stellar service, to standout proposals, to personal customer service, to conducting the actual auction. He learned most, if not all, of how he does things now through NAA continuing education. He began the journey with a decision to improve and finding the courage to apply for a scholarship.

"The time and the money is a factor," Conser said. "But, what is it worth to you long-term? What difference is it to you long-term?"

The deadline for the 2017 Larry McCool Scholarship is Dec. 31, 2017. See the application form, along with all other available Foundation scholarships for NAA Education events, by visiting [auctioneersfoundation.org](http://auctioneersfoundation.org) and clicking "Available Scholarships" at the top of the page. ❖

# Signing for dollars

NAA members Stan and Lou Ann Young have found a way to sign the song of auction for a welcoming hearing-impaired audience.

By Nancy Hull Rigdon, contributor

**T**wo of Stan and Lou Ann Young's passions – auctioneering and helping those who are deaf or hearing impaired – recently merged, triggering rewards for the Youngs as well as deaf, hearing impaired, and longtime auction attendees alike.

It started earlier this year when leaders of the Texas Auctioneers Association asked Lou Ann if she could work as a sign language interpreter during an auction. The Youngs are with Auction Pro in Olton, Texas, (about 50 miles northwest of Lubbock), and Lou Ann has a nearly 30-year career as an interpreter and teacher for the deaf and hearing impaired. The TAA request stemmed from the fact that a deaf individual planned to attend the state convention.

“It was like a light bulb went off,” Stan says. “We went home and got to work.”

The result: Stan called bids while Lou Ann interpreted him through sign language. And the success of the first auction quickly led to more of the same – the duo took on auctions including the NAA's Benefit Auction Summit in San Diego, California, as well as helping with the Fun Auction during the NAA Conference & Show in Grand Rapids, Mich.

“It is wonderful to see the faces of the deaf clients light up at our auctions,” Lou Ann says. “We are bringing them into a whole new world – the world of auctions – that they could never fully understand or participate in before.”

She knows that the fast pace of bid-calling makes lip-reading very difficult, which makes her signing service all the more valuable.

Lou Ann has been drawn to signing ever since she met sign language interpreters at her church as a child, and the excitement she sees from the deaf and hearing impaired during auctions is contagious.

Lou Ann Young signs for the hearing impaired during an auction. “We are bringing [deaf clients] into a whole new world – the world of auctions – that they could never fully understand or participate in before,” she said.



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**“They are so thrilled that they can now understand everything that’s being said, so they want to bid more and want to go to auctions. and then that makes me and everyone else more enthusiastic about what’s going on too.”**

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“They are so thrilled that they can now understand everything that’s being said, so they want to bid more and want to go to auctions. and then that makes me and everyone else more enthusiastic about what’s going on too,” Lou Ann says. “It adds this new layer of fun. I like to say that Stan talks with his mouth, and I talk with my fingers.”

For Stan, the interpreting is a new aspect to his second career. A fourth-generation farmer and rancher, he switched to auctioneering about 10 years ago.

“Growing up, I was always fascinated by the auction chant. I love farming and ranching and always will, but I’ve always had the passion for the auction industry,” he says. “I followed my dream by becoming an Auctioneer.”

While the primary goal of Lou Ann’s interpreting at auction is to assist the deaf and hearing impaired, Stan has enjoyed watching the effect on the traditional crowd as well.

“It just wakes up the whole room. At benefit auctions, we’ve seen some items bring more money because people are so wrapped up in watching her sign that they keep going,” he says.

In addition to their Auction Pro auctions, the couple also hopes to grow their new-found sign language auction business and is willing to travel when needed.

“It brings tears to my eyes when I realize how much we are helping people,” Stan says. “The end goal is to bring the deaf and hearing impaired world into the hearing world, and we’re thankful that we can use auctions to work toward that goal.” ❖

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**Ambassador Spotlight**

Who I am:  
Andrew Yoder, Jr., CAI

Who I represent:  
Kaufman Realty & Auctions of WV

Where I'm from:  
Bridgeport, West Virginia

**Q: Why did I become an Auctioneer?**

Growing up on a small dairy farm in central Ohio, my love for the auction industry started when I attended the local livestock market with my dad as a young boy.

As a first-generation Auctioneer, it was crucial to join the State & National Auctioneers Association. The friendships and education I have gained from these associations is the best investment I could have made for my business.



# Maine antique week ends with nearly \$4M bang



\$70,200

\$39,780

**THOMASTON, Maine** – Perfect weather rarely produces a packed auction house, but it was standing room only at Thomaston Place Auction Galleries on Aug. 27-29 as Maine antique week ended with a bang by selling an amazing inventory of art and decorative items that generated close to \$4,000,000.

“Sunrise”, a beautiful, highly detailed luminist painting by Albert Bierstadt (NY/CA/MA, 1830-1902) inspired enthusiastic bidding up to a selling price of \$386,100. A large and lovely seascape work, “Near Cape Elizabeth, Portland, Maine”, by Alfred Thompson Bricher (NY/NH, 1837-1908) brought \$175,500; and frenzied competition for “On the Hudson Near Tappan Zee” by New York artist Francis Augustus Silva (1835-1886) propelled it past its \$40,000-60,000 presale estimate, ending at \$163,800.

Thomaston Place owner and NAA auction professional Kaja Veilleux noted: “We presented an exciting catalog of fresh, unreserved material that attracted bidders from all over the world. The result was the most intense bidding we’ve seen in several years.”

William Trost Richards’ (PA/RI, 1833-1905) 1885 work “Conanicut Island, Rhode Island” created saleroom excitement when it hammered for \$117,000 against a \$50,000-70,000 presale estimate; and “The Start of the 1866 Great Transatlantic Yacht Race” by James Edward Buttersworth (NJ/NY/UK, 1817-1894) was another a six-figure performer with a \$117,000 selling price.

Marine paintings by other major artists also performed



extremely well in the sale. Jack Lorimer Gray's (NY/Canada, 1927-1981) work, "Tacking Starboard in a Storm", brought \$37,440 versus a presale estimate of \$10,000-15,000; and Percy Sanborn's marine portrait of the Ship "P.R. Hazeltine" sold for \$17,550 against an \$8,000-12,000 estimate.

Among the many fine non-marine works of art, Aldro Thompson Hibbard's (MA/VT, 1886-1972) "Village Road in Vermont" achieved \$18,000, and a pastel depicting a Balinese temple offering by Adrien Le Mayeur de Merpres (Belgium/Indonesia, 1880-1958) brought \$17,550.

An 1832 New York gooseneck tub fire pumper engine, the "Lady Washington", by James Smith for Engine Company No. 40 of Manhattan sold for \$70,200, and a monumental English-made ship model on stand depicting the Great RMS "Mauretania" built for the Cunard Steamship Co. Ltd. fetched \$52,650.

There was applause from the floor when aggressive bidding raised \$47,970 for a rare jeweler's astronomical wall regulator by E. Howard & Co. against a \$5,000-7,000 presale estimate.

From the folk art selection, an outstanding 19th Century carved cigar store Indian attributed to Samuel Robb of New York brought \$39,780, and a 19th Century full body gilt copper and zinc weathervane in the form of a bull reached \$16,380.

Several jewelry items caught the attention of bidders at the sale, such as: an 18K gold, enamel, diamond and ruby snake form bracelet that reached \$15,210; a circa 1875 caduceus form gold and ivory hairpin by Italian maker Castellani that sold for \$17,550; and an Art Deco platinum, Burmese star sapphire and diamond ring that brought \$14,625.

A variety of decorative arts items performed well above expectations, including: a pair of Japanese woodblock prints by Katsushika Hokusai (1760-1849) that sold for \$15,210; a bronze garden statue of dolphins leaping from waves that brought \$8,482, and an Italian round neo-classical micro-mosaic depicting a lion attacking a ram that fetched \$8,190. A group of Tiffany & Co. sterling silver serving pieces that descended in the family of New York banker Henry H. Cook all generated strong interest and sold well above presale estimates.

Finally, a collection of contemporary Maine and New England artwork was presented on the third sale day. Most pieces sold at respectable prices and helped establish auction sales histories for these artists.

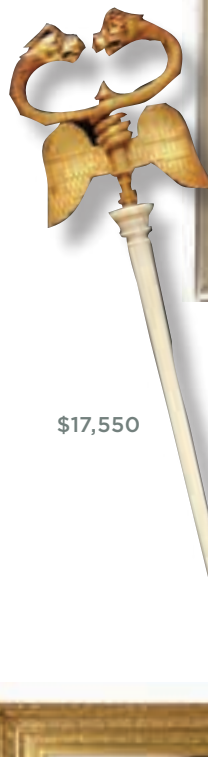
A complete list of auction results can be found at [www.thomastonauction.com](http://www.thomastonauction.com). ❖



\$117,000



\$37,440



\$17,550



\$117,000



\$47,970

# Native American arts perform well in California



**MONROVIA, Calif.** – Select Native American jewelry lots, Modern and Contemporary decorative arts and paintings and a number of Pacific Northwest and Southwestern Native American objects performed quite well at John Moran's Sept. 10 Decorative Art Auction.

The evening's top lot status went to a 1970 Dodge Charger 500.

Online participation was very strong, with approximately 40 percent of aggregate sales due to online bidder participation via Liveauctioneers, Invaluable, AuctionZip and eBay.

A large consignment of Native American jewelry from a Culver City, Calif., collector made up a hefty section of the catalog offerings, with a number of the lots exceeding expectations. Squash blossom necklaces and cuffs with interesting patterns of bezel-set stones were particularly popular with bidders.

Early in the sale, a group lot of Native American jewelry comprising two squash blossom necklaces, the first with petit point turquoise, the second a gorgeous old pawn example with a

turquoise-set naja drop, flew past the conservative \$500 to \$700 estimate, bringing \$1,320 at the block. Later in the sale, a sterling silver and coral box bow-style squash blossom necklace signed "Jimmy John Blackgoat" was brought to the block with a \$600 to \$800 estimate, bringing \$1,020 thanks to multiple floor bidders vying for the piece.

One particularly stunning highlight came in the form of a Hopi turquoise-set cuff, rare in that the five rows of stones used were square cut rather than rounded. The cuff was expected to bring \$500 to \$700, but found multiple interested bidders, ultimately bringing \$3,300.

Consigned from another private collector, a Hopi-style stone-inlaid sterling silver concho belt and matching pair of earrings achieved a truly impressive selling price, earning \$2,700 at the block. The set featured 14 conchos and a larger buckle, each distinctly inlaid with Apache Ghan dancers in different poses, and was accompanied by a first place ribbon from the 1964 Gallup, NM Inter-Tribal Indian Ceremonial (estimate: \$1,500 to \$2,000).



\$3,300



\$5,000



\$14,400

In addition to the Native American jewelry on offer, a number of Pacific Northwest Indian objects garnering especially intense bidder interest. A carved and polychrome-painted shaman's rattle dating to the 19th century was offered for \$1,500 to \$2,000, ultimately hammering for \$4,750. One dark horse highlight came in the form of thirteen framed Pacific Northwest Indian spoons which were offered with a very conservative \$300 to \$500 pre-auction estimate. With most of the pieces dating to the turn of the 20th century, the spoons instantly wooed collectors, and achieved a \$3,000 selling price thanks to a tenacious floor bidder.

On the more contemporary end of the spectrum, a pair of carved and polychrome-painted masks by 21st century artisans Randy Stiglitz and David Mungo Knox caught the eye of a few floor bidders. Comprising one speaker and one thunderbird mask, the lot brought \$1,800 (estimate: \$700 to \$1,000).

Select photographs by well-known American artists exceeded expectations, with works by venerable Western photographer Edward Curtis (1868-1948 San Francisco, CA) leading the pack.

A trio of Curtis orotones were offered early in the catalogue, with each outperforming its pre-auction estimate. Two iconic images, "Signal Fire to the Mountain God" and "Homeward", each brought \$7,200 at the block (estimates: \$4,000 to \$6,000; \$3,000 to \$5,000),



\$7,200

while “The Vanishing Race” realized \$6,000 (estimate: \$2,500 to \$3,500).

Native American-themed works in bronze also proved popular with bidders, including an especially striking relief-decorated bronze plaque by Alfred David Lenz (1872-1926 New York/Wisconsin). Modeled after Edward Curtis’s photographic portrait, titled “Vash Gon – Jicarilla”, the bronze was consigned from a private Ventura, CA collection and surprised all in attendance when it flew to a \$5,000 selling price, setting a new auction record for the artist (pre-auction estimate: \$1,000 to \$2,000).

Highly anticipated among local Southern California bidders, a group of South Pasadena-based Baranger Studios-made jewelry store Motion Displays consigned from a private Southern California collection were brought to the block and swiftly snapped up by private collectors. Surprisingly, all ended up selling to out of state collectors; the top lot of the three was a charming diamond-motif display featuring a horseshoe-shaped surround centering a galloping horse and jockey (price realized: \$7,800; estimate: \$4,000 to \$6,000).

A select group of works of art by modern European artists achieved strong prices throughout Moran’s September 10th Auction; Pablo Picasso’s (1881-1973 Spanish) circa 1955 ceramic sculpture for Madoura, titled “Lampe Femme” was brought to the block with a \$8,000 to \$10,000 estimate. Consigned at one

of Moran’s What’s it Worth? walk-in valuation days, the work realized \$14,400, going to a floor bidder.

Works by Mexican artists also performed quite well; Rufino Tamayo’s (1899-1991) etching “Cabeza (Head)” went for a very respectable price within estimate (\$2,700), while mixed media works by Rodolfo Nieto (1936-1988) exceeded expectations across the board. The last of the Nietos brought to the block on Saturday, a graphite drawing of an abstracted camel, was assigned a \$2,000 to \$3,000 estimate, and went to a local online buyer for \$4,200.

Additional sale highlights across all categories include:

- A diminutive L.C. Tiffany Favre art glass perfume bottle inspired a tense bidding war between a telephone and an online bidder, with the bidding topping out at \$2,700 (estimate: \$400/600).
- A brightly hued Navajo transitional wearing blanket was brought to the auction block with a \$1,500 to \$2,500 estimate, bringing \$2,400.
- A Hans Wegner-designed “Papa Bear” armchair and matching ottoman featuring the original charcoal gray wool upholstery earned a very respectable \$7,200 (estimate: \$5,000 to \$7,000).
- A group of bronze and sterling silver jewelry and miniature sculptures by American Brutalist artists Bill Peglar and Carl Tasha flew to a \$1,920 selling price, easily bypassing the original \$400 to \$600 pre-auction estimate. ❖

## Marilyn Monroe’s locks net \$70k in L.A.

LOS ANGELES – Julien’s Auctions has announced highlights from its Sept. 24 “Icons & Idols: Hollywood” auction, held at Julien’s Auctions Los Angeles gallery.

The legendary screen icon Marilyn Monroe did not disappoint. Two locks of Marilyn Monroe’s hair sold for \$70,000, while Truman Capote’s memorial ashes sold for \$43,750. Items from the life and career of Steve Jobs including a Steve Jobs Baume & Mercier gold watch sold for \$18,750, a Steve Jobs Seiko watch sold for \$12,800, a Steve Jobs worn leather jacket sold for \$22,400 and a Steve Jobs blue jeans outfit sold for \$3,125 (purchased by Levi Strauss & Co.).

Other highlights included a Walt Disney signed Mickey Mouse drawing which sold for \$25,000; a Keanu Reeves Matrix Revolution script sold for \$5,700; a Dennis Hopper 2006 Nightrod Harley-Davidson motorcycle sold for \$19,200 and a Walt Disney signed photograph to Harold Lloyd sold for \$25,000.

Other highlights included Jane Fonda’s engagement ring from Ted Turner, which sold for \$18,750; her cast signed script from “On Golden Pond” which sold for \$15,625; Fonda’s Academy Awards ensemble which sold for \$21,375; and art by Andy Warhol gifted to Jane Fonda sold for above previous estimates. An Andy Warhol screen print signed and numbered TP 25/25 and signed by Andy Warhol sold for \$55,000 and an Andy Warhol screen print numbered 1/100 in pencil signed in black marker “Andy Warhol” sold for \$43,750.

# Gold items shine in Pennsylvania auction



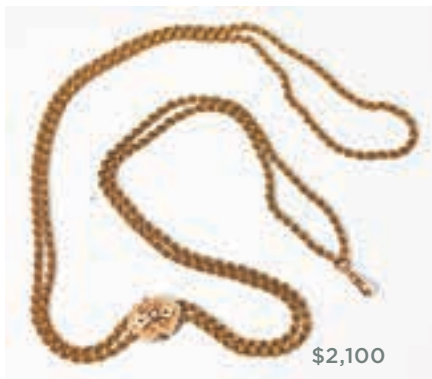
\$2,800



\$3,400



\$6,500



\$2,100



\$2,900



\$1,200

**HARRISBURG, Pa.** – Cordier's Summer Antique and Fine Art Auction, on Aug. 13-14, attracted bidders' attention with a wide-ranging sale that spanned from two pre-ban ivory collections to original pottery pieces by the mad potter himself, George Ohr.

Day one opened with coins, featuring a single-owner collection of gold coins which realized a combined price of \$22,975. A 70 piece Bicentennial first edition sterling ingot proof set hammered down at \$1,900, while in the jewelry category a beautiful Victorian 14K gold watch chain with an engraved slide fetched \$2,100.

Other categories sold on the first day included pottery and porcelain, highlighted by a pair of pieces by George Ohr, who christened himself the mad potter of Biloxi. The two pieces together sold for \$2,900. The collectibles category also drew heavy interest, with a Mills Bell 5 cent slot machine bringing \$1,200 and a 19th Century Spanish Santos ivory head and hand achieving \$1,100. A small collection of Russian icons inspired

spirited bidding, with the top lot being a pair of portrait oklad icons including Lady Kazan and Pantokrator, which sold to an enthusiastic collector for \$4,600.

The excitement began early in day two when a rare eight day tall case clock by Eli Bentley out of Taneytown, MD in fair condition, sold for \$1,600. A little later in the day, an ethereal 29 inch tall white Carrara marble sculpture of a young woman signed Donatello was won for \$2,100.

In Asian Arts, two single-owner pre-ban ivory collections drew energetic bidding from the floor, phones, and internet. Top lots of the collection included a carved mother turtle with 18 of her children (\$1,900), an ivory Shibayama tusk with a mother of pearl floral design (\$3,200), and a Japanese Okimono of a performer with monkeys (\$2,800). The top lot of the auction, a carved ivory wedding dragon boat from the Meiji period, brought competition between multiple internet bidders and the floor, finally hammering for \$6,500. ❖

# Three-day firearms sale hammers \$16.1M



**ROCK ISLAND, ILL.** – With the one-two combination of the Robert “The Bear” Bretherton Collection and the Robert M. Lee Collection, auction organizers knew they had something special in the 2016 September Premiere Auction.

Not only special, but a fantastic bit of serendipity that saw two of the 20th century’s most prolific firearms collections meet in the same auction. It was eerie how well they complemented each other: little overlap, extreme rarity, high condition, different manufacturers, various interests, high art pieces and gritty, unproven prototypes. Having the legacies of these two men coming together at once was the stars aligning in the firearms collecting universe – a once-in-a-lifetime event that dazzled those who participated.

Collectors happily pounced on the mass of opportunities and the result at the end of the three-day sale was a realized total of \$16.1 million.

The first day of the auction found success in many new and different places, but the top item of the day still belonged to a familiar name: Winchester. A true prize for any collector, the well-documented pair of cased, consecutively numbered Winchester Black Diamond Trap Model 1897 shotguns were also engraved and gold inlaid by John Ulrich. Lot 477 did not hesitate at its \$95,000 low estimate, but was finally captured at \$138,000.

Later, a rare and recognizable FAMAS F1 bullpup rifle in lot 725 generated a good deal of excitement when it said au revoir to its \$8,500 low estimate en route to a \$21,850 realized total. However, it was not the only surprise of the day. An American long rifle in lot 327, signed by J. Dickert and set in a handsome curly maple stock, proved to be a very desirable piece of early Americana as it flew past the \$2,000 low estimate and onward to

the \$11,500 price tag it rightly deserved. Excellent prices were also found for Sig pistols and Korth revolvers.

Saturday was absolutely loaded with everything collectors could want: condition, variety, beauty, rarity, and history. They didn’t have to wait long to get it. The 11th lot of the day, 1011, was the iconic Winchester 1866 musket nicknamed, “The Three Graces.” Practically a celebrity of the Winchester world, the gun had been bought and sold privately for decades, but never publicly sold until this weekend. Patient collectors rightfully took the opportunity solemnly and drove the price of the iconic lever gun to \$414,000.

Minutes later, in lot 1019, an incredible Winchester Model 1895 takedown in .405 was also ready to make a splash. Factory engraved and gold inlaid in marvelous detail, the Winchester was worthy of even the finest collections, and quickly proved it with a \$368,000 total. The very next lot was 1020, what many a collector and historian had awaited – President Theodore Roosevelt’s hunting knife. Its story has been covered in numerous outlets, and excited bidders came prepared to do battle for this national treasure.

The gold and platinum handled blade fit for a president found a new home for \$414,000, a new world record price for an American knife at auction.

A mere four lots later, the “Rarest of All Winchester Firearms” came up for bid. The “Centennial 1876” model single action revolver is an unparalleled pride and joy for any firearm collector regardless of genre. Savvy buyers ignored the \$80,000 low estimate and the supremely scarce revolver rang the bell at \$253,000. Lot 1036 contained another iconic piece collectors couldn’t wait to put in their own collection.

The well-documented, beautiful, and fine condition Winchester Model 1873 short rifle presented by Buffalo Bill Cody himself was available in all its gold plated, Ulrich engraved, history-laden glory. Provenance featuring the icon from the Wild West is certain to draw plenty of attention, and the little golden rifle received its fair share. When all was said and done, it brought \$345,000. With more pristine Winchesters to follow, the action was not 45 minutes old before \$2 million in sales had been achieved on Saturday alone.

The second day of auction many have been a blockbuster, but the top price of the sale belonged to Sunday. After whetting

the crowd's appetite with lot 3009, containing a rare and developmentally significant Smith-Jennings repeater that sold for \$40,250, the stage was set. Lot 3014 contained the German silver framed, exhibition quality, panel scene engraved Winchester Model 1866 with ties to trick shot Chevalier Ira Paine, "Master Shooter of the World." With an incredible back story, remarkable rarity, and possessing some very unusual markings in hidden places, the rifle had intrigued collectors in any number ways. Available to the public for the first time in its life, the rifle rightfully drew tremendous fervor and bids. When the dust settled, the silver Winchester of the "King of the Pistol" had the top price in the auction at \$483,000. ❖

## Kentucky tract of marketable timber takes to online auction for first time

In an auction managed by Barr Realty & Auction Co., the first Kentucky tract of marketable timber known to be sold by online auction with online bidding only was recently sold in Meade County.

It was a small tract of land; 19.6 acres of which 17 acres was

wooded; but the board footage was cruised at 121,000 board feet. The timber sold for \$43,450 or 0.359 cents per board foot. The land also sold to a different buyer for \$15,950. The timber bidding started at \$12,100 on Sept. 7, and ended at \$43,450 on Sept. 20.

The timber and land were both purchased by local individuals. ❖



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### EARN YOUR DESIGNATION!

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



NATIONAL AUCTIONEERS ASSOCIATION  
**EDUCATION CALENDAR**

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## Women in the Auction Industry Summit

San Antonio, Texas • Emily Moran Hotel • November 6-8, 2016

## NAA Designation Academy

Las Vegas, Nevada • The Linq Hotel and Casino • December 4-10, 2016

(See below for details)

## Marketing Summit

Atlanta, Georgia • Spring 2017

## Auction Marketing Management

Des Moines, Iowa • Jan. 31-Feb. 2, 2017

TBD, Kentucky • Feb. 23-25, 2017

## Certified Auctioneers Institute

Bloomington, Indiana • Indiana University • March 18-23, 2017

## DESIGNATION ACADEMY EDUCATION SCHEDULE

AARE • Dec. 8-10

AMM • Dec. 5-7

BAS • Dec. 5-7

CES • Dec. 8-10

GPPA • Dec. 4-8

Internet Auction Methods • Dec. 4

Interpersonal Communications for Auction Professionals • Dec. 8-9

USPAP (15-Hour) • Dec. 9-10

USPAP (7-Hour) • Dec. 10

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

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Graeme Grobbelaar



*My aim is to network with fellow NAA members, learn new ideas and equip myself with tools and resources, which will enable me to maintain and improve Aucor's market share."*

Graeme Grobbelaar  
Capetown, South Africa

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

Ainsley had no symptoms of cancer – just a swollen lymph node that wouldn't go down. It turned out to be non-Hodgkin lymphoma. Ainsley was quickly referred to St. Jude Children's Research Hospital® for a total of 98 weeks of chemotherapy. Ainsley's family, like all families, will never receive a bill from St. Jude for treatment, travel, housing or food – because all a family should worry about is helping their child live.

"Ainsley has courage and strength," her mom said. "She's determined to beat this."

Ainsley's favorite color is teal, her favorite animal is the toucan, and she loves cheese dip!



St. Jude patient Ainsley age 8, Louisiana, non-Hodgkin lymphoma

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## New St. Jude 'Auction for Hope' materials complete

From [stjude.org](http://stjude.org)

The NAA has a great fundraising tool, the St. Jude Auction for Hope.

The St. Jude Auction for Hope is a simple way for the National Auctioneers Association members to do what they do best – raise money – and help the doctors and researchers at St. Jude do what they do best – Finding Cures. Saving Children.

For the "Auction for Hope," new materials are available for members to use through the St. Jude Auction for Hope kit.

The kit includes instructions on different ways to fundraise, promotional materials, printable flyers, pin-ups, a resource CD, and a link to a St. Jude patient story DVD that highlights the NAA and St. Jude partnership.

The National Auctioneers Association (NAA) is a proud partner of St. Jude Children's Research Hospital. The NAA adopted St. Jude as its national philanthropy in 1995 and since that time has raised over \$5 million for the lifesaving work of the hospital.

Beginning in July 2012, members of the NAA worked to raise \$500,000 by November 2015 to directly fund the Postdoctoral Fellowship program, to help train and prepare tomorrow's scientific leaders. ❖

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## IN THE RING

**PAGE** *“One of the most rewarding parts is you know directly where the money is going. You see a need, and a child’s life is transformed by the money you’re raising. What you do that night will actually change somebody’s life.”*

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**Erin Ward, CAI, BAS**

*Star Benefit Auctions*

*East Islip, New York*

**PAGE** *“At school, they taught us about the importance of being professional and ethical in this business, and that is what the NAA is all about. They are professionals. I am honored to be a member, to uphold the high standards for this business.”*

39

**John Mullinix, new NAA member and auction professional**

*Jamestown, Tennessee*

**PAGE** *“If they find that the misclassification was intentional, that may qualify as a criminal offense and result in a prison term, plus tens, if not hundreds, of thousands of dollars in penalties and fines.”*

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**Rich Schur, CAI, BAS, MPPA**

*United Country - Schur Success Realty & Auction*

*Monument, Colorado*

## AROUND the BLOCK

- **NAA member Rob Doyle, CAI, CES, Absolute Auctions & Realty, Inc.**, has been selected to participate in Season 10, FIREBALL RUN Anniversary Edition, a 26-episode adventure-travel competition series distributed by Amazon Instant Video.

FIREBALL RUN tracks 40 rally teams competing in a legendary eight-day, 2,000-mile, life-sized trivial pursuit game where the trivia comes to life. To win, they visit fascinating places, solving riddles and performing missions. Some experiences are historic, the missions challenging, and can be life changing. It’s all just for bragging rights, a greater cause and a plastic road sign. A U.S. adventure-travel competition TV series, it inspires travel and raises awareness for missing children.

- **Abra Annes, BAS, Generosity Auctions, Santa Rosa, Calif.**, recently was highlighted in a story that explored her ability to raise serious money in benefit settings.

The first example: She once had Pinterest CEO Ben Silbermann take a \$1 out of his pocket and sign it. **She later sold the dollar bill at another charity auction for \$20,000.**

- **NAA Board of Directors member Scott King, CAI, AARE, AMM, has been named President and CEO of Tranzon, LLC**, effective immediately.

“Scott has been a significant part of the success of J.P. King Auction Company and brings a wealth of experience and insight, which will be of great value as we seek to improve and meet our business and financial goals,” said NAA Past President Tom Saturley, CAI, chair of the Tranzon Executive Committee. “Scott’s first priority will be to reach out to the professionals who make up Tranzon across the country and work with them to provide the support they need to prosper and grow.”



**MEMBERS' CORNER**

**N**AA member Martin “Barney” Barnhart, is still making news, even at the young age of 96. The latest media achievement was a local win in the *Hillsdale Daily News* after he served as the Reading Festival Days parade grand marshal in August. During the route, he auctioned a wooden monkey, eventually handing it to an excited 6-year old winning bidder.

Barnhart attended his first-ever NAA Conference and Show two years ago in Addison, Texas (see image), and he continues to serve as a beacon of positivity and experience-driven guidance through hand-written messages.

Keep up the great work, Barney! ❖



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**Coming up in November**

The word “auction” can mean different things to different people. Sometimes, it has emotional ties. Other times, it can be incorrectly be used as a synonym for “discount.” Regardless, those who work in the industry often have a far different attachment to the word than the public around them. And with that, we look at what “auction” means in today’s culture.



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