

the auctioneer

October/November 2020

The official publication of the National Auctioneers Association



STATE LICENSING
GUIDE

ESTATE TRAUMA

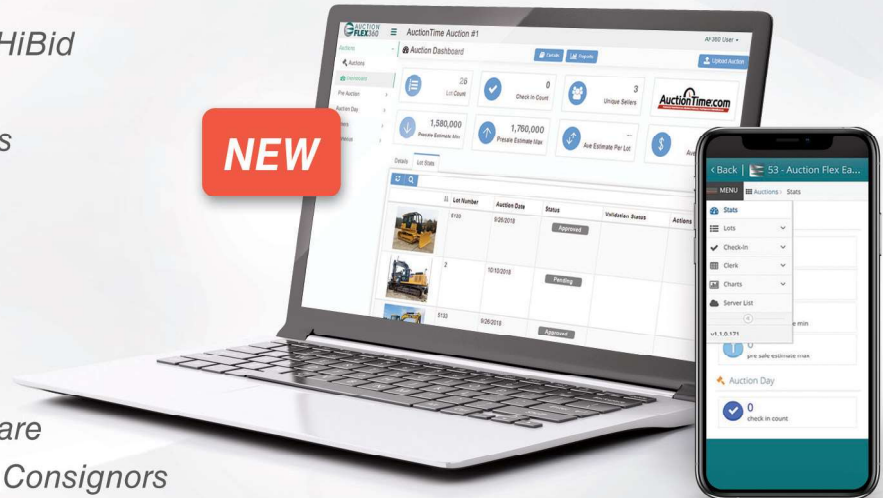
VIRTUAL STAGE
ETIQUETTE

Full-Service Auction Management Solution

Auction Flex 360

Offers a sleek interface that makes it easy to build, organize, and reference auctions on demand.

- Upload to AuctionTime and HiBid
- Cataloged with images
- Non-Catalogued with images
- Mobile Friendly
- Online Bidding
- Absentee
- Online Only
- Webcast
- Full Function Clerking Software
- Full Settlement for Buyers & Consignors
- Full Auction Reporting



Auction Flex

The market-leader in auction software for live auctions. Manage every aspect of your auction.

- Catalog
- Clerk
- Cashier
- Pay consignors
- Manage mailing lists
- Manage inventory
- And much more!



Contact us for a free 30-day trial.

WWW.AUCTIONFLEX.COM (352) 414-1947

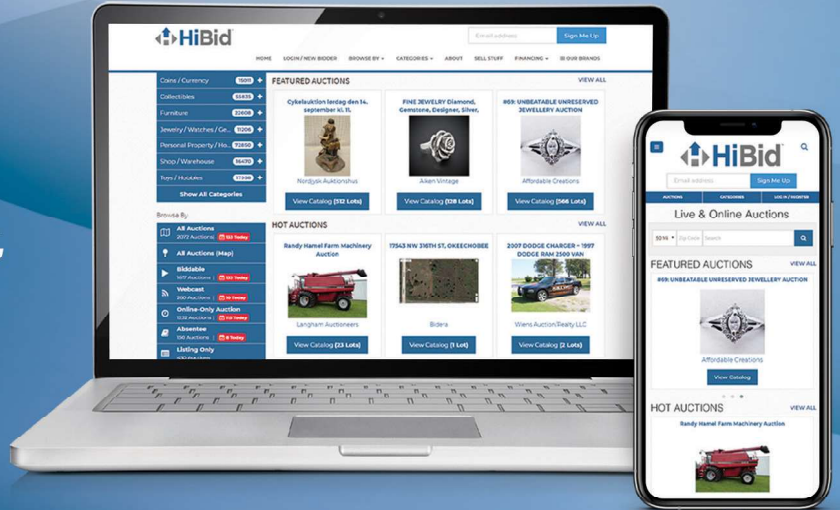


WWW.HIBID.COM

Mobile-friendly bidding on the national, local and company level.

Collectibles, Personal Property, Real Estate and more!

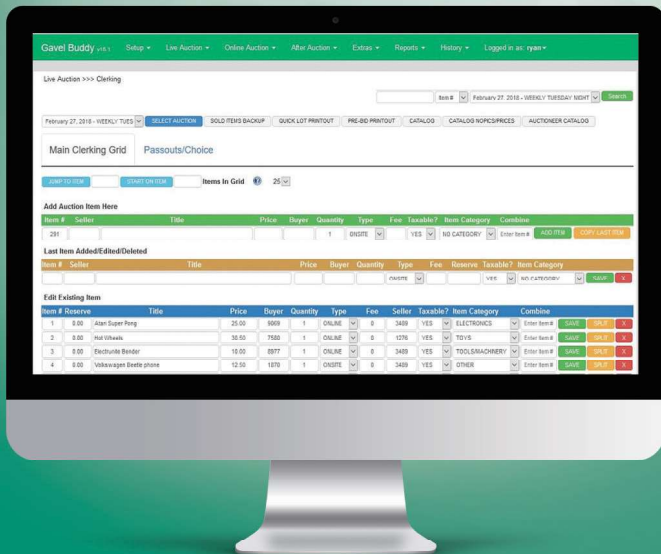
Sign Up For Your State Portal Today



Gavel Buddy™

Auction Management Software

WWW.GAVELBUDDY.COM



Simple and Intuitive Auction Management Software

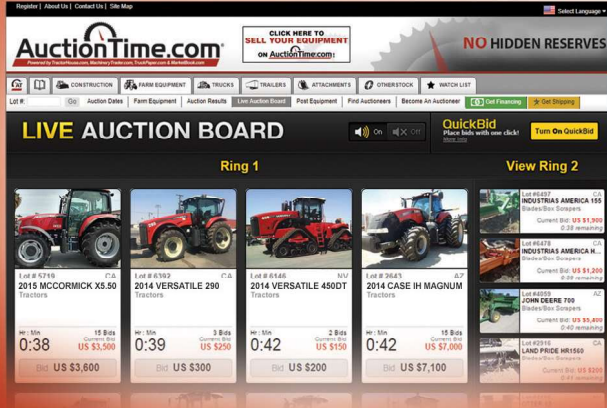
Replace clerking tickets and take your auctions online.

Start Your Free Trial Today

AuctionTime.com

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

WWW.AUCTIONTIME.COM (800) 334-7443



Online Auctions
Every Wednesday

No Hidden Reserves

Industry Specific Marketing In

TractorHouse®, Machinery Trader® and Truck Paper®

Equipmentfacts™

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

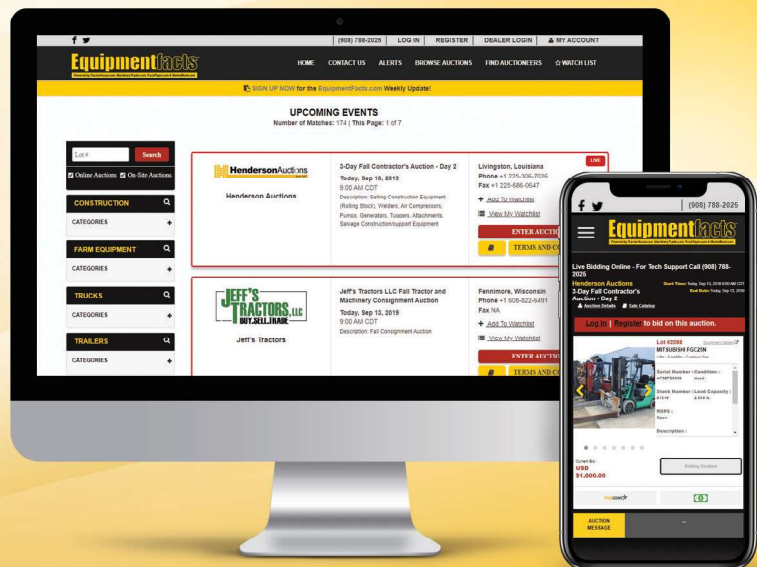
WWW.EQUIPMENTFACTS.COM

Industry Leading
Technology

Accept bids from
anywhere in the world.

Fast & Secure

User-Friendly



Transparency in decisions

Transparency is a word that is being used quite a bit both in our personal lives about national politics and even within NAA. People want to know how decisions are made and why decisions are made. And I believe they want to know how they can help.

In my first Monthly Motions video that was released in mid-September, I talked about the new How Auctions Work blog that we launched to reach our clients and customers. We'll push out fresh content at least twice a month, but go ahead and check it out now, as it's pre-populated with some great resources to share with the public. Our new auction profession podcast—The Auction Advocate, the podcast where we're all in—also debuted in September. How do these relate to transparency? It's the decision behind developing these tools that members are curious about. Prior to COVID-19, we had a \$2.4 million budget. Obviously that is much smaller now—we have canceled events and those we have held are virtual with fewer registrations. But even with a smaller budget we can be effective—if we rely on the help you give us.

The Board believes it is the responsibility of the NAA to become the voice of the auction industry. We have several projects that will help advance this goal. The blog is a significant effort and one with little cost. However, it won't be effective if we don't get our members behind this to share this content. Our first blog was on how to sell a house at auction and our second one in on the SAE or Supervised Agricultural Experience that we developed in conjunction with the FFA program. As we educate students on the auction industry and possible career opportunities, we are also educating their parents. By sharing this blog—and perhaps sharing information on the SAE to your local high school ag teacher, we are educating more people about the auction industry.

We have a significantly reduced membership—and perhaps COVID has contributed to this as well. But there are other issues. People are feeling challenged today and their perception is that NAA is not ready to meet these challenges. And maybe they are right, but we are going to keep trying. Check out page 12 and you will see a summary of what we found in our September survey when we asked members to identify challenges they have in their business and in the auction industry. The Board is already digesting

this information as we prepare for the next step in our planning process. In January, we will communicate our 2021 plan with you and *why* we selected these things to focus on.

As I also announced in the first video, we made Designation Academy virtual. While we want to see everyone physically, as of press time, Planet Hollywood, where we are scheduled to meet, is still not open. We have all learned how to consume education via Zoom and while not as fun as being in Las Vegas in person, it will be the most cost-effective way for you to earn a designation. No travel, no hotel and no gambling losses! Check out the schedule on page 32 and then register for the class—or classes—you want to take. Class size will be limited to 30 because we want to provide you the best possible educational experience.

I am excited about the possibilities that NAA is exploring. We know you are being challenged by the times and we want to be your trusted business partner. We are working to give you the information—and the whys behind the whats to retain your trust. Help us help you: share the blog, listen to the podcast, contact your ag teacher and grow with improved educational programs offered electronically. We think you will be glad you did! ❖




Terri Walker, CAI, BAS, CES
NAA President

Terri Walker is the owner/auctioneer of Walker Auctions. She is a second-generation auctioneer, IAC champion, and has served multiple roles in education, promotions and advocacy for the NAA, as well as chair of the Tennessee Auctioneers Commission.



“
We have to realize that the story our clients have about objects is different than what that object is. And that can be something completely different to them than it is to anyone else.
”

Jason Roske, CAI

FEATURES

- 20 Benefit Auction Summit Recap**
A look into our first virtual Benefit Auction Summit
- 22 State Licencing Guide**
Your annual update on state license laws
- 32 Designation Academy**
Earning a designation has never been more affordable or convenient

COMMUNITIES OF PRACTICE

- 36 General Interest Online auction solutions**
- 40 Benefit Auctions Virtual stage etiquette**
- 42 Personal & Commercial Assets Dealing with estate trauma**

INSIGHTS

- 18 Business Practices Terms and Conditions**
- 44 Faces of NAA Megan Mahn Miller, MPPA**
- 45 Faces of NAA E.R. Munro**

DEPARTMENTS

- 5** President's Column
- 10** Association at Work
- 12** NAA News
- 16** State News
- 46** New Members
- 46** Auction Schools
- 47** In Memory
- 49** Board/Index
- 50** 50 Years Later

Earning your designation has never been more

CONVENIENT AFFORDABLE & VIRTUAL

Designation Academy 2020

Full schedule now available

AARE

AMM*

AMM NEXT**

BAS

CES

Internet Auction Methods






Train the Trainer



*UPDATED **NEW

auctioneers.org/designationacademy

JOIN THE COMMUNITY

-  facebook.com/naaauctioneers
facebook.com/auctionswork
-  instagram.com/naaauctioneers
-  twitter.com/naaauctioneers
-  youtube.com/naaauctioneers
-  National Auctioneers Association



DIGITAL EDITION AVAILABLE!

Published by the



8880 Ballentine St.
Overland Park, KS 66214-1900
P: (913) 541-8084 | F: (913) 894-5281

Chief Executive Officer
Hannes Combest, FASAE, CAE
hcombest@auctioneers.org
(913) 563-5423

COMMUNICATIONS
Director of Marketing & Communications
Erin Shipps | eshipps@auctioneers.org
(913) 563-5436

Sales & Trade Show Manager
Adam Kenne | akenne@auctioneers.org
(913) 563-5421

Content Developer
Kora Cameron | kcameron@auctioneers.org
(913) 563-5430

CONFERENCE & SHOW
Conference & Show Manager
Joyce Peterson | jpeterson@auctioneers.org
(913) 563-5439

EDUCATION
Director of Education
Kristina Franz | kfranz@auctioneers.org
(913) 563-5426

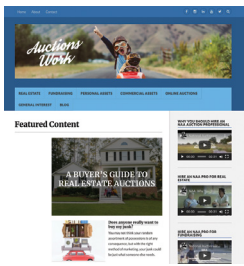
Education & Programs Coordinator
Jennifer Vossman, CMP | jvossman@auctioneers.org
(913) 563-5432

NAF Administrator
NAA Education Program Specialist
Lois Zielinski | lzielinski@auctioneers.org
(913) 563-5428

MEMBERSHIP
Database Coordinator
Brian Christiansen | bchristiansen@auctioneers.org
(913) 563-5438

ACCOUNTING
Director of Finance & Administrative Services
Rhonda Truitt | rtruitt@auctioneers.org
(913) 563-5422

Accounting Associates
Austin Cameron | acameron@auctioneers.org
(913) 563-5434



AUCTIONS WORK BLOG LAUNCHES!

We are well aware that the general public does not understand what auction professionals actually do. To help with that, we started Auctions Work, a blog to educate the public about the auction method of marketing. Read and share content with your buyers and sellers at howauctionswork.com.



VIRTUAL DESIGNATION ACADEMY WEBSITE

This year's Designation Academy spans from October to December, with all your favorite designations being more affordable and more convenient than ever before. Find out more at auctioneers.org/designationacademy.



NEW COMMUNITY OF PRACTICE

While we cover the majority of asset types in our five Communities of Practice, sometimes a topic doesn't fit nicely inside the little square. For these topics, included in event sessions, magazine articles, etc., we've created a general interest community that applies to all.



EMAIL NEWSLETTERS

Our Community of Practice eNews underwent some construction. Instead of flooding your inboxes with potentially multiple emails for different sectors of the industry, we thought we'd include it all in one bite. This way, if you work in multiple areas, or just have a general interest in them, you can stay updated without having to declare a community of practice. The new format was so well-received that we will also be updating our regular eNews to include community news. That's right, you get it all twice a month now!

Auctioneer Volume 72 Issue 6 October/November 2020 (ISSN 1070-0137) is published the first week of December, February, April, June, August and October by the National Auctioneers Association, 8880 Ballentine St., Overland Park, KS, 66214-1900. There are six issues printed annually. Auctioneer is a means of exchanging ideas that will serve to promote the auction professional and the auction method of marketing. The views expressed by columnists do not necessarily reflect the opinions of the National Auctioneers Association. Periodicals postage paid at Kansas City, MO, and additional mailing offices (USPS 019-504). POSTMASTER: Send address changes to Auctioneer magazine (NAA), 8880 Ballentine St., Overland Park, KS 66214-1900. Copyright © 2020 by the National Auctioneers Association. Materials may not be reproduced without permission.

**AUCTION
MARKETING
COMPETITION** NAA + USA TODAY

*Deadline
February 19*



AUCTIONEERS.ORG/MARKETINGCOMPETITION

Your Association at Work



ADVOCACY: Zillow finally fixes errors linking all auctions to foreclosures

For the last two years, NAA has sent requests to Zillow asking that they restructure their MLS listings to ensure that auctions are displayed accurately.

As we in the auction industry know, all property sold at auction are not foreclosure properties. However, that is how properties were displayed.

About a year ago, they made progress on the desktop version, but on the mobile version (the most popular way people look at results on Zillow), results on sales by auction still showed a foreclosure note.

In late September, members checked their listings and it appears that the mobile version now accurately depicts auctions with just the information input by the seller. There is no foreclosure note. Big thanks to Braden McCurdy, CAI, AARE, AMM, who has been the main driver on this project!

NAA launches new blog and podcast

This time last year the Board was in strategic planning mode and considering ways the NAA could increase its voice in the auction industry, and better educate the public on the auction method of marketing.

After much work by the Promotions Committee to define the voice of the NAA, as well as identify audience types, the idea for a blog and a podcast were presented to the Board, and both ideas were approved with much excitement.

The Promotions Committee then met in early 2020 to finalize details of both offerings, and Erin Shipps, NAA director of marketing and communications, set off to the Digital Marketing Summit in February to capture the first podcasts with industry leaders and even special guest Garry Grant from SEO, Inc., who took the summit and NAA members by storm.

Little did we know that would be the last face-to-face event the NAA would hold in 2020.

Since then, the 2020-2021 Promotions Committee picked up where last year's committee left off to execute the final

stages of launching the blog and podcast. The committee contributed content for the blog and ironed out marketing ideas for both products.

And finally, the two ideas approved by the Board a year ago were given names: the Auctions Work blog (howauctionswork.com) is directed at the public—your buyers and sellers—to give them the knowledge they need to feel comfortable and succeed with your company and the auction method. Members and staff contribute content for the blog, which also promotes members through our why you should hire an NAA pro video series, encourages interaction with Find an Auctioneer on auctioneers.org, and links authors' designations to NAA web pages explaining what each designation means.

The podcast is named *The Auction Advocate*, the podcast where we're all in. It was given this name because the NAA is always advocating for you and the industry in each of our four cornerstones of education, advocacy, promotions and

Day on the Hill

Due to the pandemic, Day on the Hill has been canceled for 2020. The advocacy committee encourages all members to get to know their local, and possibly new, elected officials, and looks forward to walking the halls of Congress again in 2021.

iSeries Free webinar for business owners

Sign up now at auctioneers.org/ events for our free 30-minute webinar on Oct. 7, 2020. This iSeries is titled: *Remaking Your Entrepreneurial Spirit*, and Tim Luke, CAI, BAS, MPPA, will help you keep your motivation during this challenging year.

“

The Auctions Work blog and Auction Advocate podcast solidify the NAA's commitment to be the voice of the auction profession.

Erin Shipps, NAA director of marketing and communications

”

new this year, community. The podcast is intended to bring more ideas to you in a way that is easily consumable on-the-go, but also to build a strong sense of community among NAA auction professionals.

We hope you enjoy.

Take the plunge



National Auctioneers Association

CONFERENCE & SHOW

Minneapolis / July 13-17, 2021

Membership survey results help Board in strategic planning

The National Auctioneers Association Board of Directors met on four separate occasions via video conference in August to discuss and plan the work for 2021. These meetings were a continuation of the critical conversations that began in February 2020. Those earlier meetings lead to the new vision, mission, and introduction of the association's four cornerstones.

NAA Mission

NAA serves auction entrepreneurs with services provided based on four cornerstones: promotions, advocacy, education, and community.

NAA Vision

NAA will be the voice of the auction profession.

NAA Cornerstones

Advocacy
Promotions
Community
Education

A central theme of the August Strategic Planning meetings was the need for more timely input from the membership and improved communication and transparency back to the membership. During the early days of COVID-19, the NAA regularly surveyed the membership. That survey data helped guide the association leadership in the tumultuous days of March, April and May. Additionally, these surveys helped give the entire profession greater clarity on the challenges we all faced. Thank you to all who took part in those critical surveys. Those results can be found at auctioneers.org/covid19.

The most recent survey in September will help to inform the Board as it seeks

to position the association to serve the membership as we all manage and recover from the economic and societal trauma of 2020. Thank you to everyone who took this most recent survey. The Board is looking forward to the challenge and opportunity to respond to your concerns and become a stronger voice for the profession and improve our service to auction entrepreneurs.

Here's a look at what we learned.

Survey Question 1: Regarding your auction business, please list the top three challenges you are facing right now.

The survey results found that COVID-19 continues to be the biggest single issue impacting NAA members. The NAA COVID-19 Resource Center remains on the front page of auctioneers.org. The staff and leadership continue to monitor issues and will bring relevant and timely information to the membership as soon as it becomes available. Uncertainty surrounding COVID-19 led the Board to transition Conference & Show, the Benefit Auction Summit, and Designation Academy to virtual offerings. We hope that all these courses and resources will allow members to safely access NAA content and thought leaders.

The survey results included a whole host of business challenges that confront the membership. These challenges included inventory and seller disruptions caused by COVID-19 and the resulting economic uncertainty. Of particular note were challenges relating to conducting online auctions, hiring and maintaining auction staff, and the ongoing concerns with online bidding providers and their data use. These challenges were also prevalent in answers to Survey Question 2. The Board of Directors and Educational Institute Trustees will be meeting to discuss how to equip the membership to overcome these specific challenges in October. A report explicitly addressing these concerns will follow.

Survey Question 2: Regarding the auction profession, please list the top three challenges the industry is facing right now.

It was no surprise that the industry's issues were similar to those facing the individual auction entrepreneurs and their auction firms. Again, COVID-19 was the most significant single issue impacting the profession. The NAA worked with several states and empowered individual members to advocate for the importance of auctions to our economy. This work included creating best practices for conducting auctions amid COVID-19 that helped get several states to allow live auctions once again. A special task force also worked on issues facing benefit auctions and galas. Ultimately it is up to states, cities, and individual sellers and clients to determine when and how to hold auction events. The NAA will continue to help develop best practices and equip members to make auctions work during the pandemic and beyond.

The survey did bring to light the central concern of licensing and the entrance of nontraditional forces using the auction method of sale. The Advocacy Committee is beginning to discuss how to best support our membership with this concern. Historically, the NAA has remained neutral concerning state auctioneer licenses, due primarily to representing members in both license and non-license states. This past neutrality does not mean that we can't develop best practices for members to advocate for the profession in their states and municipalities.

Of particular note was the high number of comments regarding ethics, professionalism, diversity, politics and member conduct. The Board is sensitive to these issues and discussed how to best move forward and address them. A significant focus of the newly formed Community Committee is addressing cultural issues and improving the NAA's climate. As mentioned above, the Board will be releasing a more formal report with detailed responses to the significant survey themes.

Survey Question 3: On a scale of 1 to 10 how likely you were to recommend the National Auctioneers Association to a friend or colleague.

This type of question is a technique used by businesses and non-profit organizations and allows the measurement of the Net Promoter Score (NPS). NPS measures customer experience, predicts business growth, and is a crucial measure of your customers' overall perception of your brand, or in this case, the National Auctioneers Association.

In the survey completed, 44% of the respondents were promoters of the association (a 9 or 10 rating), 20% of the respondents were passive about the association (a 7 or 8 rating), and 36% of

the respondents were detractors (a 0 to 6 rating). When calculating the NPS, one deducts the percentage of detractors from promoters' percentage to equal an NPS of 8% for the National Auctioneers Association. Scores range from negative 100% to positive 100%. A score of negative 100% means the respondent members are 100% detractors and advocate against the association. A score of positive 100% means the respondent members are 100% promoters and would advocate for the association.

While disappointing, the low NPS did not surprise, as we have all experienced the profession's fracturing. This fracturing has resulted in unprofessional conduct, segmentation of the auction profession, and

strong feelings about the association. The NPS serves to quantify these feelings and give the association a tool to measure our progress regularly moving forward. Your honest feedback is critical to understanding our progress toward a membership that is overwhelmingly proud to promote the association.

As the voice of the auction profession, the NAA's leadership plans to increase our communication with the membership and the larger profession. We need your honest input, understanding attitude, and willingness to build a more relevant association that supports our vibrant profession. ❖

Find contact information for any Board member on page 49.

America's Auction Academy Congratulations AAA Graduates!



MORGAN HOPSON
2019 International Auctioneer
Champion Women's Division



CODY SHELLEY
2019 World Auto Auction
Champion Auctioneer

**GO TO OUR WEBSITE
TO SEE OUR REVISED SCHEDULE
THE WORLD'S FIRST
LIVE VIRTUAL TRAINING COURSE**

AmericasAuctionAcademy.com
Info@AmericasAuctionAcademy.com • 972-387-4200
Texas Workforce Commission Approved

24 Hour Turnaround Time

1-800-THE-SIGN.com
Out the Door in 24!

4' x 4' SIGN **\$89.98** Full Color
PVC Post Kit - \$99.88 with flat caps

1-800-843-7446
www.1800TheSign.com



32"x48" Sign \$54.97



Podium from \$59



UPS Shipping from \$20



NAA Past President Tim Mast named Tranzon President and CEO

Tranzon veteran Tim Mast, CAI, AARE, has been tapped as president and CEO of Tranzon, LLC. He will be responsible for the strategic growth and development of Tranzon as well as support of its member companies. Current CEO Tom Saturley, CAI, will remain chairman of the executive committee. The change was effective Sept. 1, 2020.

Mast, of Selmer, Tennessee, is a 20-year industry veteran and in recent years has served as executive vice president of Tranzon

Asset Advisors, a Tranzon member company. Mast will remain in Selmer.

“Tim served in 2018-2019 as president of the National Auctioneers Association, and after that he was chairman of the NAA board. Having completed those responsibilities, he is in a good position to take on this new challenge,” said Saturley, also a former NAA president.

Mast noted that the real estate auction business has remained vibrant, and one of his first priorities will be to prepare the company for an expected surge in business as the Coronavirus pandemic abates.

“COVID has brought significant changes to many segments of our society, and we expect sellers will embrace the Tranzon auction method using our technology and marketing expertise to accomplish their goals on a timely basis. Hopefully, this opportunity will also attract individuals and companies who see the benefit of being a part of this exciting movement,” said Mast.

Mast said he will work to grow the business by helping Tranzon franchisees be more successful, bringing on new resources to serve those companies, and bringing new companies into Tranzon. “Depending on the time period, up to 50 percent of our auctions have involved more than one Tranzon affiliate, and one priority is to encourage and facilitate that with even more member companies,” he said.

America’s Auction Academy conducts first live virtual auction school class

The first-ever live virtual auction school class graduated from America’s Auction Academy, June 5, 2020, in Dallas. Twenty-eight students from 10 states completed the 80-plus hour course that included every class taught in a regular classroom setting. This is the school’s first attempt at a virtual auction training course in the school’s 28-year history.

“Due to Covid-19 and the uncertainty of travel into and out of Dallas, we were excited to offer something that had never been attempted,” said Mike Jones, CAI, BAS, GPPA, school president and NAA Hall of Fame member. “The end result was a very successful class that students enthusiastically embraced.”

State approved instructors taught their classes both live in-studio and via remote broadcast. Students were treated to special guest lecturers including Joseph Mast, CAI, chief auctioneer at Barrett Jackson Collector Car Auctions and Fasig-Tipton Thoroughbred Horse Auctions in Kentucky; U.S. Congressman and NAA Hall of Fame member Billy Long; Dan and Laura Dotson, Storage Wars; 2018 International Auctioneer Champion (IAC) Barrett Bray, CAI, AMM, BAS; 2019 IAC Champion Morgan Hopson, CAI; and, Scott Robertson, CAI, BAS, Scott Robertson Auctioneers.

Students were required to be on camera and visible throughout the session and were tracked by a third party company that works with universities, colleges and proprietary schools. The class was approved by the Texas Workforce Commission and the Texas Department of Licensing and Regulations.



Jeff Martin Auctioneers wins gold Telly Award

Jeff Martin Auctioneers, Inc., in conjunction with NG Production Films, has received a National Telly Award.

Established in 1979, The Telly Awards receives more than 12,000 entries from all 50 states and five continents. The Telly Awards is the premier award honoring the finest film and video productions, groundbreaking web commercials, videos and films, and outstanding local, regional, and cable TV commercials and programs from around the world. The Telly Awards recognize winners with gold, silver and bronze awards. In 2019, Jeff Martin Auctioneers achieved The

Silver Telly. This year, they brought home The Gold Telly for best in Videography/ Cinematography. The Gold awards are the highest achievers and only 1 percent of entrants can earn that type of award.

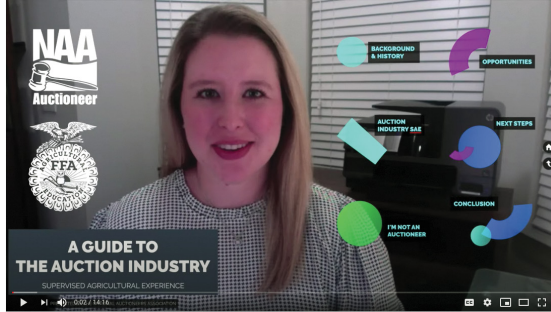
View the winning video:
www.tellyawards.com/winners/2020/non-broadcast/craft-videography-cinematography/jeff-martin-auctioneers-2020-promo/232324/

New SAE for the Auction Industry partnership

In late September, the NAA introduced a new partnership and tool to help high school students complete their FFA Supervised Agricultural Experience (SAE) for the Auction Industry.

The partnership is with Agricultural Experience Tracker, an online software program designed to help FFA students keep track of the progress they make in all of the SAEs. As a result of this partnership, NAA will be aware of students who initiate the SAE for the Auction Industry and will be a resource to them. A flyer describing this project can be found on auctioneers.org/students.

In addition, a video is available introducing the SAE to agricultural teachers and FFA sponsors alike. Developed by task force member, Morgan Hopson, CAI, the video and the SAE will be the next blog feature released on Auctions Work (howauctionswork.com) in October.



Congratulations to these new NAA designation holders!

AARE

Tim Elliot
Troy Lippard, CAI
Ruth Ludwig Lind, CAI,
BAS, GPPA

AMM

Willie Baker
Michael Fortna, CAI,
AARE
Todd Keefover
Jeremy Piatt, CAI
Michael Whitfield, CAI,
CES, GPPA
Rita Young

CAS

Rebecca Biggs
John Burnau
Matthew Godbehere, CAI,
BAS

BAS

John Bessolo
Michael D. Garner
Joe Girvan
Michael Matheny
Eva M. Ponce
Tom Stebbins
Lauren Stephenson
Amanda Valley

CES

Mike Fisher, CAI, AARE,
ATS, GPPA, BAS
Matt Price, AMM

GPPA

Kimberly Duncan
Billy Hagan, CAI, AMM
Scott Haley
Garrett Hoyer
Neil Redmond
Ron Young

KUNTRY KUSTOM RV

FOR THE PROFESSIONAL AUCTIONEER









KUNTRY KUSTOM RV
PHONE 260 593 2208
www.KuntryKustomRV.com

BUILDING QUALITY CLERKING TRAILERS SINCE 2003

State Watch

Texas

The new inductees to the Texas state Hall of Fame were announced at the Texas Auctioneer Association 63rd Annual Convention and Championship Contest Aug. 7-9, 2020, at the Embassy Suites in San Marcos, Texas.

On Aug. 15, after the state finals contest, two deserving candidates were inducted into the TAA Hall of Fame. The Hall of Fame status is awarded based on accomplishments and support of the Texas auction profession and the Texas Auctioneers Association. Candidates are nominated by their peers and reviewed by a committee of past Hall of Fame inductees, as well as the TAA Board of Directors. This year the awards ceremony was challenging being held live during COVID and with CDC requirements. The inductees do not know they are chosen until the night of the ceremony, and their families drove in as a surprise to support them in this lifetime achievement.

The 2020 Hall of Fame inductees are: Doak Lambert, CAS, and Wayne Wheat.

During this event, the state championship for all categories is held, as well as annual education and business training. This year the contest was challenging due to COVID requirements, but it was still held live and livestreamed following all local guidelines.

This year, the state championship format had 50 competitors in all categories. Each auctioneer contestant must be a licensed auctioneer in Texas, be a primary resident of Texas and a current member in good standing of the Texas Auctioneer Association. For state champion, contestants must compete and move through three rounds of competition. The top five finalists compete and are judged on selling three items each. Five judges from the industry then score and select the winners in all categories. Throughout the next year, the champions serve as ambassadors and mentors of the profession and in December leads a special auction with TAA's charity, Texas Scottish Rite Hospital for children in Dallas.



Above: Texas state champions (left to right): Joel Lemley, senior state champion; Craig and Levi Meier, auction team champions; Levi Meier, state ringman champion; Austin Jet Jones, state rookie champion; and, Cody Shelley, state champion. **Below:** Texas Hall of Fame inductees Doak Lambert, CAS, and Wayne Wheat.



Competition results:

- Cody Shelley - State Champion
- Joel Lemley - Senior State Champion
- Craig and Levi Meier - Auction Team Champions
- Levi Meier - Ringman Champion
- Austin Jet Jones - Rookie Champion

Submit your post-event news online at auctioneers.org/statenews

iSeries

QUALITY NAA EDUCATION IN 30 MINUTES



OCTOBER 7, 2020

YOUR ENTREPRENEURIAL SPIRIT



DECEMBER 2, 2020

IS YOUR CYBERSPACE SECURE?



FEBRUARY 3, 2021

YOUR BEST CUSTOMER EXPERIENCE



APRIL 7, 2021

CONGRATULATIONS, YOU'RE IN SALES



JUNE 2, 2021

YOU'VE LAUNCHED VIRTUAL BENEFIT AUCTIONS, NOW WHAT?



Kurt Bachman
Attorney and licensed
auctioneer from
LaGrange, Indiana

Business Practices

Terms and conditions

Question: Can an auctioneer be held liable for violating their own terms and conditions?

Yes, it is important for auctioneers to carefully follow the terms and conditions of the auction. An auctioneer can be held liable for failing to do so. A recent court decision shows that auctioneers are bound by the terms and conditions they set for the auction and may be held liable for breaching the terms and conditions. The Supreme Court of Appeals of West Virginia recently decided *Alex Lyon & Son, Sales Managers & Auctioneers, Inc. v. Leach*, 844 S.E.2d 120 (W.Va. 2020), and affirmed a decision holding an auctioneer liable to a bidder for violating the terms and conditions of the auction.

Background

Seller owned vacant real estate and retained an auctioneer to help sell it. Prior to the auction, the auctioneer marketed and advertised the sale. The advertisements contained “terms and conditions,” which stated the minimum opening bid was \$200,000 and required prospective bidders to do three things:

1. Make a 10% deposit before being allowed to place a bid on the real estate;
2. Provide a “Bank Letter of Guarantee” made payable to the auctioneer to ensure payment of the balance if the bidder was successful at the auction; and
3. Sign a “Bidder’s Registration Agreement” acknowledging the terms and condition of the auction.

The advertisements also stated that the terms and conditions of the auction could be modified only by a statement made by the auctioneer at the auction.

On the day of the auction, a bidder approached the registration table and spoke to an employee of the auctioneer. When questioned, the employee confirmed that no bidders had made a deposit or otherwise qualified to bid on the property. At that time, the bidder gave to the employee a signed bidder’s registration agreement, a copy of a bank’s letter of credit, and a \$20,000 check. This properly qualified the bidder to bid on the real estate. The auctioneer did not announce any new or modified terms for the auction. The auctioneer, however, let another person bid on the real estate. The properly qualified bidder was the successful bidder at the auction with a high bid of \$265,000. After the auction, the successful bidder confirmed that the other person who bid on the real estate had not met the bidding requirements. That person did not make a deposit of 10% before bidding, sign the

bidder registration agreement, or provide any bank letter guaranteeing he could purchase the property. The bidder filed a lawsuit against the auctioneer.

The auctioneer argued that it knew the other bidder and was comfortable with him bidding for the real estate. The trial court found that there was no exception to the registration and qualification process. There was nothing in the terms and conditions that allowed someone to bid without following the registration process. It also pointed out that there was no announcement changing the terms and conditions. The trial court found the auctioneer liable and order it to repay \$65,000 for the higher purchase price, plus \$3,867.50 in excess auction commission fees, plus pre- and post-judgment interest. The auctioneer appealed the decision.

The Court’s Decision

The Court analyzed the terms and conditions and whether they were sufficient to form a contract. After analyzing the terms of auction law and considering the issues the court summarized key points:

In summary, we find that the law guiding our decision is well established. We hold that the seller of property sold at auction may prescribe, within reasonable limits, the terms and conditions of the sale. A bidder at an auction is generally bound by the published or announced terms and conditions of an auction, even if the bidder did not see or hear those terms and conditions. When a seller (or the seller’s agent, the auctioneer) establishes terms and conditions for an auction of property in an advertisement or publication prior to an auction, those terms and conditions are thereafter binding upon both the seller and any bidder. Any bid placed at the auction incorporates those terms and conditions unless there is an effective modification. Finally, as a general principle, all the bidders at an auction must stand upon an equal footing. Accordingly, an auctioneer cannot vary the announced terms of the sale as to some bidders, or any one bidder, to the detriment of the other bidders.

The Court said that the bidders were legally bound by these terms and that the seller should be bound by these terms as well. It said that when the auctioneer “posted those terms in its advertisements and catalog, those terms become binding on the [auctioneer].” The Court explained that “fundamental principals of fairness required the defendant to treat the plaintiff and

**Have a legal
question?**

Submit it to [eshipps@
auctioneers.org](mailto:eshipps@auctioneers.org)



Kurt R. Bachman and Beers Mallers Backs & Salin, LLP appreciate the opportunity to review and answer legal questions that will be of interest to Auctioneers. The answers to these questions are designed to provide information of general interest to the public and are not intended to offer legal advice about specific situations or problems. Kurt R. Bachman and Beers Mallers Backs & Salin, LLP do not intend to create an attorney-client relationship by offering this

information, and anyone's review of the information shall not be deemed to create such a relationship. You should consult a lawyer if you have a legal matter requiring attention.

Kurt R. Bachman and Beers Mallers Backs & Salin, LLP also advise that any information you send to Auctioneer shall not be deemed secure or confidential. Please visit one of our offices to ensure complete confidentiality.

Contact Kurt Bachman:
(260) 463-4949
krbachman@beersmallers.com

[other bidder] equally". In other words, the auctioneer should make them both register to participate in the auction. The Court said that the auctioneer should have "disclaimed any bid by Mr. Lerch when it became clear to the auctioneer that he had not met the pre-auction requirements to qualify to bid."

This was a case of first impression in West Virginia and is unique. It highlights the importance of setting clear auction terms and conditions that the auctioneer will follow. Auctioneers must exercise caution and make sure they follow the terms of the auction to avoid liability. ❖

BONDS & INSURANCE

THE COVERAGE YOU NEED:

- ◆ Liability Insurance ◆
- ◆ Property Coverage ◆
- ◆ Cyber Liability Coverage ◆
- ◆ Consignment Property ◆
- ◆ Errors and Omissions ◆
- ◆ Employment Practices Liability ◆
- ◆ Bonds to support your License ◆
- ◆ Bankruptcy Court Auctioneer Bonds ◆

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

877-376-8676

Bonds

Insurance

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

Extension 157, Greg or gmagnus@ermunro.com

VISIT US AT WWW.ERMUNRO.COM

Licensed in all 50 states

Member,
National Auctioneers Association



*Feeling like you missed out?
 You can still register for
 on-demand access to the virtual
 Benefit Auction Summit through
 Oct. 15, 2020!
auctioneers.org/benefitsummit*

VIRTUAL BENEFIT AUCTION SUMMIT SEES SUCCESS!

By now, you may have heard the buzz around the NAA's first virtual Benefit Auction Summit. Coming on the heels of the incredibly successful virtual Conference & Show, there was trepidation about the timing of the Benefit Auction Summit, whether Zoom fatigue had set in yet, or if the same level of content could be delivered in a world that is transitioning quickly for fundraising professionals.

What we learned is that we should never doubt the tenacity and drive of fundraising professionals in crisis. In all, 77 people registered for the virtual summit, which kicked off with an open coffee and conversation with attendees—a start that would set the tone for the entire event. Dozens of attendees showed up to that first Zoom meeting—the only complaint being that it was only a half hour. (We heard you and pivoted day two's coffee and conversations to a full hour!)

In combination with the daily happy hours, which rounded out the experience, we saw a segment of the auction industry come together to learn and help each other more than ever before. That community support appeared to be just what attendees needed during this difficult year.

Sponsors as well felt very connected to attendees through daily conversations and special sessions. They were all ears when it came to listening to what fundraisers need to put on better virtual events.

The Zoom webinar chat feature also enhanced the event with attendees discussing and dropping in links to studio equipment, mics, lights, makeup and so much more!

Thank you to all those who attended and we'll see you again real soon!

THANK YOU SPONSORS!

virtual gala education sponsor

PayBee

Summit sponsor

EVENT.GIVES
Volunteer Powered

education sponsor

AP
Auction Packages

exhibitors

charity booster

GoCharity

greater giving

onecause®
POWERFUL FUNDRAISING SOLUTIONS

WHAT YOU SAID

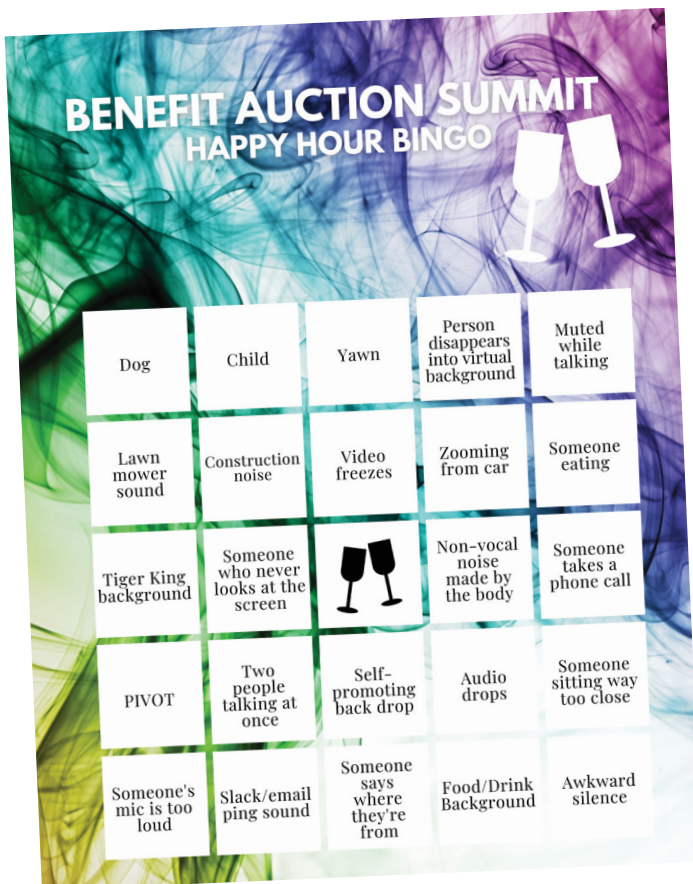
There was one seminar here that paid for my two days here.

Virtual Summit went well. We had some quality speakers, and all the attendees seemed to be engaged. I am glad I attended.

Excellent job to the NAA staff and committee for an awesome virtual summit!

Thanks NAA for putting this together and for all the BAs that came and participated.

REMEMBER WHEN WE PIVOTED AND CAME UP WITH HAPPY HOUR BINGO WITHIN A FEW HOURS? AH MEMORIES...



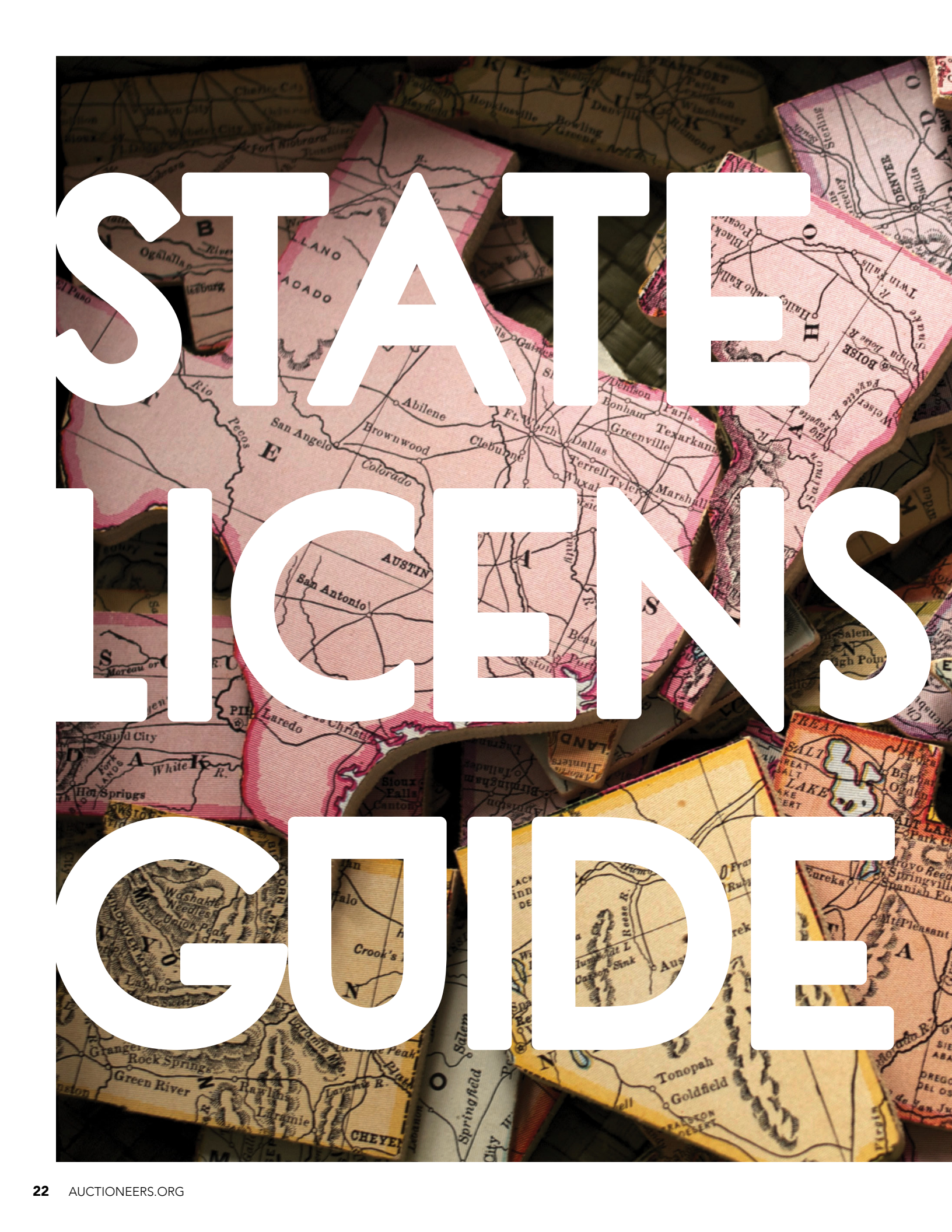
Bring your passion to our mission.

Join us in our lifesaving mission: Finding cures.

Saving children.®

Volunteer or create a fundraiser for kids like Riku at stjude.org/naa.



A collage of vintage maps in various colors (pink, yellow, brown) and orientations, showing geographical features, cities, and rivers. The text 'STATE LICENSES GUIDE' is overlaid in large, bold, white, sans-serif capital letters. The word 'STATE' is at the top, 'LICENSES' is in the middle, and 'GUIDE' is at the bottom. The maps are layered and overlapping, creating a textured background.

STATE LICENSES GUIDE

MING



STATE LICENSING GUIDE

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 September 2020. 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 (e.g. 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 Sept. 30

Continuing Education Required: Yes, six hours every two years. Licensees 65+ years are exempt.

Fees: Exam (\$100) and License (\$200)

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

State Association: alabamaauctioneers.org

State Real Estate Contact: arec.alabama.gov

State Agency Contact:

Alabama State Board of Auctioneers
2777 Zelda Rd.

Montgomery, AL 36106
(334) 420-7235

auctioneer.alabama.gov

auctioneers@alstateboard.com

ALASKA

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

State Real Estate Contact:

commerce.alaska.gov/web/cbpl/professionallicensing/realestatecommission.aspx

State Agency Contact:

Corporations, Business and Professional
Licensing Real Estate Commission

550 W. 7th Avenue, Ste. 1500
(907) 269-8162

ARIZONA

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

State Association: azauctioneers.org

State Real Estate Contact: azre.gov

State Agency Contact:

Arizona State Consumer Protection Department
1275 W. Washington St.

Phoenix, AZ 85007-2926

(602) 542-5025

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. Exemption if 55+ years and have been licensed by Arkansas Auction License Board for 10 consecutive years.

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

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

State Association: arkansasauctioneers.org

State Real Estate Contact: arec.arkansas.gov

State Agency Contact:

Arkansas Auctioneers Licensing Board
900 W Capitol, 4th floor

Little Rock, AR 72201

(501) 682-1156

aralb.com

CALIFORNIA

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

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

State Association: cauctioneers.org

State Real Estate Contact: bre.ca.gov

State Agency Contact:

California Secretary of State Office
1500 11th Street

Sacramento, CA 95814

(916) 653-6814

sos.ca.gov

COLORADO

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

State Association: coauctioneers.com

State Real Estate Contact: colorado.gov/dora/division-real-estate

State Agency Contact:

Colorado State Consumer Protection Office
1300 Broadway, 7th Floor

Denver, CO 80203

(800) 222-4444

coloradoattorneygeneral.gov/departments/consumer-protection

CONNECTICUT

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

State Real Estate Contact: portal.ct.gov/DCP/License-Services-Division/All-License-Applications/Real-Estate-Salesperson

State Agency Contact:

Connecticut Department of Consumer
Protection

450 Columbus Blvd., Ste. 901

Hartford, CT 06103-1840

(860) 713-6100

portal.ct.gov/DCP

DELAWARE

License Required: State business license (\$75) required for resident auctioneers. Other terms and licensure may apply to non-resident auctioneers. Counties and municipalities may require permits, check for requirements.

State Real Estate Contact: dpr.delaware.gov/boards/realestate

State Agency Contact:
Delaware Department of Justice
Carvel State Office Building
820 N. French St.
Wilmington, DE 19801
(302) 577-8600
attorneygeneral.delaware.gov/fraud/cpu

DISTRICT OF COLUMBIA

License Required: Yes

License Required For Online-Only Auctions: 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: Category License (\$578), Application (\$70), Endorsement (\$25), Technology (\$67.30) – Total Fees (\$740.30)

Reciprocity: N/A

State Real Estate Contact: 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-auctioneer-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: Initial Licensure by Exam – Education or Apprenticeship (\$444.50)

Reciprocity: AL, AR, GA, IL, IN, KY, LA, MA, MS, NH, NC, OH, PA, SC, TN, TX, VA, WV, WI



State Association: floridaauctioneers.org

State Real Estate Contact: myfloridalicense.com/dbpr/

State Agency Contact:
Florida Board of Auctioneers
2601 Blair Stone Rd.
Tallahassee, FL 32399
(850) 487-1395
myfloridalicense.com/DBPR/auctioneers/

GEORGIA

License Required: Yes

License Required For Online-Only Auctions: No

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: Application (\$200), 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: georgiaauctioneers.org

State Real Estate Contact: grec.state.ga.us

State Agency Contact:
Georgia Auctioneers Commission
214 State Capitol
Atlanta, GA 30334
(844) 753-7825
sos.georgia.gov/index.php/licensing/plb/9

HAWAII

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

State Real Estate Contact: cca.hawaii.gov/reb

State Agency Contact:
Hawaii Department of Commerce –
Consumer Protection
King Kalakaua Building
335 Merchant St., Room 333
Honolulu, Hawaii 96813
(808) 586-2643
cca.hawaii.gov

IDAHO

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

State Association: idahoauctioneers.org

State Real Estate Contact: irec.idaho.gov

State Agency Contact:
Idaho Consumer Protection Division
954 W. Jefferson, 2nd Floor
Boise, ID 83720
(208) 334-2424
ag.idaho.gov

STATE LICENSING GUIDE

ILLINOIS

License Required: Yes

License Required For Online-Only Auctions:

Yes, we no longer require Internet Auction Services such as eBay to register with our agency. But if an auctioneer conducts an online auction, they must have a license.

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: Application fee (\$200), Exam fees apply.

Reciprocity: AL, AR, FL, IN, MA, MS, OH, TN, TX, WI

State Association: illinoisauctioneers.org

State Real Estate Contact: idfpr.com/DRE.asp

State Agency Contact:

IDFPR/Division of Real Estate
Illinois Auction Advisory Board
320 West Washington St., 3rd Floor
Springfield, IL 62786
(800) 560-6420

idfpr.com/profs/auctioneers.asp

INDIANA

License Required: Yes

License Required For Online-Only Auctions:

State agency advises referring to law and rules directly and/or seeking private counsel to best interpret the law.

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: Payment to Recovery Fund (amount varies) and an escrow account

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: indianauctioneers.org

State Real Estate Contact: in.gov/pla/real.htm

State Agency Contact:

Indiana Auctioneer Commission
Deanna Alexander, Director
402 W. Washington Street, Room W 072
Indianapolis, IN 46204
(317) 234-3009
Pla9@pla.in.gov
in.gov/pla/auction.htm

IOWA

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

State Association: iowauctioneers.org

State Real Estate Contact: 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 50319-0106
(515) 281-5926

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: Check with any license-issuing body for requirements and fees.

State Association: kansasauctioneers.com | 316-208-6151 | cindi@kansasauctioneers.com

State Real Estate Contact: krec.ks.gov | 785-296-3411 | Kelly.white@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

KENTUCKY

License Required: Yes

License Required For Online-Only Auctions: Yes

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: No Bond \$30 to Recovery Fund

Licensure Period: Annually, expires June 30

Continuing Education Required: Yes, six hours annually.

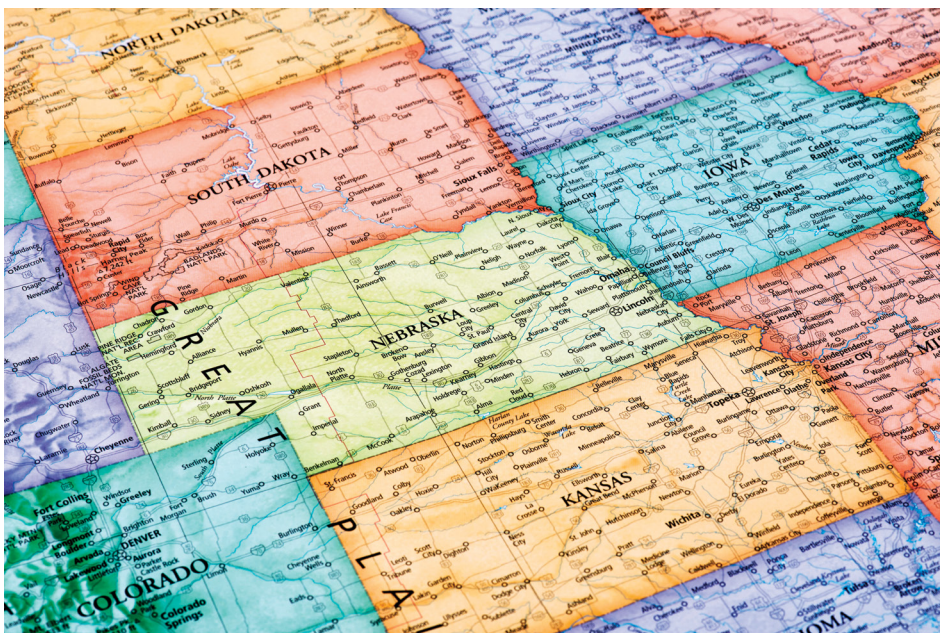
Fees: Exam (\$125) and License (\$125)

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

State Association: kentuckyauctioneers.org

State Real Estate Contact: krec.ky.gov/staff.asp

State Agency Contact:



Kentucky Board of Auctioneers
500 Mero St 2NE09
Frankfurt, KY 40601
(502) 782-0722
auctioneers.ky.gov
auctioneers.ky.gov/ppc/new_default.aspx

LOUISIANA

License Required: Yes
License Required For Online-Only Auctions: Yes, except for “eBay-style” timed online auctions. Effective January 1, 2021, all online auctions will require a license in LA as long as the auction is occurring in LA or if the moveable or immovable property for sale is located in LA.
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: louisianauctioneers.org
State Real Estate Contact: lrec.gov
State Agency Contact:
Louisiana Auctioneers Licensing Board
11736 Newcastle Ave., Bldg. 2, Ste. C
Baton Rouge, LA 70816
(225) 295-8420
lalb.org

MAINE

License Required: Yes
License Required For Online-Only Auctions: No
Minimum Age: N/A
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: N/A
State Association: maineauctioneers.org
State Real Estate Contact: maine.gov/pfr/professionallicensing/professions/auctioneers/index.html
State Agency Contact:
Auctioneers.board@maine.gov
Maine Board of Licensing of Auctioneers
35 State House Station
Augusta, ME 04333
(207) 624-8603
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
State Real Estate Contact: dllr.state.md.us/license/mrec
State Agency Contact:
Maryland Consumer Protection Division
200 St. Paul Pl.
Baltimore, MD 21202
(410) 528-8662
marylandattorneygeneral.gov

MASSACHUSETTS

License Required: Yes
License Required For Online-Only Auctions: Generally required and recommended.
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: FL, IL, KY, MS, NH, NC, TN
State Association: massauctioneers.com
State Real Estate Contact: mass.gov/ocabr/licensee/dpl-boards/re
State Agency Contact:
Massachusetts Consumer Affairs and Business Regulation
One Ashburton Place, Room 115
Boston, MA 02118
(617) 727-3480
mass.gov/ocabr/data/license/standards/auctioneer-license.html

MICHIGAN

License Required: Municipalities and counties may require permits, check for requirements.
State Association: FindMichiganAuctions.com
State Real Estate Contact: michigan.gov/lara
State Agency Contact:
Michigan Consumer Protection Division
P.O. Box 30213
Lansing, MI 48909
(517) 373-1140
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
Real Estate Contact: mn.gov/commerce/licenses/real-estate
State Agency Contact:
Minnesota Consumer Services Center
85 7th Place E, Ste. 280
Saint Paul, MN 55101
(651) 539-1500
mn.gov/commerce/consumers/file-a-complaint/file-a-complaint

MISSISSIPPI

License Required: Yes
License Required For Online-Only Auctions: Yes
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: mississippiauctioneers.org
State Real Estate Commission: mrec.ms.gov
State Agency Contact:
Mississippi Auctioneer Commission
P.O. Box 50
Morton, MS 39117-0050
(601) 750-4909
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
State Real Estate Contact: 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
ago.mo.gov

STATE LICENSING GUIDE

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: montanaauctioneers.org

State Real Estate Contact: montanarealtors.org/education/board-of-realty-regulation/

State Agency Contact:

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

NEBRASKA

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

State Association: nebraskaauctioneers.com

Real Estate Contact: nrec.ne.gov

State Agency Contact:

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

NEVADA

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

State Real Estate Contact: 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

NEW HAMPSHIRE

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 from issue date

Continuing Education Required: No

Fees: Exam (\$75) and License (\$200)

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

State Association: newhampshireauctioneers.org

State Real Estate Contact: oplcr.nh.gov/real-estate-commission/index.htm

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

NEW JERSEY

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

State Association: njssa.com

Real Estate Contact: state.nj.us/dobi/division_rec

State Agency Contact:

New Jersey Office of Consumer Protection
124 Halsey Street
Newark, NJ 07102
(973) 504-6200
state.nj.us/nj/community/consumer

NEW MEXICO

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

Real Estate Contact: rld.state.nm.us/boards/real_estate_commission.aspx

State Agency Contact:

New Mexico Consumer Protection Division
408 Galisteo St.
Santa Fe, NM 87501
(505) 490-4060
nmag.gov/santa-fe.aspx

NEW YORK

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

State Association: nysauctioneers.com

Real Estate Contact: dos.ny.gov/licensing

State Agency Contact:

New York Division of Consumer Protection
One Commerce Plaza, 99 Washington Avenue
Albany, NY 12231-0001
(518) 474-4429
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: No. \$50 to Recovery Fund at initial issuance of each license, with potential Recovery Fund assessment to all licensees if necessary.

Licensure Period: Annually, expires June 30.

Continuing Education Required: Yes, four hours annually

Fees: Application (\$50), Exam (\$50), License (\$150) and Fingerprint Processing (\$38)

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 NCALB for complete details.

State Association: northcarolinaauctioneers.org

State Real Estate Contact: nrecr.gov

State Agency Contact:

North Carolina Auctioneer Licensing Board
108 Ber Creek Drive
Fuquay-Varina, NC 27526
(919) 567-2844
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: ndauctioneers.com
State Real Estate Contact: realestatend.org
State Agency Contact:
 North Dakota Public Service Commission
 600 East Boulevard, Dept. 408
 Bismarck, ND 58505-0480
 (701) 328-2400
 psc.nd.gov/jurisdiction/auctions/index.php

OHIO

License Required: Yes
License Required For Online-Only Auctions: No (if doing an online auction in conjunction with a live auction – you must be licensed).
Minimum Age: 18
School/Apprenticeship Required: Yes
Bonding/Insurance Required: \$25,000
Licensure Period: Two years, expires June 30 (last names starting with A-J and X-Z renew in odd-numbered years and names beginning with K-W renew in even-numbered years).
Continuing Education Required: No
Fees: Exam (\$25) and License (\$200)
Reciprocity: AL, AR, FL, GA, IL, IN, KY, LA,

MS, NC, PA, SC, TN, TX, VA, WV
State Association: ohioauctioneers.org
State Real Estate Contact: com.ohio.gov/real
State Agency Contact:
 Ohio Dept. of Agriculture – Auctioneer Program
 8995 E. Main St
 Reynoldsburg, OH 43068
 (614) 728-6240
 agri.ohio.gov/wps/portal/gov/oda/programs/auctioneers

OKLAHOMA

License Required: Certain types of auctions (e.g. livestock, etc.) may require licenses. Municipalities and counties may require permits, check for requirements.
State Association: okauctioneers.org
State Real Estate Contact: ok.gov/OREC
State Agency Contact:
 Oklahoma Public Protection Unit
 313 NE 21st St.
 Oklahoma City, OK 73105
 (405) 521-3921
 oag.ok.gov/citizenresources

OREGON

License Required: Certain types of auctions may require licenses. See ORS698.640 for regulatory details. Municipalities and counties may require permits, check for requirements.
State Association: oregonauctioneers.org
State Real Estate Contact: oregon.gov/real/Pages/index.aspx
State Agency Contact:
 Oregon Consumer Protection Office

1162 Court St. NE
 Salem, OR 97301-4096
 (877) 877-9392
 doj.state.or.us/consumer-protection/

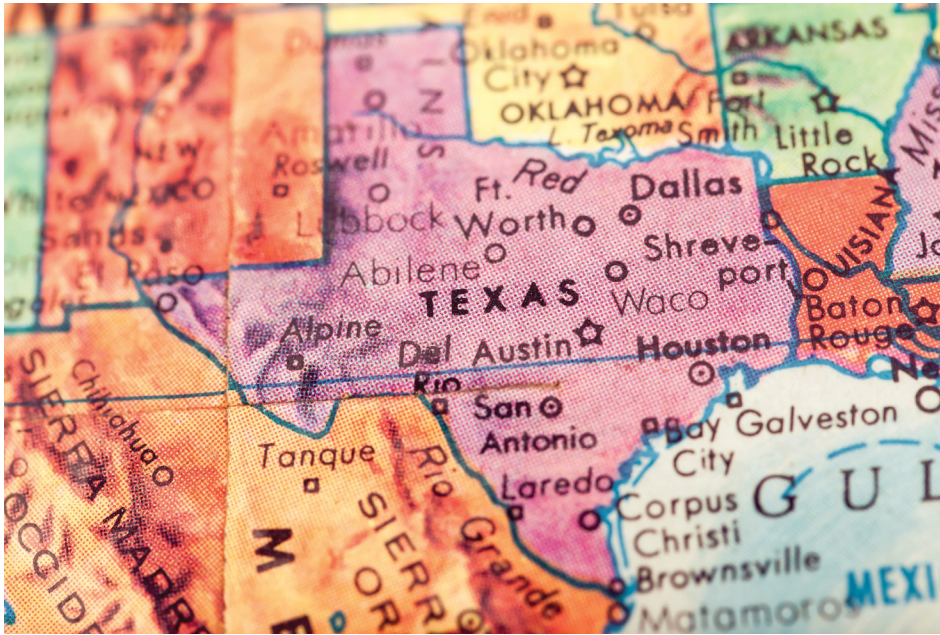
PENNSYLVANIA

License Required: Yes. A complete copy of the Board's laws and regulations can be found online at dos.pa.gov/auct
License Required For Online-Only Auctions: Yes. A complete copy of the board's laws and regulations can be found at: dos.pa.gov/auct
Minimum Age: No requirement found
School/Apprenticeship Required: Yes
Bonding/Insurance Required: \$5,000
Licensure Period: Two years, expires Feb. 28 of odd years
Continuing Education Required: No
Fees: Refer to 1.41 of the regulation
Reciprocity: Refer to Section 12 of the law
State Association: paauctioneers.org
State Real Estate Contact: dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission
State Agency Contact:
 Pennsylvania State Board of Auctioneer Examiners
 P.O. Box 2649
 Harrisburg, PA 17105-2649
 (717) 783-3397
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: dbr.ri.gov/divisions/commlicensing/realestate.php
State Agency Contact:
 Rhode Island Consumer Protection Unit
 150 S. Main St.
 Providence, RI 02903
 401) 274-4400
riag.ri.gov/ConsumerProtection/About.php

STATE LICENSING GUIDE



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

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

State Association: southcarolinaauctioneers.org

State Real Estate Contact: llr.sc.gov/te

State Agency Contact:

South Carolina Auctioneers Commission
Synergy Business Park – Kingtree Building
110 Centerview Drive
Columbia, SC 29210
(803) 896-4670
llr.sc.gov/auc

SOUTH DAKOTA

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

State Association: sdaa.net

State Real Estate Contact: dlr.sd.gov/realstate/default.aspx

State Agency Contact:

South Dakota Division of Consumer Protection
1302 E. Hwy 14, Ste. 3
Pierre, SD 57501
(605) 773-4400
consumer.sd.gov/contact.aspx

TENNESSEE

License Required: Yes

License Required For Online-Only

Auctions: Contact the Tennessee Auctioneer Commission directly for guidance.

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$50 to Recovery Fund for an Automobile Auction, Garage Keepers Insurance in the minimum amount of \$500,000 and a Bond for \$50,000.

Licensure Period: Two years from issue date
Continuing Education Required: Yes, six hours every two years

Fees: Exam (\$125), Application (\$50) and

License (\$275)

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

State Association: tnauctioneers.com

State Real Estate Contact: tn.gov/commerce/regboards/trec.html

State Agency Contact:

Tennessee Auctioneer Commission
500 James Robertson Pkwy
Nashville, TN 37243-0565
(615) 741-2241
tn.gov/commerce/regboards/auctioneers.html

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: Application/License (\$100 – includes Recovery Fund fee)

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

State Association: texasauctioneers.org

State Real Estate Contact: trec.state.tx.us

State Agency Contact:

Texas Department of Licensing and Regulation
920 Colorado
Austin, Texas 78701
(512) 463-6599
tdlr.texas.gov/auc/auction.htm

UTAH

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

State Association: utahauctioneer.org

Real Estate Contact: 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
dcp.utah.gov

VERMONT

License Required: Yes

License Required For Online-Only Auctions: Information not provided by state.

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: No

Licensure Period: Two years, expires Sept. 30 of even years

Continuing Education Required: No

Fees: Application (\$100), Renewal (\$200)

Reciprocity: N/A

State Real Estate Contact: sec.state.vt.us/professional-regulation/profession/real-estate-commission.aspx

State Agency Contact:

Vermont Office of Professional Regulation

128 State Street

Montpelier, VT 05633-1101

(802) 828-2363

sec.state.vt.us/professional-regulation/list-of-professions/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(pending), FL, GA, IN, KY, LA, MS, NC, OH, PA, SC, TN, TX, WV

State Association: vaa.org

State Real Estate Contact: dpor.virginia.gov/Boards/Real-Estate

State Agency Contact:

Virginia Auctioneers Board

9960 Maryland Drive, Suite 102

Richmond, Virginia 23233

(804) 367-8500

dpor.virginia.gov/Boards/Auctioneers

WASHINGTON

License Required: Yes

License Required For Online-Only Auctions: Yes, an auction company license would be required when the items/property and/or company is located in the state of Washington.

Minimum Age: 18

School/Apprenticeship Required: No

Bonding/Insurance Required: minimum \$5,000

Licensure Period: One year

Continuing Education Required: No

Fees: License (\$155) and Renewal (\$155) Auction Company License (\$255) and Renewal (\$255) Late Fee \$100

Reciprocity: N/A

State Association: washingtonauctioneers.org

State Real Estate Contact: dol.wa.gov/business/realestate

State Agency Contact:

Washington Department of Licensing –

Auctioneer Program

P.O. Box 9026

Olympia, WA 98507

(360) 664-6636

dol.wa.gov/business/auctioneers

WEST VIRGINIA

License Required: Yes

License Required For Online-Only Auctions: Yes, if auctioneer and/or assets being sold are located in the state of West Virginia. Contact the Department of Agriculture for specific details.

Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$25,000

Licensure Period: One year, expires June 30
Continuing Education Required: Six hours annually.

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

Reciprocity: Contact state agency for details.

State Association: wvaa.org

State Real Estate Contact: rec.wv.gov

State Agency Contact:

West Virginia Department of Agriculture –
Auctioneer Program

1900 Kanawha Blvd., Room E-28

Charleston, WV 25305

(304) 558-3550

agriculture.wv.gov/divisions/executive/Pages/Auctioneers.aspx

WISCONSIN

License Required: Yes (registration is required)

License Required For Online-Only Auctions: Yes; for complete details, see Wisconsin Chapter 480 and/or contact the Wisconsin Department of Regulation and Licensing.

Minimum Age: 18

School/Apprenticeship Required: No, is a person wishes to practice while waiting to take the next available exam, they must obtain a temporary auctioneer registration.

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 (\$173) and Renewal (\$47)

Reciprocity: AR, IL, KY, NC, TN, TX; additional states may be approved on case by case basis

State Association: wisconsinauctioneers.org

State Real Estate Contact: dsps.wi.gov/Pages/Professions/REBroker

State Agency Contact:

Wisconsin Department of Regulation and

Licensing – Auctioneers

4822 Madison Yards Way

Madison, WI 53705

(608) 266-2112

dsps.wi.gov/Pages/Professions/Auctioneer

WYOMING

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

State Association: wyoauctioneers.org

Real Estate Contact: realestate.wyo.gov

State Agency Contact:

Wyoming Attorney General's Office

Consumer Protection Unit

2320 Capitol Avenue

Cheyenne, WY 82002

307-777-8962 or 1-800-438-5799 (toll free in Wyoming)

Fax: (307) 777-3435

ag.consumer@wyo.gov

ag.wyo.gov/cpu



Earning your designation has never been more affordable or more convenient!

To help you decide whether or not earning a designation at NAA's virtual Designation Academy this year is for you, we asked some of our most decorated members about their designations...



Why would I take a designation course?

Sherm Hostetter, CAI, AARE, BAS, GES, GPPA, chair of the Education Institute Trustees

Over the years I have heard a lot of people say: *Why would I want to take a designation course? It certainly isn't for the*

immediate financial benefits. I would have to travel. There are other out-of-pocket expenses. I would be around people I don't know. I would be taking time away from family and business focusing on non-income-producing projects.

While all of that may be true, there are major benefits.

Although I cannot speak for everyone, I personally feel there are several strong reasons for taking a designation course, including education, experience and networking. With a service-oriented business such as the auction profession, the keys to success are the auctioneer's education, experience and ability to form a quality team (support).

For a newer auctioneer with little or no experience, designations are the segway to qualifications and experience. For an established auction company with years of experience, designations are the key to remaining ahead of the competition. In our rapidly changing industry, the success of you and your company depend on one thing: you!

Everything from in-person to virtual learning, trade magazines and content from state and national organizations, and networking all add to your knowledge and growth.

Networking opportunities

Some of the most valuable learning experiences are (mini) seminars shared in convention halls and over meals about problems and "real life" situations that we all face in everyday business. Personally, I have picked up wording and phrases to insert in my auction contracts that not only kept me out of court, saved attorney fees and court costs, but also saved my commission. I believe these phrases that were gleaned during a lunch conversation have paid for several conferences and seminars. Over the years,

I have picked up numerous shared ideas that have helped to improve the quality of my company's customer service and level of professionalism.

With modern technology, the world is getting smaller and auctioneers are traveling outside of their normal marketing areas. Varying problems such as licensing, traveling expenses, and a lack of local market knowledge are resulting in partnerships forming between larger auction companies and the local auctioneer. This offers a plethora of opportunities for added income as well as education on how other auction companies conduct auctions. Consequently, a growing referral business is being established among auctioneers across the nation.

Rent

Someone once said, "Involvement (Service) is the method of paying the dues we owe for occupying space within our industry." I come from a family that has been in the auction business for 65+ years. We have several families, numerous full- and part-time employees, all making their living from the auction profession. Personal growth and receiving designations are ways we are able to support and give something back to a profession that has been very good to all of us over the years.

Friendships

Whether through board service or attending state and national conventions or taking a designation, many lifetime friendships are established through the NAA. Ideas, successes, problems and solutions are all freely shared with each other. Most auction companies are family oriented. I know first hand our profession and our lives are enhanced by these relationships. My family has personally experienced the outpouring of love and support from our auction family in our time of loss and need.

Personal growth

As I mentioned above, you are the success of your company—the better you are, the better your company and income potential. So, whether you are a new auctioneer or a seasoned veteran, education is your best choice and designations put you at the forefront of the auction profession. Having a designation does not make me better than any other auctioneer, but it does make me a better auctioneer! ❖

Register now at [auctioneers.org/
designationacademy](http://auctioneers.org/designationacademy)

Virtual schedule

AARE
Dec. 14-16
9 am - 6 pm

CES
Dec. 6-11
4 pm - 9 pm

AMM
Oct. 29 - Nov. 19
1-4 pm Tuesdays
and Thursdays

**Internet Auction
Methods**
Dec. 16 1-5 pm &
Dec. 17 9 am -
1 pm

AMM Next
Dec. 7-10
1-4 pm

Train the Trainer
Oct. 19-20
11 am - 3:30 pm

BAS
Dec. 6-8
9 am - 6 pm



Mark Manley, CAI, AARE, AMM, CES, MPPA

My designations are important to me because I know they have helped me personally become a better auctioneer and marketer. I've used my designations to move select areas of my business

forward as needed. I've taken the information I learned and put it to work to grow both my personal business and our company. Any designation is only as good as the person that gets it; no designation, no matter the industry, is going to automatically get you business without the designation holder promoting both their qualifications and personal business.

My first designation was AARE, which I was awarded in December 1999 after only a few years in the auction industry. AARE was the one that fueled my interest in how NAA education could personally propel my business forward. As a direct result of AARE, I started CAI in March 2000 and completed it in 2002; I was also awarded GPPA in May 2002. Having my CAI and GPPA designations directly resulted in more business growth than anything I have done during my entire 30-year career. GPPA opened numerous doors for me through equipment valuations, and CAI taught me how to leverage those opportunities and expand my business and client base. I think it's important to note that while the actual classroom education is invaluable, the networking and contacts made during the process of getting a designation may be even more important. I know that when I need to refer clients outside my market area there is a qualified network of designation holders that I can go to and determine the best fit for my clients needs. I have friendships that I made while working on my designations that I can call and have open dialogue with about a challenge I may be having in my business. Friends and business connections I made at CAI gave me the needed encouragement to step out and start our own company 5 years ago. I personally feel that the NAA is a unique association from the standpoint that people who are sometimes considered competitors can still come together and collaborate on how to make our industry better overall and the common bond of designations is the catalyst for that to happen.

The availability of quality education and training specific to the auction industry has been very limited with the exception of educational offerings by the National Auctioneers Association. As an auctioneer working in rural America I have found that my practice has to be multi-faceted; one day I may be liquidating an estate filled with antiques or a small business and the next day selling a multi-million dollar agricultural or industrial property. Having multiple designations has allowed me to serve a broader range of clients as well as servicing multiple needs of individual clients. My personal auction practice has involved working in the legal community, particularly bankruptcy where being trained in multiple disciplines has been tremendously helpful.

Anyone looking to get their first designation should first determine what their personal area of interest may be—what they are passionate about. A person who loves bid calling may want to pursue CAS. A person just getting started setting up their auction business will benefit from taking AMM. A person that loves doing personal property may first want to seek the CES or even the GPPA designation. Someone interested in benefit auctions can greatly benefit from the BAS course of study. The pinnacle of designations is CAI, and I personally believe any auction professional can benefit from pursuing the CAI designation; however, two years of experience is necessary prior to starting the CAI program.



Mike Whitfield, CAI, AMM, CES, GPPA

My NAA Designations have been a catalyst to allow me to "break in" to a new area of

the auction industry with confidence and competence, right from the get-go!

Designations have helped me build my network of trusted experts, make me aware of the common "pitfalls" for an asset class, and dramatically reduce the learning curve for success.

Getting multiple designations helped make me a stronger auctioneer and better business leader. I use small components of all four of my designations every day. It helps me to analyze a client's problem with precision, regardless of its' scope.

All of the designations will make you a better person, and make your business better. Irregardless of your current level of experience, I guarantee that getting a designation will be a strong investment in yourself!



Register now at auctioneers.org/designationacademy



Jason Winter, CAI, AARE, AMM, CES, chairman of the NAA Board

I am proud of my designations. I believe they have been extremely beneficial to my business.

The first designation I received was AARE. To compete as a new, first-generation auctioneer I needed to specialize in something that the established auctioneers in my area were not doing. Money was tight and I could get to the first section of the AARE by driving and staying in an economical hotel. I thought education would change my business and it did, but more than education, it gave me the confidence that I could sell real estate at auction and make it happen.

I feel each designation that I have achieved filled different needs. CAI was for the education, but also it gave me new connections with auctioneers across the country. I still talk with my CAI classmates about business issues and life issues on a weekly basis. AMM was about education. I got this designation not for me to be the "marketing" person, but to help me understand what the marketing staff is saying and doing. CES was to build our business working with estates and helping with their Real Estate needs.

No matter what designation you choose, I will promise you two things: 1. You will learn something—sometimes that is something you want to implement or change in your business, or something you do not want to do at all. 2. You will meet multiple people that are in the auction industry. Some will be way smarter than you, some will be in the same place as you, and some will be much "greener" than you. Classroom learning, hallway learning, building new and old friendships, and helping others learn and grow is what this is all about.



David Allen, CAI, AARE, AMM, BAS, CAS, GPPA, MPPA

The designations I have earned mean a lot to me. I traveled to various parts of the country to take the classes and spent a considerable amount of time, money, and energy obtaining them. The education I received and the people I have met at these classes have helped me to become that better problem solver.

As a first-generation auctioneer, I knew I needed all the help I could get to increase my competence. I knew that taking designation classes was a chance for me to not only get "book smart," but meet people who could also be a future reference and resource. I increased my knowledge and understanding in different areas, made some great friendships that have saved me time and money, increased my ability to talk to clients more intelligently and solve their problems more efficiently, and met people that led to future referrals. This classroom knowledge, paired with the real world experiences that happen daily on the job, help make me and my business stronger.

Every designation I have taken touches an area of my business: real estate, marketing, benefit auctions, estate services, contract auctioneering and appraisals. I figured the more that I could learn, the more it would help my business ... and it definitely has.

If you're looking to earn your first designation, do it! If you have education vouchers from the NAA, use them. Figure out what area of your business could be stronger and makes sense to learn versus outsourcing, or having someone else within your organization do it. During classes, ask questions and network with your classmates and instructors (both inside and outside of the classroom). It will not only make your learning experience more enjoyable, but it may lead to some referrals that ultimately pay you back for attending these classes. Once you have obtained your designation, join Facebook groups associated with it to further increase your network/knowledge base.

I continue to pay my designation dues year after year because life is about learning, earning and returning... and not always in that order. Money from designation dues is vital to the NAA so new classes can be created and existing classes can be updated. I believe the NAA, its instructors, and its members have paved a path for me in this industry. I believe in paying my annual designation dues each year because I know others will benefit as I have. I believe that returning/giving back is important and hope others share the same sentiment and have the opportunity to do so.

NATIONAL AUCTIONEERS ASSOCIATION

ONLINE EDUCATION CENTER

[PATHLMS.COM/NAA](https://pathlms.com/naa)



CONFERENCE, DESIGNATIONS, ISERIES, COVID-19,
MICROLEARNING, SUMMITS



Online auction solutions

One-size does not fit all, so which way should you go?

In the last 20 years as culture has moved more digitally, many auctioneers have been faced with the prospect of online auction options. But especially in the last eight months with health regulations limiting in-person gatherings, many auctioneers are turning to digital options, if they didn't have an online solution already, to keep their businesses moving in a contactless culture.

With several different types platform choices, which is best for your business? There's no one-size-fits-all answer to this question. It depends on several factors of your business: your priorities, the business' direction, resources, and the bottom line of your budget.

Importantly, one must also give special attention to the position statement the National Auctioneers Association released in July of 2020: The National Auctioneers Association encourages auction entrepreneurs to actively monitor markets and proactively manage their personal and company brand(s) with special attention to the ownership of bidder and sales data. When engaging with any vendor or service provider the NAA recommends understanding data ownership, data sharing, cooperative branding and long-term industry impacts.

In this article, we're breaking down feedback from auctioneers using three different platform types, why they chose them, and why they may or may not be the best option for your business.



Auction portal platform

An auction portal platform allows you to use a profile to display and sell your items on an online marketplace among other online auctions. These types of platforms allow for little customization, which can be either a pro or a con depending on your business' priorities.

Set up for portal platforms is simple and quick, which may make it a good option for someone just starting their auction business. However, what you would be gaining in simplicity you may be sacrificing in branding or lack of control of the bidder and buyer data. Because auction businesses share a single portal platform (using the same interface between auctions) bidders may

not differentiate one auction business from another while on the platform.

This is not necessarily a negative, though. Again, it depends on your priorities as a business. Darron Meares, CAI, BAS, MPPA, of Meares Property Advisors, uses an auction portal platform, and he said he does not necessarily mind that bidders aren't differentiating his business while they're on the platform bidding on items. He said that because his items are listed in the portal among the other auctions, he can potentially capture bidders who were outbid on other items.

He also said he believes he doesn't have to spend as much on advertising because bidders are already using the platform. With the portal, he is basically sharing the advertising weight with other auctioneers as well as using the aggregate bidders from the platform. For this reason, a portal platform may be a good idea for someone who doesn't already have a database of bidders.

Because an auction business would be pulling bidders from a mass database in a portal, Meares encourages downloading the

list of registered bidders each auction and uploading them into a private, individual database. Otherwise, you could be losing data that you could use to lead those bidders back to a future auction through marketing.

Portal platforms tend to require less resources compared to other types of platforms. They do charge commissions on auction items, but these can potentially be negotiated according to the volume the auction business brings, Meares said. Additionally, because of the simplicity of the user experience in portals, they don't require significant staff time and resources to maintain—the platform provider maintains the technology of the platform for its users.

Meares said his business went with the portal platform because he wanted to “stay an auctioneer and not have to worry about the internet side of our business,” Meares said. “I wanted something that could reduce the amount of time, money and staffing that it would take for us to either create one or to manage the additional time it would take to have a white-label type application.”



Customized solution

A customized platform is exactly how it sounds—it is completely customized and maintained independently by the auction business and a third-party or in-house developer.

Just like any other platform type, customized solutions come with their pros and cons. A major pro is the endless possibilities of customization that come when you control the complete user experience of your bidders. If you don't like the way something works, you have the power and ability to change it. But, of course, that also means you are the one responsible for doing the work involved to make those changes.

For this reason, customized platforms often require some sort of technical team

to maintain the platform and keep it up to date on technology. And as you can probably surmise, customized platforms require a significant financial investment in not only the technology itself, but also the team to maintain it. However, for some, the financial investment is worth the benefits.

Scott Miedema, of Miedema Asset Management Group, uses a customized platform in his business.

“For us having our own site,” Miedema said, “it just gives us a lot of control and allows us to do what we want to do.”

Because they use a customized platform, Miedema Asset Management Group is able to customize different versions of their own platform so they can tailor the experience for a specific asset—because different assets may work better on different interfaces.

And while this platform does require a significant financial investment, you would not have to pay commissions of sales to a third-party company because you would be the owner of your own platform.

“We feel like it's been a worthwhile investment even though it is very costly,” Miedema said. “It's very difficult at times. There's times you wish you never did it. But there's more times that you're very glad you did it. And I think especially on the bottom line is where we appreciate it.”

Control over data is also an asset in a customized platform. Miedema said his business values having “our own bidders” and being able to access them at will. He said they also can customize reports and analytics of their user data so they can make pinpointed and effective changes as well as tailor their marketing efforts.

While a customized solution can be an advantageous and lucrative option for some auction businesses, Miedema said he recognizes this is not the best choice for every auction business, due to what it requires.

“Unless you have significant volume, I don't think financially it's probably a good decision for most people to start with,” Miedema said. “You need to have a pretty significant volume to offset (the cost).”

KIEFFER AUCTION SUPPLY
40
Years
 America's #1 Auction Supplier Since 1980

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

218.736.7000

www.kiefferauctionsupply.com

- Tags, Labels & Markers
- Clerk Sheets & Forms
- Signs & Banners
- PA Systems

World Wide College of Auctioneering

CHECK OUR WEBSITE FOR CLASS SCHEDULES IN
 MASON CITY, IA • DENVER, CO • DES MOINES, IA
AUCTIONEER TRAINING — RINGMAN — ADVANCED BID CALLING

Celebrating:
 85 Years of Training Successful Auctioneers
 40,000 Graduates • Experience the Difference
 World Champions & Leading Auctioneer Instructors

“World's Largest Auction School”
 Come Train with the Champions!

641-423-5242 • 1-800-423-5242
WorldWideCollegeOfAuctioneering.com
info@worldwidecollegeofauctioneering.com



White label solution

A white label solution combines some aspects of both a customized solution as well as a portal. This solution allows for significant customization while taking the responsibility of the technology off of the auction business.

Of course, different white label solutions offer varying levels of customization. If an auction business is considering going with a white label solution, they should evaluate several providers and line up the business' priorities with what the solution offers.

David Bradshaw, CAI, AARE, AMM, of Tranzon Driggers, said his business uses a white label integration with their platform. He said they essentially have their own

platform that is powered by a white label solution. This not only gives them control in customization, but it also gives them some ownership in the platform itself—making it a simple transition if they ever wanted to switch providers to power the platform.

“We picked the integration side of the white label, but we picked the white label platform because it gives us better control than a portal does and keeps us out of the weeds of worrying about the technology side of it,” Bradshaw said.

With the level of customization Bradshaw's business has, they are able to make the platform look unique to their business and highlight its brand. However, depending on the white label you choose, you may have less ability to customize—but this would generally be more customization and control than a portal platform would offer.

If you do go with a white label that has less room for customization, it's important to note that you may be using the same interface as a competitor who is using the

same provider. But Bradshaw said businesses can use this as an opportunity to differentiate themselves from their competitors in other ways, such as service or hustle.

White label solutions can also provide the ability to track customer data beyond just knowing who registered, giving the business the tools to customize their customer experience. Plus, in the case of Tranzon Driggers, they can use the shared platform among several locations and/or branches of the same business.

Bottom line, white label solutions can give an auction business the ability to customize without the burden of maintaining the technology. They do require more work to set up than a portal solution, but you can have something that looks like your own platform without spending time and resources on IT—letting you focus more on your business. ❖

Sound Machine SM-5 by



The standard of excellence in the auction industry! References Nationwide!

Uses 2 built-in Shure wireless for dual wireless operation (300' range)

Battery powered for up to 7 hours using high end Lithium Iron batteries (rechargeable)

3 band tone controls for perfect voice control

Built-in media play center

Wireless companion speakers available

Includes 2 wireless mics and tripod stand



\$3785



877-638-5816
PortableSound.com



To be the Best Learn From the Best.

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

Launch Your Auction Career Today!

Tuition: \$1,495 All sessions are 10 days

(260) 927-1234

ReppertSchool.com



Virtual stage etiquette

Tips on what you can do to stay professional and engaging on screen

In the midst of a global health pandemic and social distancing, many fundraising auctioneers have been thrust into a world behind the camera to keep their auctions going. And while some techniques of conducting live, in-person events carry over, being on camera brings a new slew of skills to master, starting with virtual stage etiquette.

Anne Nouri, CAI, AARE, BAS, GPPA, of Prime Auction Solutions, has 10 years of on-camera experience after working on a show on the Home Shopping Network. She recently shared her biggest takeaways and tips from her professional experience at the Benefit Auction Summit in August.

So why is virtual stage etiquette so important? When you're at a live, in-person event, you are experiencing the event with all five of your senses. But take that event virtual and you're cutting down those senses to just two: seeing and hearing. What can you do to make the most of those two senses for your audience? Nouri has a few tips—some big and some small—to help you keep your audience engaged through the camera.

Set your profile avatar

On your video call program, be sure your profile displays in a way that professionally represents you and your company. This

can mean making the avatar a professional picture of you or it could mean making it the company logo. This detail may be small, but it plays into the larger picture of looking professional and prepared. Sharing your name also builds trust with those whom you're speaking to. When video is the only way to gauge a person whom you're first meeting, it's the little things that contribute to your trustworthiness factor.

Eliminate distractions

Find solutions to eliminate avoidable interruptions or distractions while you are recording. Especially when your home office has to become your "studio," Nouri recommends making a removable sign that signals to those around you that you are recording/streaming. This will hopefully lessen distractions and noise during your recording. If you have kids or pets, perhaps find someone to watch them for you during these periods. If you're not fully engaged with the camera, your audience won't be fully engaged with you.

Do a mic test and video test

Technical issues can seem like a nightmare when they happen live. Nouri suggests doing a playback recording ahead of time so you can pick up issues early on and prevent those from happening live.

Create a visually pleasing backdrop/design

The background of your video should be clean and professional—not taking away from the action that is happening in front of it. These can be as simple as a hung-up sheet or as complex as a green screen displaying your logo on the recording. Additionally, Nouri encourages wearing a different color than your background so you do not blend in.

Dress professionally and feel your best

Some people choose to only address wardrobe that shows on camera, but Nouri encourages getting fully ready for the virtual event just like you would for in

person event! This can help you feel like you're more on your game, and that energy will come through in the confidence you show to your audience.

Write out your script and practice

If technology fails, there's nothing more reliable than an old-fashioned piece of paper. Print out your script in case something unforeseen happens so you are not left totally blank. A printed script can also serve as a reference point to remind you of what you need to say, even if you have it memorized. You never know when you'll need it!

Prepare proper lighting for your space and your room

Proper lighting can mean the difference between a drab, unprofessional looking recording, versus a clean, engaging video

that makes your audience want to watch! Invest in some video lighting, or find extra lights around your house/office to add to your makeshift studio. Be sure to test out how your lighting looks on camera so you can adjust the lights accordingly. ❖

This article was adapted from an excerpt of a virtual Benefit Auction Summit session. To hear it, as well as other summit sessions, visit auctioneers.org/BenefitSummit and register for the on-demand sessions. Registration is open through Oct. 15, 2020.



CUS business systems
The Auction Industry Software Authority For 30 Years
info@cus.com • 954.680.6545

All-inclusive program - 10 days 90 hours
YOU CAN BE AN AUCTIONEER!

Quick-Start chant for ANY auction Business, Law, Online Auction
The School with RINGMASTER
Compare with any other school
then reserve your new career with us TODAY!

FLORIDA AUCTIONEER ACADEMY
8930 S US Hwy. 1, Port St. Lucie, FL 34952
800.422.9155 www.f-a-a.com



AUCTION TOPPERS
Building Quality Auction Toppers Since 1985!

LAMPI AUCTIONEERS

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

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

Testimonial
The Lampi Auction Equipment team turned our auction topper visions into reality. They built us a quality product specified to our exact need. Full service from design to delivery. Daniel Pruitt Ritchason Auctioneers, Inc. Lebanon, TN



Estate trauma

What you can do to help those dealing with selling an estate during a period of grief

Every day, almost 9,000 people die in the United States, leaving an estate, property, business or other concerns to be managed and processed by their loved ones. Handling a house full of material things can be a difficult job on its own, let alone during an intense period of grief.

The fact is, for many people experiencing loss, the house full of stuff is the least of their worries, or at least it should be. That's where an auction professional comes in.

Whether it's families fighting over who gets Grandma's china, a sibling who is unengaged in the process, or someone whose emotional attachment to certain items precludes them from rational decision making, the job of an auction professional dealing with estates can sometimes be more mediator and strategist than auctioneer.

"Traumas that we run across regularly can stem from the items themselves, to situations that happened 40, 50, 60, 70 years ago as children—we all bring those stories and baggage with us," said Jason Roske, CAI, owner of KC Auction Co.

For the sake of everyone involved, including your business, it makes sense to handle estate trauma when you see the red flags, as not doing so could make the process a lot longer and a lot more stressful. You also have to remember to not take any perceived anger and frustration personally.

"Often times the anger, angst, anxiety, that we see exhibited toward us as auction professionals isn't necessarily directed toward us, we're just an outlet for it," Roske said.

Once you recognize estate trauma, what's the best way to approach the situation to

make sure you keep things moving with compassion?

"We have to realize that the story that our clients have about objects is different than what that object is," Roske said. "And what that object represents can be something completely different to them than it is to anyone else. And they may not even realize it, but giving them the opportunity to talk about it, have a safe space to talk about it, and get themselves regulated, can really make a big difference in your relationships with your clients."

Auction professionals are not mental health professionals, and you shouldn't be, but a listening ear can go a long way in helping someone process their attachment to certain items. That may mean discovering that it is better appreciated in someone else's hands via auction, or it may be that they discover they want to keep it. Either way, you're helping move the process forward.

We also need to establish that words like trauma and grief are not bad words. They are normal, human experiences that are perfectly okay to feel and to address. It does not mean your clients are weak, or that they have failed. If you find your clients using anger as a protection mechanism for truly dealing with their trauma, try taking one thing at a time, and start with the least offensive item to the group. Help them stay on topic and move up to the more valuable (monetarily or sentimentally) items.

"If it's a deep situation, absolutely contact someone locally; it's good to have local mental health experts in your Rolodex," Roske said. "Odds are, somebody in your

circle is involved in mental health. Reach out to them, take them to coffee, and ask them if they handle family trauma situations. Having that information when you're talking to a client or potential client goes a long way to them trusting you, and if you can help establish that baseline immediately, everything else you do becomes better in their eyes, because you've taken the time to address their concerns."

Another tactic auction professionals can take is to help promote the idea of estate planning. Situations of loss are often helped by a solid plan from the beginning. You can use your voice in your community to encourage end of life plans, seeking mental health, and having tough conversations with your family before it's too late. Create partnerships with lawyers who work in that realm, because the more people they reach, the easier your job becomes. And they may throw some business your way, as well.

At the end of the day, estate specialists dealing with families who have lost a loved one are removing the burden of selling things for people in grief. Because that's the auctioneer's goal—to help people. Acknowledging mental health and acting with compassion will go a long way to achieve that goal.

"I've often time asked questions and it's gone no where further than, 'Thank you for asking, I appreciate it,'" Roske said. ❖

This article was adapted from an episode of the NAA's Auction Advocate podcast. To hear the full episode, tune in monthly.

Q&A

Megan Mahn Miller, MPPA

What sparked your interest in becoming an auction professional?

I studied art history in college. Living in the Midwest, I didn't know how to break into the auction world—it just wasn't part of my life growing up. Fast forward to moving to Los Angeles. I was working in Public Relations at the Beverly Hilton and these great guys (Darren Julien and Martin Nolan of Julien's Auctions) came in and wanted to hold a Cher auction. I helped them get the auction pushed through the red tape at the hotel and then attended my first sale. I was immediately struck by the excitement in the room and the energy. From then I was hooked and asked them for a job.

What road did you take to get there?

It was the most round about road I could have probably taken. Before I worked in auctions I would say that I had 40 different jobs over my life. But auctions and appraisals are what finally stuck. Moving back to Minnesota after living in LA is also a weird bend in the road that wouldn't exactly predict success for a celebrity memorabilia person—but here we are.

What challenges have you faced?

It has been hard to get taken seriously at times. As a first-generation auctioneer (graduate of Repperts), I don't have the same connections as others do. I knew exactly one person when I attended my first Conference & Show and that was the person who told me to join the NAA.

Auctioneers can be a hard group to break into, but once you find your people you find friends who become family. I try to remember this when I am at Conference or Designation Academy—sometimes with comic results,



but I try to overcome my shyness and talk to anyone who is alone.

I am still overlooked as a celebrity memorabilia expert by some colleagues, despite my experience, which can be tough to swallow.

Professionally, it was challenging to leave my position at Julien's after 12 years to strike it out on my own. As a solopreneur I am my own receptionist, IT person, SEO specialist, accounts payable ... but it is really worth it at the end of the day to be my own boss. Now when I am working my tukas off, that is for me, my client and it is my paycheck at the end of the day.

Why do you love what you do?

I am very privileged to work with a very specific type of asset that is usually very fun and always challenging intellectually. I love that I never know what is coming next. And most of all, that I am continually learning and

growing professionally.

What do you think is the biggest thing (or things) auction professionals can do to stay relevant in the future?

Embrace change—don't fear it. Online auctions were a source of fear and skepticism a few years ago. Virtual conferences and education seemed unlikely until recently. These technological advances will improve and build a better industry.

How has the NAA helped you become a better auction professional?

I have been pushed, encouraged, challenged and led by colleagues in this association. Through events and education, I have had the opportunity to learn about successes and failures of fellow auctioneers and appraisers who have shared their experiences openly and with humor. This is an association of individuals each with diverse backgrounds

that have the opportunity to support each other. That is very special.

What do you love about your career now?

Whether it is my career or just this point of my life as a bumble-mumble year-old, I care less now about what other people think. I am confident in my choices, even if that means making mistakes, because I can learn from them. At some point you stop feeling like an imposter and know that you are doing what you are meant to do.

What has this year in particular taught you professionally and personally so far?

This year has taught me that uncertainty can bring opportunity. I would have never thought to video an inspection pre-COVID. What a wonderful tool to document and reference. This year brought so much access to online education that increased my knowledge more than any other year. My bottom line took a hit, but thankfully, some of my previous education from places like SCORE, prepared me to be flexible. It also helps that my wonderful husband is able to still work from home. (But he can go back to the office any time—really, I don't mind.)

You've been instructing GPPA for years and recently earned the ability to teach USPAP courses. What do you look forward to most about teaching?

I took a year away from teaching GPPA and I can't wait to come back. GPPA is a very synchronous experience. People taking the class have years of different experiences that add to everyone's education. Attendees also start to see how appraisal services complement their auction business. I nerd out about the nuts and bolts of appraisals, hopefully that translates to a fun experience for students.

As for USPAP, I am thrilled to be able to teach the 7-hour and 15-hour USPAP courses. People dread these but, again, I am a total nerd, I love to get to the benefits of uniform standard practices. The USPAP Instructor Certification Course ended with one of the most rigorous tests I have taken in my life. The whole experience has made me a better appraiser and a better teacher. ❖

Learn more about Megan at mahnMiller.com

Megan will be teaching GPPA in early 2021. Watch auctioneers.org/events for more info.

Q&A

E.R. Munro

When and how did your business start?

E.R. Munro and Company started June 1885 by a Canadian Surety Bond Company who appointed Edward R. Munro as its Pittsburgh Branch Manager. In 1918, they closed the office and he partnered with one of the branch employees, S.I. Aronson, to form E.R. Munro and Company. Today, S.I. Aronson's grandson, Tod Aronson is the owner and president.

Was there a specific need you saw in the auction industry that prompted the business?

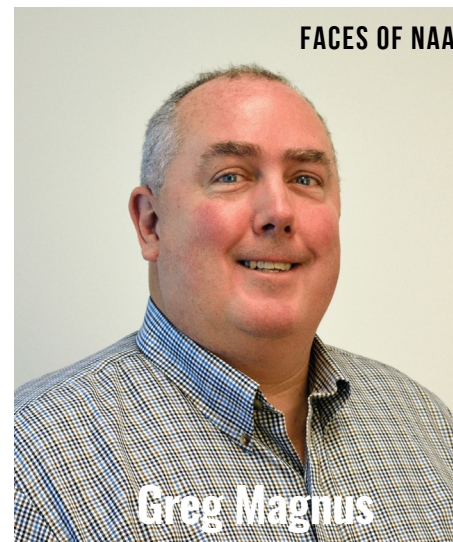
We initially started by providing auctioneer licensing bonds and realized the auctioneers were being underserved on the insurance end to protect their businesses. Many insurance companies were afraid to provide auctioneers with insurance because they did not fully understand what auctioneers did and what their risk exposures were. Each auctioneer is different; it was easier for insurance carriers not to insure auctioneers. Still today, many insurance companies do not have an appetite to provide auctioneer insurance. E.R. Munro filled that gap and developed relationships with selected insurance companies to provide the needed insurance protection. We have a solid understanding of what auctioneers need and are able to convey that to the insurance companies. This gives both parties peace of mind.

What do you hope you do for your clients?

First, we want to be a resource for the auction industry. E.R. Munro and Company does this by educating auctioneers on their risk exposures, what is important to them, and how we can protect their business. Secondly, after agreeing on what is important to the auctioneer, we design an insurance program that will help protect the auctioneer's business and assets.

What do you love about working with your clients/customers?

We have customers throughout the United States. We find auctioneers to be true entrepreneurs and good business people. But above that, we find most of our auctioneer customers to be truly honest, down-home, family people with whom you can quickly



develop a relationship to share a joke or a story. When attending the NAA or state conventions, we enjoy meeting with our customers and getting to know their families better.

Is there anything new you're particularly excited about this year?

We are interested to see how the auction industry is changing and reacting to the pandemic. As their business operations change, so do their insurance needs. We are seeing more online auctions and consignment auctions. With that, we see a greater need for cyber liability and consignment insurance protection.

What's on the horizon for the next few years?

Unfortunately, we are expecting price increases across the board in the next year. Cyber Liability, workers compensation and employment practices liability insurance will all take a rate increase. The wildfires in the west, hurricanes in the south, worldwide pandemic and civil unrest throughout the country will all have an impact on the insurance industry. On a more positive note, insurance companies are becoming easier to work with regarding their automation, rating and data analytics. This helps streamline the insurance process while becoming more accurate at the same time.

How has the NAA helped your business grow?

The NAA has been instrumental in building our auction clientele. Through the NAA magazine and website advertisements, coupled with attending The Conference & Show, it helped solidify our relationship with the NAA and its members. We are in a business where relationships are very important and the NAA helps us develop a network of relationships with their members and our customers.

Learn more at ermunro.com.



New Members

Donna Acar
askimdonna@gmail.com
Hot Springs Village, Arkansas

Steven Blackwood
SRBlackwood@gmail.com
Little Rock, Arkansas

Todd Buckton
toddbuckton@me.com
Glen Ellyn, Illinois

Jared Cox
Fort Myers Auction Company
jared@repose.com
Fort Myers, Florida

Greg Fernandez
greg@goyo.email
Humacao, Puerto Rico

Joseph James Gizdic
Ranch & Farm Auctions, LLC
joe.gizdic@
ranchandfarmauctions.com
Roodhouse, Illinois

Jared Green
LiveAuctioneers
liveauctioneers.com
jared@liveauctioneers.com
South Orange, New Jersey

Nikki Krell
Thirty Eight Lakes Ad Agency
nikki@38lakes.com
Bartow, Florida



“This professional organization has inspired and motivated me to broaden my knowledge. The NAA has given me a competitive advantage with its member benefit program and remarkable reputation.”

Nikki Krell
Florida

Gilbert Slothour
Gilbert Slothour Auctioneer
gsauctioneer@gmail.com
Elida, OH

Frederic Smith, III
Crimson Liquidations
motrick@gmail.com
crimsonstateservices.com
Cape Coral, Florida

Monica Tomasik
Bidpath
mtomasik@bidpath.com
bidpath.com
Wheatland, Indiana

Paul Torres
Slapsale
trevor@shattuck.com
Austin, Texas

Robert Boswell
rboswell@charter.net
Estill Springs, Tennessee

Vanessa Myers
potter1070@yahoo.com
Crossville, Tennessee

Christopher West
MattressMart
mattressmart@yahoo.com
Blue Mountain, Mississippi

Coy Awender
coy.awender@gmail.com
Oakes, North Dakota

Jerry Crownover
zacrown@aol.com
Everton, Missouri

Judith Kelsey
jmdkelsey@unomaha.edu
Omaha, Nebraska

Nate Klinefelter
ndk44@aol.com
Kirkland, Indiana

Travis Mayer
tmayer886@gmail.com
Custer, South Dakota

Mason Smith
masonsmith180@gmail.com

Rodney Tomlinson
bronco11rt@aol.com
Ankeny, Iowa

Jonathan McMurray
jonathannatha01@gmail.com
Rockingham, Virginia

Auction School Graduates



World Wide College of Auctioneering

The August 2020 graduating class from World Wide College of Auctioneering included students from 16 states and South Africa. Front row: Andy Espinoza, Coy Awender, Jessica Albrecht, Ruth Rowe Campbell, Judith MD-Kelsey, Laura Hansen, Brackin Awender, Joe Scanlon, and Josiah McMurray. Second row: Craig Meier, Angie Meier, Michael Cummings, Michael Reardon, Jonathan McMurray, David Jacobs, Ryan Milhorn, Andrew Sallach, Merle Yoder, Lori Jones, and Mike Jones, CAI, BAS, GPPA. Back row: Travis Mayer, Nate Klinefelter, Mason Smith, Chase Lawson, Jerry Crownover, Zach Eilderts, Jason Laska, and Rodney Tomlinson.



Florida Auctioneer Academy

Florida Auctioneer Academy recent graduates include: Kimberly Bailey, Florida; T.J. Poisson, Florida; Aaron Urban, Florida; Violet Crisci, Florida; Andreea Cristina Tudor, Florida; Brandon Sensibeugh, Florida; Salvatore Search, Florida; Kelly Barnhart, Florida; Jill Pacetti, Florida; Alan Glanzberg, Florida; Clara Alvarado, Florida; Alexander Hawkins, Florida; Jeb Clearman, Mississippi; Kurt DuCovna, Florida; Brian Erdakos, Florida; Dan Platt, Florida/Mississippi; Luke Stricter, Florida; Michael Grosso, Florida; and, David Thompson, South Carolina.

In Memory



Shirley Hines

Shirley Marlene Hines, age 83, of Ellsworth, Wisconsin, died peacefully at her home surrounded by her family after a long battle with cancer on Aug. 27, 2020. Shirley was born June 23, 1937, in Red Wing, Minnesota, to Floyd and Dorice (Mewhorter) Finstad and was raised in rural Bay City, Wisconsin.

Shirley married her high school sweetheart, whom she met in 4-H, John 'Jack' Hines on Dec. 29, 1955. They were blessed with nine children and more than 64 years of wedded bliss. She was a loving wife, mother, grandmother, great-grandmother, sister and friend to many. Shirley enjoyed spending time with her family, taking care of her flower gardens, golfing, putting puzzles together, spending time at the cabin, traveling and playing cards. Shirley worked for the Jewel Box, Ellsworth Care Center and for her husband at their business, Hines Auction Service, for many years. She was a devoted member of St. Francis Catholic Church, a member of the Wisconsin and the National Auctioneers Association Auxiliaries and she was inducted into the WAA Hall of Fame in 2011.

Shirley is survived by her loving husband, Jack; her children, Joanne (Scott) Hines, Jeff (Merry) Hines, John Hines, Jillien (Brian) Bjorkman and Janeen (Nate) Sampson. Shirley is preceded in death by her parents, four infant sons, and an infant grandson.



Rebecca Lawrence

Rebecca "Becky" Lawrence, 68, of Traverse City, Michigan, passed away on July 12, 2020. She was born in Detroit and raised in Traverse City. She married Tom Lawrence in 1970 and spent 50 wonderful, loving years with him. Tom and Becky owned and operated a generator business for 35 years.

For many years, Becky aspired to be a professional auctioneer after watching and imitating the rhythmic auction chant of the tobacco auctioneers she'd watch on television.

She had the opportunity to work for an established auction firm, which enabled her to gain valuable insight, experience and confidence in the fast-paced auction world. In 1999, she enrolled into Reppert Auction School and immediately established her own auction firm, All American Auction Service in Buckley, Michigan.

She became a member of the Michigan Auctioneers Association in 2000. Becky was elected to two successful terms on the Board of Directors from 2006-2012 in the capacity of Secretary/Treasurer. In 2013, she was honored with the Garth Wilber President's Award of Distinction. She worked tirelessly behind the scenes even after retiring from board service to help support the MAA. Becky was honored with a Lifetime Achievement Award at the following the annual convention in Kalamazoo, Michigan.

She is survived by her husband Tom; their three children, T.J., Tobe and Heather; grandchildren and a great-grandchild.



Richard "Dick" Whittington

Richard Odell "Dick" Whittington, 74, of Wilkesboro, North Carolina, passed away Sept. 12, 2020, at Wake Forest Baptist Health in Winston Salem.

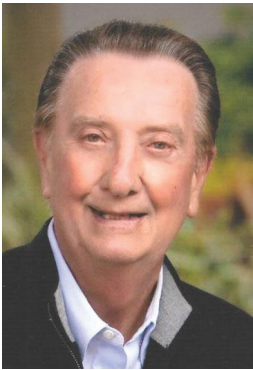
Dick was born Oct. 14, 1945, in Wilkes County to Odell Whittington, Jr. and Grace Dean Rhodes Whittington. He is survived by his wife, Reba Hawkins Whittington.

For 24 years, Dick worked at Holly Farms in the Transportation Service Center and in plant safety. Later he was self-employed in various careers: auto restoration, farming, real estate, auctioneering and appraisals. He served more than 20 years as a volunteer firefighter and Wilkes Rescue Squad member, as well as an N.C. fire service instructor.

He was a member of St. Paul's Episcopal Church, North Wilkesboro Rotary Club (Paul Harris Fellow), National Corvette Restorers Society (1997 Member of the Year), life member of the National Corvette Museum, National Auctioneers Association, N.C. Auctioneers Association, N.C. Angus Association and N.C. and Wilkes County Cattlemen Associations.

Memorials may be made to St. Paul's Episcopal Church, P.O. Box 95, Wilkesboro, NC, 28697; Reddies River Baptist Church Cemetery, Ann Greene, Friendly Grove Church Road, Millers Creek, NC, 28651; or St. Jude Children's Research Hospital, 501 St. Jude Place, Memphis, TN, 38105.

In Memory



Larry Hedrick

Larry Stephen Hedrick, 79, of Statesville, North Carolina, passed away Aug. 31, 2020, with his family by his side,

following a battle of Acute Leukemia. Larry was born Dec. 12, 1940, in Iredell County and was the son of the late P.P. Hedrick and Grace Johnson Hedrick. He is survived by Sue Goforth Hedrick, his wife of 58 years; son, Chris Hedrick; daughter, Suzanne Hedrick Osborne (Derek); and four grandchildren.

While attending a farm machinery auction, Larry became interested in the inner workings of the auction business. He commented, "I believe I could do that," to his father-in-law, Dwight.

Larry quickly enrolled in the next class of 1967 at Missouri Auction School. He soon became an auctioneer at High Point Auto Auction. Together, Dwight and Larry started Tarheel Auction and Realty in 1967 and conducted hundreds of auctions over the years in farm machinery, business liquidations, estates and real estate Auctions. Larry was appointed to the founding licensing board in 1973 for the N.C. Association of Auctioneers and helped establish the original laws. He holds N.C. Auctioneer license #4.

Together, Larry and Dwight dreamed of starting their own auto auction company. That dream became a reality when they purchased land and built the Statesville Auto Auction in April of 1976. As a member of the National Auto Auction Association, he was elected president from 1991-1992. In 1993 they sold the auction to Manheim Auctions, the highest volume automobile auction company in the world.

He was honored to be later inducted into the National Auto Auction Association Hall of Fame in 2004.

In 1990, Larry formed Larry Hedrick Motorsports, a NASCAR race team, and fielded his first Winston Cup race car. The team competed full time in the circuit until 2000. In 1993, Larry purchased the Spartanburg Phillies, a minor league baseball team, which later became an affiliate of the White Sox, and was renamed the Kannapolis Intimidators, which honored Dale Earnhardt. Larry was very active in many charities and fundraisers, serving as lead auctioneer over the years, including the Speedway Children's Charities, Heart Ball Association, Grandfather Home for Children, R.J. Reynolds Winston Cup Preview and Media Day, Field of Dreams, Hospice of Iredell County, High Country Charitable Foundation and many more.

In lieu of flowers, memorials may be made to First Baptist Church Statesville, 815 Davie Ave., Statesville, NC 28677; Samaritan's Purse, P.O. Box 3000, Boone, NC 28607; Shriners Hospital for Children, 950 W. Farris Rd., Greenville, SC 29605.

Charles Woodard

Mr. Woodard, a longtime real estate broker and auctioneer whose name became synonymous with local real estate, age 79, of White Bluff, Tennessee, died Aug. 18, 2020, at TriStar Horizon Medical Center.

He was born and raised in Huntingdon, Tennessee, March 13, 1941. He was the son of the late Clarence Edward and Mavis Ray Jordan Woodard. Charles was a beloved auctioneer who served many citizens in and out of Dickson County. As a young child, he went to the livestock center with his father where he was inspired to become an auctioneer.

He began his auction and real estate career in Dickson County in 1972. In 1978, he was selected as Realtor of the Year. He has served on several state and local committees including President of the Dickson County Board of Realtors in 1978, 1979, and 1989. Soon

thereafter, he opened his own business, Charles Woodard & Associates along with his wife Bettie in 1979. His civic services have include the High Noon Rotary Club, Dickson County Chamber of Commerce in 1980, President of the Middle Tennessee Auctioneer Association, RRPAC Trustee for the Tennessee Association of Realtors, and Commissioner for the Tennessee Auctioneer Commission from 1995 to 2004 and is a member of the Tennessee Auctioneer Hall of Fame.

Charles Woodard was a kind, gentle, and genuine soul. He was a soft-spoken southern gentleman that loved to tell a good story and valued spending time with others. He was an extraordinary man that inspired other



in many positive ways. He once said, "My theory is to surround yourself with good people and be smart enough to leave them alone. I don't care who the boss is, as long as the job gets done." Charles was true to his word, and worked up until his final days.

He is survived by his wife of 60 years, Bettie Perry Woodard, his daughter and son-in-law, Jacqueline Woodard Trice and Neal

Trice of White Bluff, TN, his daughter-in-law, Michelle Hogin Woodard of McKinney, Texas, his three grandchildren, Wade Austin Woodard, Joseph Neal Trice and Abby Michelle Woodard, his brother, Ray Woodard of Huntingdon, TN. He was preceded in death by his son Chuck Woodard.

Association Index

NAA Board of Directors

Officers

President

Terri Walker, CAI, BAS, CES
(901) 685-9090
terri@walkerauctions.com

Vice President

Beth Rose, CAI, AARE, AMM
(419) 534-6223
beth@bethroseauction.com

Treasurer

J. Craig King, CAI, AARE
(256) 439-0173
cking@jpkking.com

Chairman of the Board

Jason Winter, CAI, AARE, AMM, CES
(816) 884-1987
jasonbwinter@me.com
Chief Executive Officer
Hannes Combest, FASAE, CAE
(913) 563-5423
hcombest@auctioneers.org

Directors

Term expiring 2021

Ailie Byers, CAI, AMM, BAS
(603) 356-5765
ailie@alpenglowlbenefits.com

Kelly Strauss, CAI

(540) 226-1279
Kdsauctioneers@gmail.com

Term expiring 2022

Peter Gehres, CAI, CAS, CES
(614) 306-1435
petergehres@gmail.com

John Schultz, AMM

(612) 432-4015
john@grafeauction.com

Term expiring 2023

Trisha Brauer, CAI, BAS
(913) 481-8280
trisha@takingbidsbenefitauctions.com

Philip Gableman, CAI, AMM, GPPA

(845) 635-3169
philipg103@gmail.com

Chair of Education Institute Trustees

Sherman Hostetter, CAI, AARE, BAS, CES, GPPA
(724) 847-1887
sherm@sherm.biz

Foundation Representative

Jennifer A. Gableman, CAI, ATS
(845) 635-3169 x102
jennifer@aarauctions.com

Presidential Appointee

Devin Ford
(606) 878-7111
devin@fordbrothersinc.com

Foundation Board of Trustees

Officers

President

Christie King, CAI, AMM, BAS
(256) 467-6414
cking@ckingbenefits.com

Vice President

Jennifer A. Gableman, CAI, ATS
(845) 635-3169 x102
jennifer@aarauctions.com

Immediate Past President

Jay D. Nitz, CAI, MPPA

(402) 727-8800
jaynitz@nitzauctions.com

Treasurer

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

Trustees

Terms expiring 2021

Scott Steffes, CAI, CES
(701) 237-9173
scott.steffes@steffesgroup.com

Sid Miedema, Jr., CAI

(616) 538-0367
sid@1800lastbid.com

Terms expiring 2022

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

Joseph Mast, CAI

(608) 293-4662
joseph@resauctions.com

Scott Mihalic, CAI

(440) 796-4739
scottmihalic@gmail.com

Terms expiring 2023

Merle D. Booker, CAI, GPPA
(509) 297-9292

merle@bookerauction.com

Ruth Lind, CAI, AARE, BAS, GPPA

(207) 751-1430
moxielady@me.com

Megan McCurdy Niedens, CAI, BAS

(316) 683-0612
megan@mccurdyauction.com

NAA Board Representative

NAA Chairman of the Board
Jason Winter, CAI, AARE, AMM, CES

(816) 884-1987
jasonbwinter@me.com

Executive Director

Hannes Combest, FASAE, CAE
(913) 563-5413

hcombest@auctioneers.org

Legacy Youth Scholarship Committee Representative

Krista Shuman, AMM

(970) 978-5928
krista@hallandhall.com

Education Institute Trustees

Officers

Chair

Sherman Hostetter, CAI, AARE, BAS, CES, GPPA
(724) 847-1887
sherm@sherm.biz

Vice Chair

Mike Fisher, CAI, AARE, ATS, BAS
(256) 413-0555
mikefisher@redfieldgroup.com

Trustees

Terms expiring July 2021

T. Kyle Swicegood, CAI, BAS, GPPA
(336) 751-4444
tkyleswicegood@gmail.com

Terms expiring July 2022

Kathy Packard, CAI
(715) 610-7999
kathy@northcentralsales.com

Lynne Zink, CAI, BAS, CES

(410) 852-6925
lynne@lynnezink.com

Terms expiring July 2023

Anne Nouri, CAI, AARE, BAS, GPPA
(703) 889-8949
Anne@PrimeAuctionSolutions.com

Erik Rasmus, CAI, AMM

(703) 768-9000
erikrasmus@rasmus.com

NAA Representative

NAA Vice President

Beth Rose, CAI, AARE, AMM
(419) 534-6223

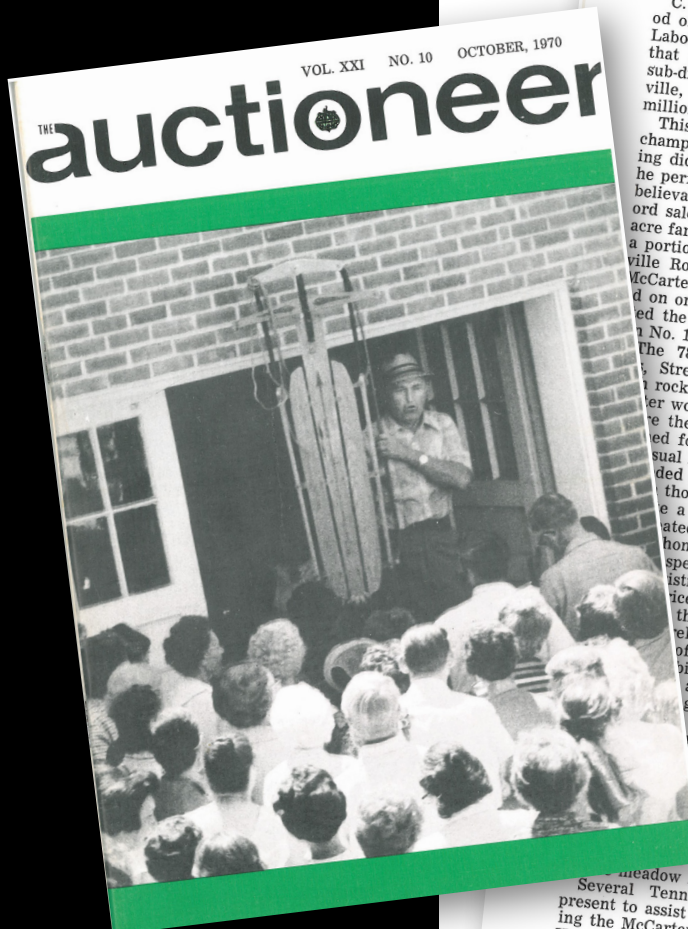
beth@bethroseauction.com

Advertiser Index

1-800-The-Sign	13
America's Auction Academy.....	13
Auction Flex	IFC
AuctionTime	4
Basinger Audio Systems.....	39
CUS Business Systems.....	41
E.R. Munro and Company	19
EquipmentFacts	4
Florida Auctioneer Academy.....	41
Gavel Buddy.....	3
Hi-Bid	3
Kiefer Auction Supply.....	38
Kuntry Kustom RV.....	15
Lampi.....	41
Reppert School of Auctioneering	39
St. Jude	21
United Country Auction Services.....	BC
USA Today.....	51
World Wide College of Auctioneering	38

To advertise: Contact
Adam Kenne
(913) 563-5421
akenne@auctioneers.org

50 years later Mystery ring



McCarter Scores Again On Labor Day Auction

C. B. McCarter and the auction method of selling scored another triumph on Labor Day, 1970. It was just a year ago that McCarter conducted a tremendous sub-division sale in the edge of Sevierville, Tenn., securing well over a half million dollars for 81 acres of rough land.

This year America's outstanding champion of the auction method of selling did not secure that much money but he performed a feat that was next to unbelievable. Shortly after last year's record sale, the McCarters purchased a 360-acre farm some 10 miles from Sevierville, a portion of it adjoining the "Old Knoxville Road." Recognizing the potential, McCarter selected some 78 acres, bounded on one side by Boyd's Creek and created the Greater Boyd's Creek Subdivision No. 1.

The 78 acres was divided into 169 lots. Streets were graded and covered with rock and the lots were laid out as a man would do it. No lots were priced for the auction date which had been announced for Labor Day well in advance. The usual McCarter fanfare and publicity surrounded the auction.

Although the Subdivision was located a distance from town, the auction attracted lots of interest among prospective home seekers, building contract speculators as it is a McCarter characteristic that every lot sells, regardless of price. By the time the Colonel's "first bid on the first lot in the cage" was well filled with prospective winners of the sale to be given away at the auction.

With a rain and an overcast sky, the comfort of those who followed in a truck from one end of the lot to the other and the criss-crossing of the sale is just one of the factors that lead to success. With a high of something like \$450, when evening had sold 78 acres of Tennessee meadow land for \$141,125.

Several Tennessee auctioneers were present to assist with the auction including the McCarter sons, the veteran Cecil Hurst of Knoxville, John Edd Blalock of Seymour, and others. From out of state

came the Mullis Brothers of Lancaster, S. C., Teague Gilbert of Lincolnton, N. C., and Jim Brannan of Boyne City, Mich. And your editor was also there as he just had to see this happen again. You readers will recall the feature article in the November, 1969, issue of THE AUCTIONEER describing McCarter's 1969 Labor Day Sale.



Jim Messersmith, President of the National Auctioneers Association, presents the first NAA emblem ring to Col. Raymond W. Allen, Niverville, N. Y. (right).

Auctioneer Pays \$500 For First Issue Ring

David Ralph Enterprises, Inc., of Meeker, Oklahoma, introduced a National Auctioneers Association Emblem Ring at the 1970 Convention in Milwaukee. This distinctive ring, specially designed for National Auctioneers Association members, was formally introduced to the assembly by selling the first issue ring at auction. NAA President, Jim Messersmith sold the ring at the Thursday afternoon general assembly with the proceeds being donated to the National Building Fund.

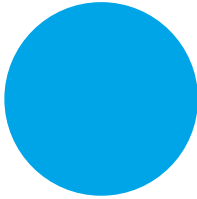
This original first issue ring was purchased by Col Raymond W. Allen of Niverville, New York, at a price of \$500.00. The ring, designed to be a collector's item, will have three diamond settings and will be the only ring manufactured with the three mounted diamonds.

Trends in currency and clothing may lead us to the day when the nudist wears only a tattooed credit card.

IN UNITY THERE IS STRENGTH

Fifty years ago, the NAA introduced a National Auctioneers Association Emblem Ring at the 1970 convention in Milwaukee, Wisconsin. Its first edition was sold at the 1970 convention to Col. Raymond W. Allen of Niverville, NY, for \$500. This original first issue ring was designed to be a collector's item and featured a three-diamond setting, unique to this edition of the ring.

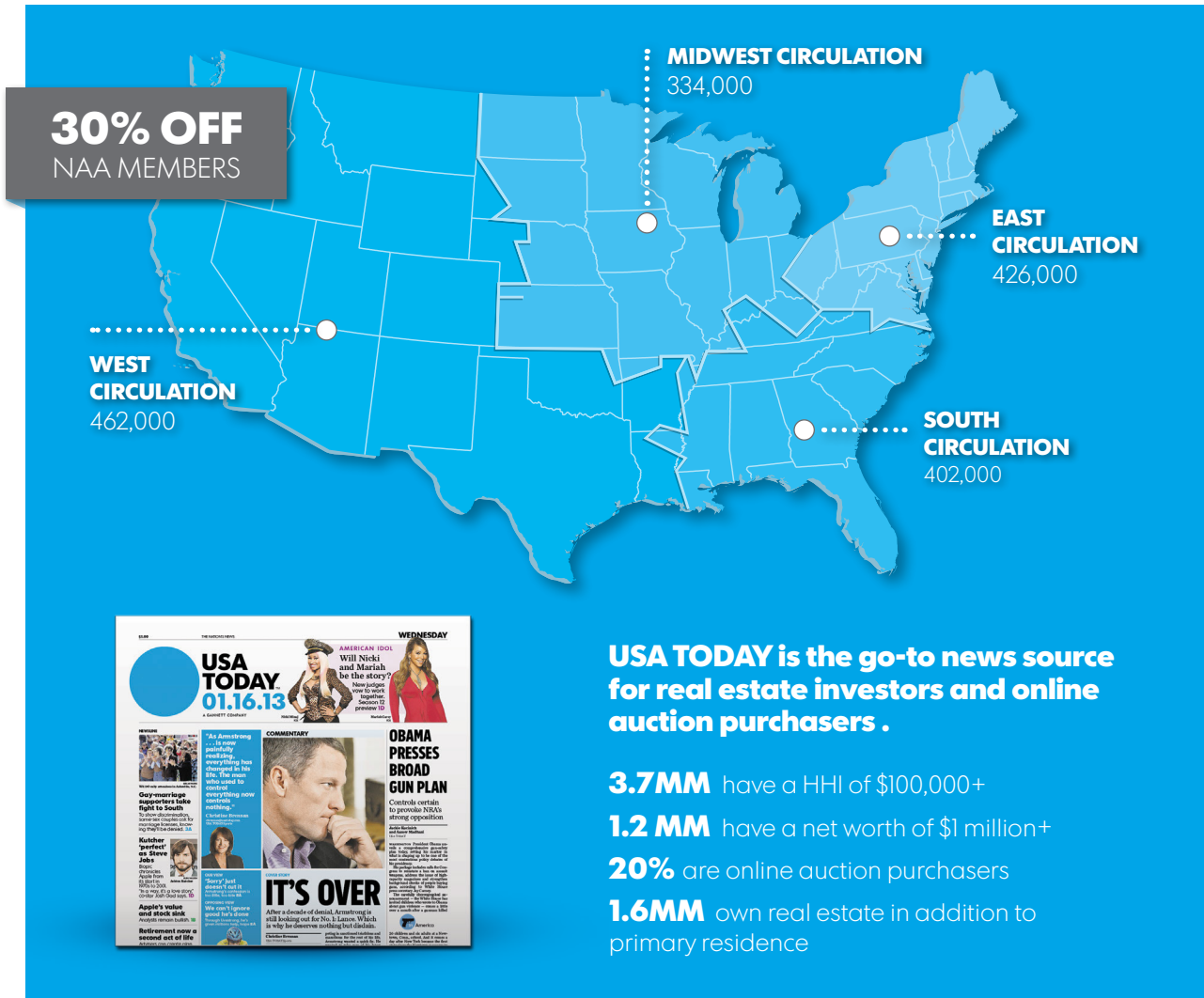
If you or someone you know has any information about this ring (or any other NAA emblem rings) please contact Kora Cameron, NAA Content Developer, at 913-563-5430 or email kcameron@auctioneers.org.



USA TODAY
A GANNETT COMPANY

AUCTION SHOWCASE | REGIONAL NATIONAL

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



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

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

RESERVE AD SPACE TODAY

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



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



THIS HUNTING SEASON

JOIN THE
LARGEST NETWORK
of Recreational and
Hunting **REAL ESTATE**
EXPERTS in America



95 YEARS
OF INNOVATION
SINCE 1925

UNITED COUNTRY AND REALTREE combine the passion, expertise, marketing, advertising prowess and proven systems of the two largest and leading hunting, land management and real estate companies in the US.

Our **HIGHLY TRAINED AUCTIONEERS** and hunting experts are armed with the tools they need to list and sell hunting properties nationwide.

*Join the Leaders in Hunting Properties and
Grow Your Business Today!*

Join UnitedCountry.com | 800.444.5044



**Auction
Services**



REALTREE
UNITED COUNTRY
HUNTING PROPERTIES

