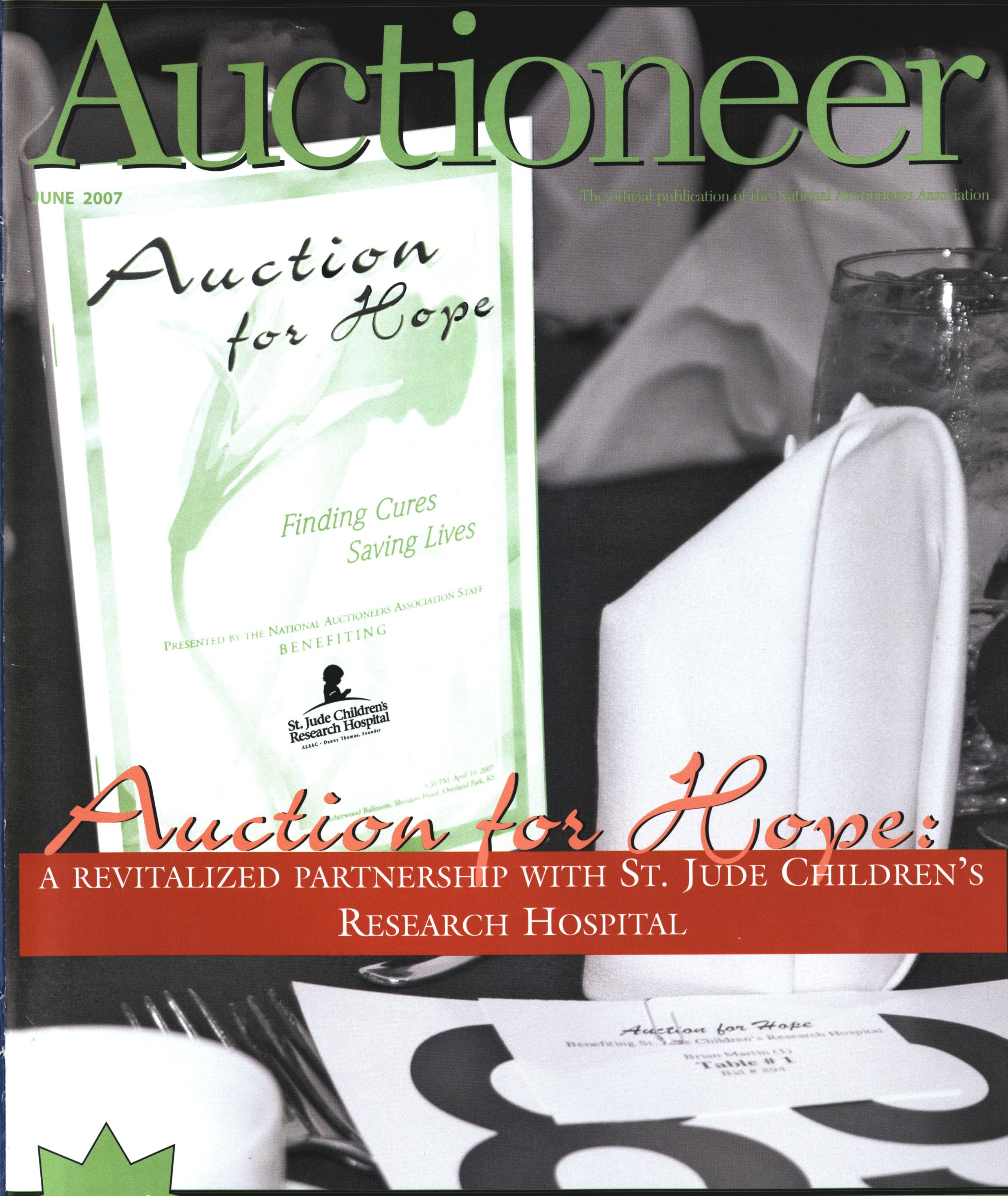
Auctioneer

JUNE 2007

The official publication of the National Auctioneers Association



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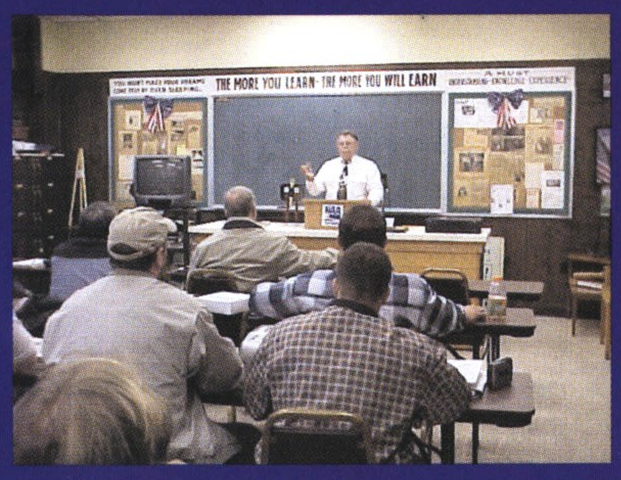

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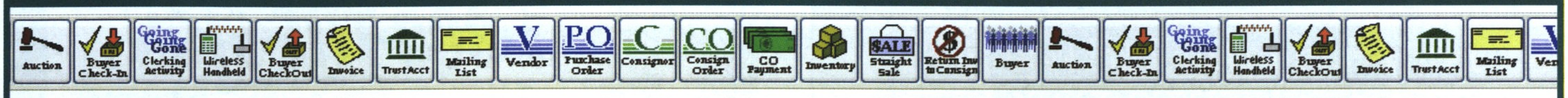

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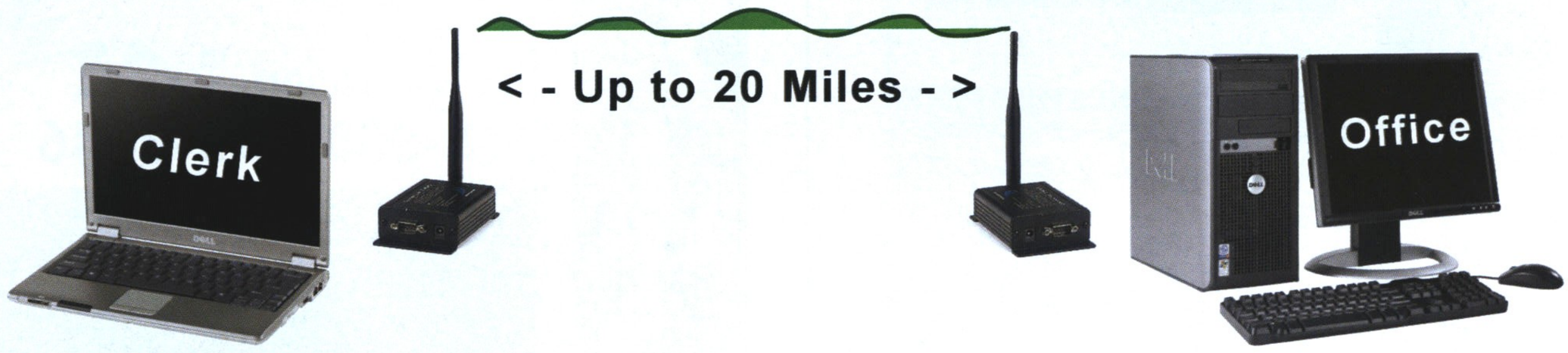

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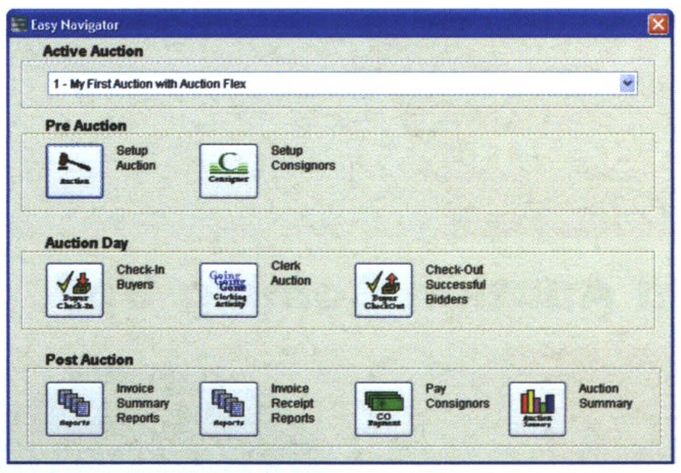
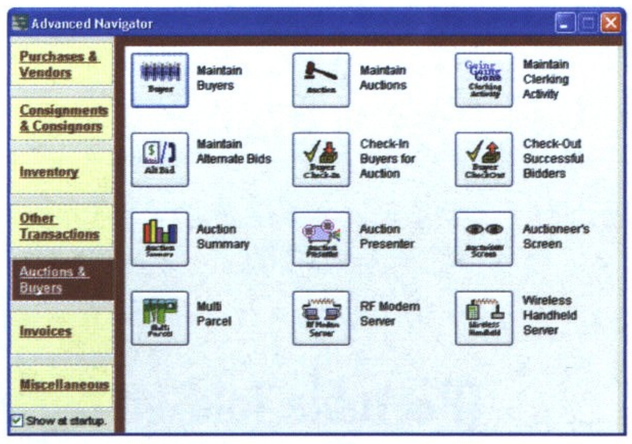


BUYER CHECK-IN

1. Scan drivers license
2. Capture image
3. Print bidder card
4. Next!

Advanced Mode



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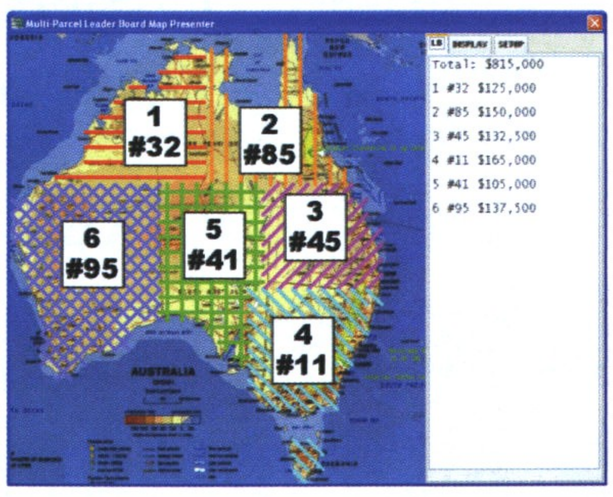

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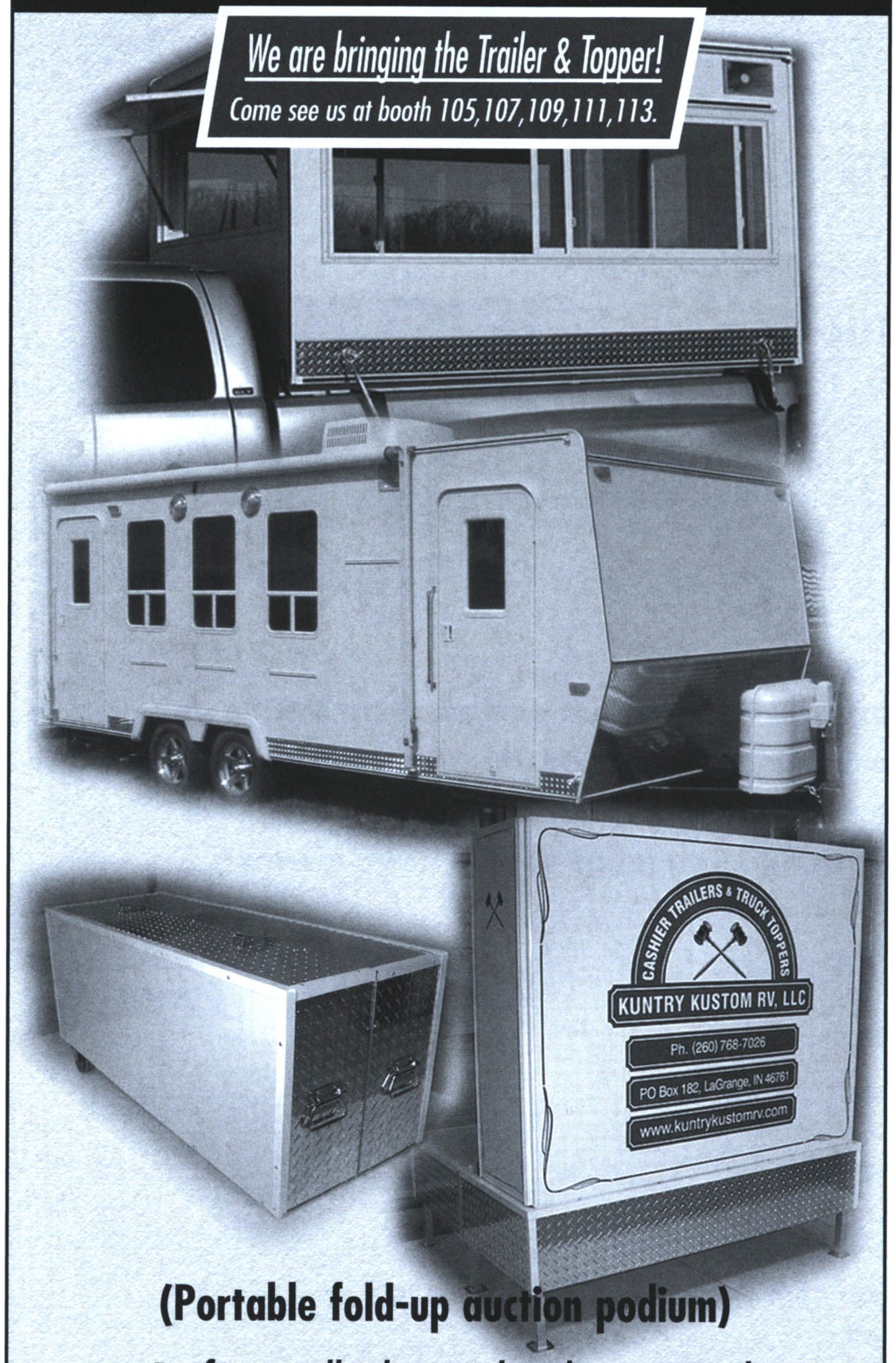

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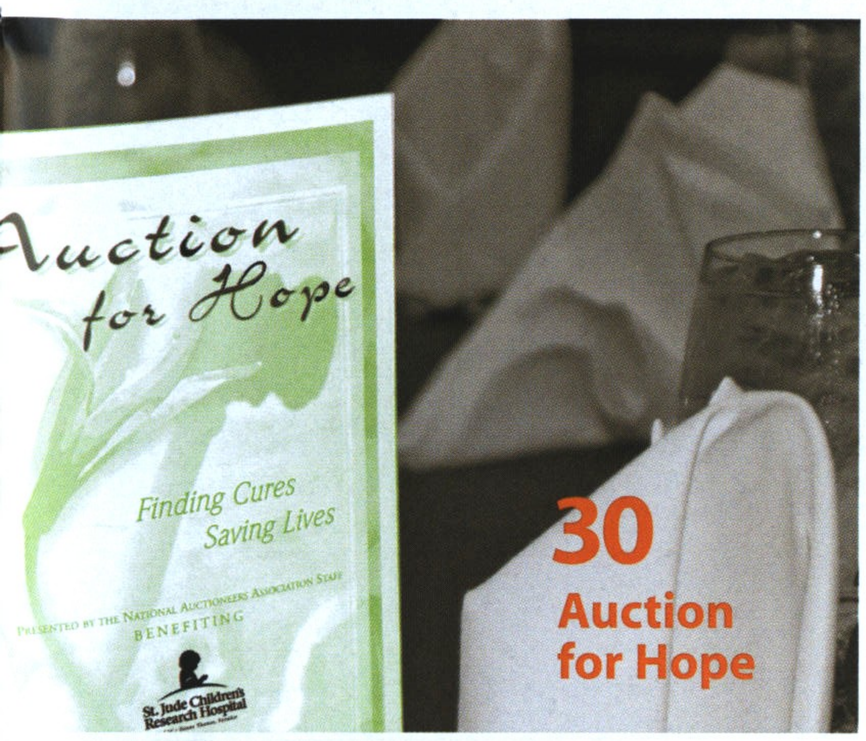

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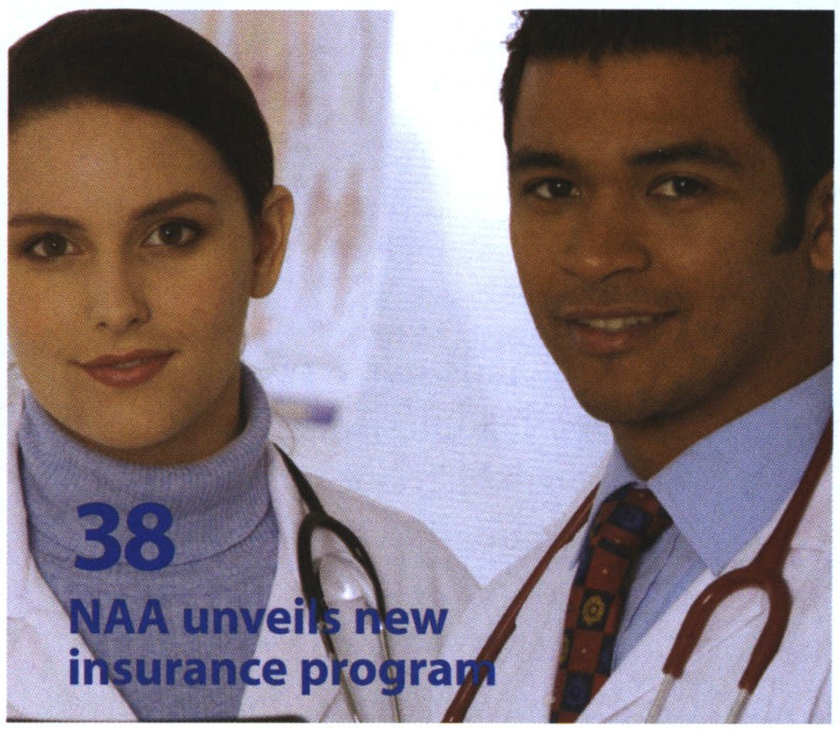

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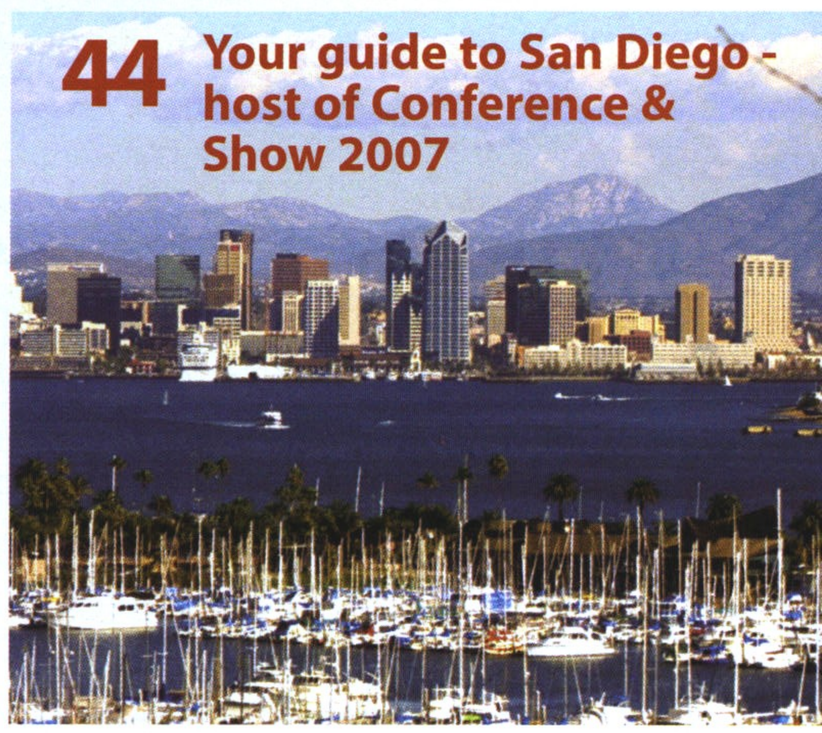

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On the cover

NAA has revamped the relationship with its official charity, St. Jude Children's Research Hospital, by establishing a new partnership called "Auction for Hope." All NAA members are asked to participate to some degree in the new program to help children with serious illnesses.

The centerpiece of the program will be a telethon held on National Auctioneers Day each year, starting on April 19, 2008. Auctioneers across the world will raise money all year long for this special charity and then will report their amount to a telethon center that Saturday in April, when funds will be totaled and reported to the members in a telethon manner to raise excitement and attention on National Auctioneers Day.

Cover Illustration by Leanna Sisson

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NAA Auctioneer

Auctioneer

The official publication of the National Auctioneers Association, 8880 Ballentine St., Overland Park, KS 66214-1900. Phone (913) 541-8084, member service line (888) 541-8084. The magazine is published at the first of the month, with 12 issues annually. *Auctioneer* is a means of exchanging ideas that will serve to promote the Auctioneer and the auction method of marketing. Periodicals Postage Rate (USPS 019-504) is paid at Shawnee Mission, KS and at an additional mailing office. POSTMASTER: Send address changes to *Auctioneer* magazine (NAA), 8880 Ballentine St., Overland Park, KS 66214-1900. Copyright 2007 by the National Auctioneers Association. Materials may not be reproduced without permission.

Society of National Association Publications SNAP

Get on St.Jude Kids

Good job on auction by NAA staff

Dear CEO Bob Shively and NAA Staff,

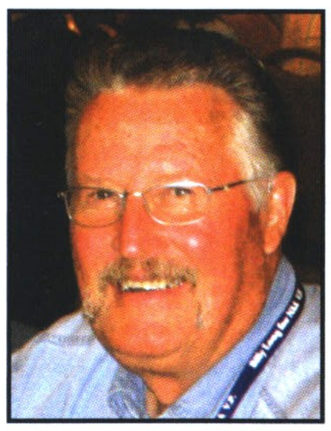
I would just like to take the opportunity to thank you and your very able staff for your efforts to the success of the Auction for Hope you held on April 10 to benefit St. Jude's Children's Research Hospital. As a professional Auctioneer, I understand the enormous commitment of time and energy that is required to conduct a successful benefit auction.

On behalf of myself and the entire NAA board of directors, I would like to thank you for all the hard work and effort put toward the Auction for Hope. NAA received many thank you letters from the management team at St. Jude. As your President, I want you to know that NAA owes you and your staff a debt of gratitude for making this association and the auction profession look good.

Bill Sheridan, CAI, AARE, GPPA
NAA President
Mason, MI

Past President undergoing chemotherapy

NAA Past President and Hall of Fame member Chuck Cumberlin, CAI, AARE, of Brush, CO. has been diagnosed with inoperable stomach cancer. He has started chemotherapy treatments. Chuck is a former World Champion Livestock Auctioneer and one of the original organizers of the first International Auctioneers Championship in 1988. He is a longtime friend to the NAA and to Auctioneers across the country.



Recently, Chuck was asked by a close friend what was his most cherished moment in the auction business and Chuck replied, "My term as NAA president."

If you would like to send Chuck "Get Well Wishes," send your cards and messages to:

- Email – chuck@odlecumberlinauctioneers.com.
- Telephone – 970-842-2822
- Address – Chuck Cumberlin, P.O. Box 248, Brush, Colorado 80723

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Proposed Change to NAA Articles of Incorporation

NAA will ask its members to ratify a proposed change to the NAA Articles of Incorporation (details below) during the annual business meeting and election to be held July 19, 2007, during the 58th International Auctioneers Conference and Show in San Diego, California.

NAA Articles of Incorporation Article XV – Amendment of Articles. The Articles of Incorporation may be amended by vote of two-thirds (2/3) of the members present at any annual or special meeting of the corporation. Written notice setting forth the proposed amendment or a summary of the changes to be affected thereby shall be given to each member entitled to vote at the proposed meeting not less than ten (10) nor more than fifty (50) days before the date of the meeting.

The proposed change to the current NAA Articles of Incorporation is highlighted in red below:

NAA Articles of Incorporation.
Article VI – Board of Directors

The affairs of the corporation shall be conducted by a Board of Directors consisting of the Immediate Past President, President, President-elect, Vice President, Treasurer and twelve (12) members of the Association who shall be elected as provided in the Bylaws. The Chairperson of the NAA Education Institute shall be an additional ex-officio voting member of the Board of Directors. The President of the National Auctioneers Association Foundation, or an alternate Trustee member appointed by the President of the NAF, shall also be an ex-officio voting member of the Board of Directors unless there is a reciprocal voting member already serving on both the National Auctioneers Association Foundation Board of Trustees and the National Auctioneers Association Board of Directors.

The President shall also have the right to appoint one additional board member to serve on the Board of Directors as a voting member who may or may not be a member of the Association whose term shall last for one (1) year.
In addition, the Executive Vice President of the Association shall be a member of the Board of Directors, but shall not be entitled to vote.

This serves as the required official notice to the membership.

The National Auctioneers Association is a dynamic, harmonious, proactive organization providing progressive leadership and education for the membership, industry and consumer; the leading authoritative voice for the auction method of marketing.

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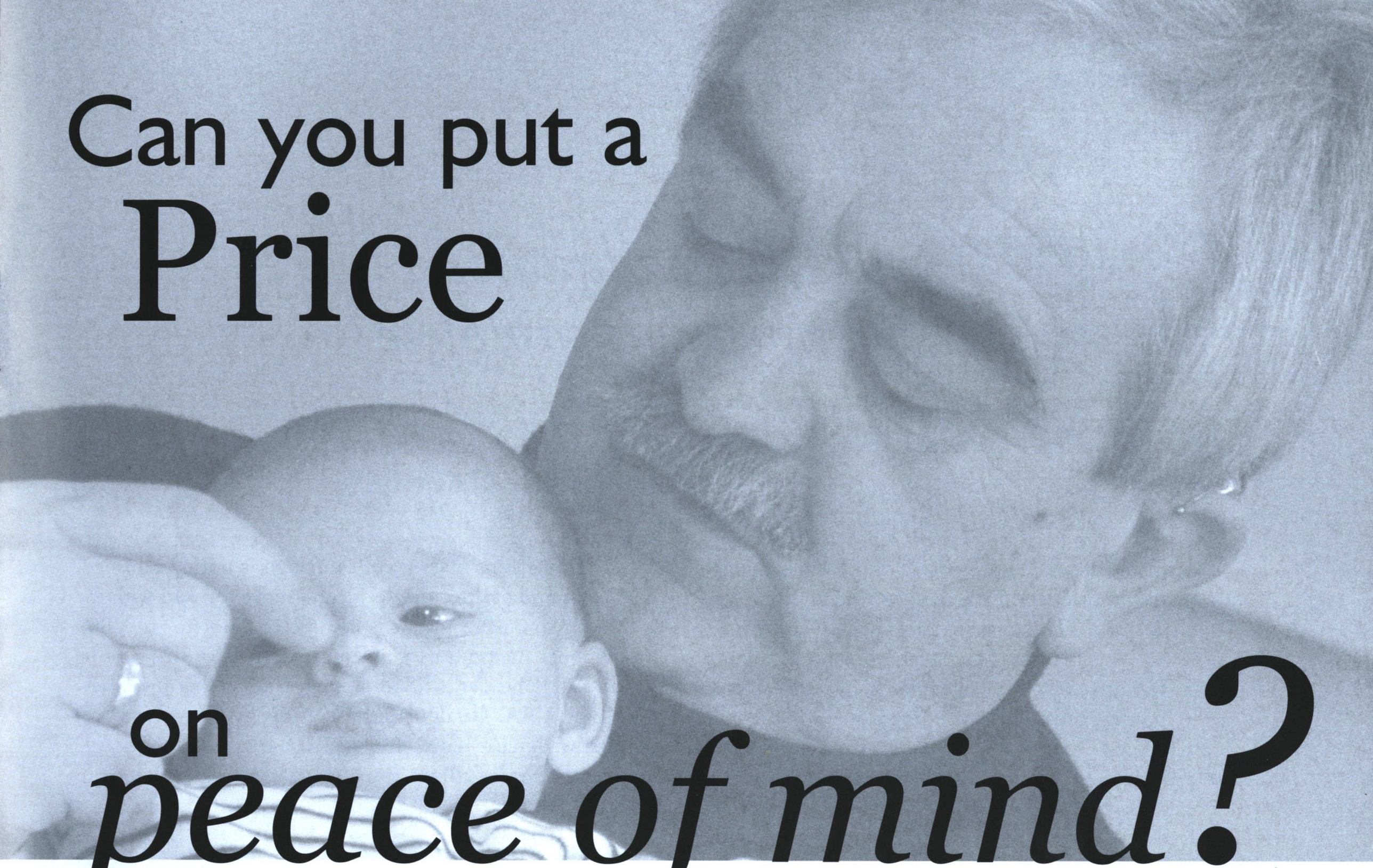

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NAA headquarters renovation complete

BY William L. Sheridan, CAI, AARE, GPPA
NAA PRESIDENT

The much-needed renovation of NAA's headquarters in Overland Park, KS was recently completed and I'd like to share a few details with you.

This first major renovation in over 20 years was driven by immediate needs, including a new heating and air conditioning system, that could not wait any longer. Office space for the staff was also reconfigured to provide more efficient space and additional offices, without expanding the exterior of the building. Meeting rooms were improved. Very importantly, a new space was created for the National Auctioneers Museum and better lighting created for visitors to see the exhibits clearly.

MISSION ACCOMPLISHED

We want to make it easy for all members to see the changes at NAA headquarters, so a "virtual tour" of the new building can be easily accessed at www.auctioneers.org, and a slideshow there also shows photos of the work at various stages. Visit http://www.auctioneers.org/NAAtour.wmv to see for yourself.

This project was a total investment of about $600,000 but will yield results for NAA members, visitors, officers, staff and others for decades to come. The investment was chosen and monitored carefully by your NAA leaders to make wise use of every dollar available.

Last summer at NAA's International Conference and Show in Orlando, FL, the National Auctioneers Foundation launched a dynamic new fundraising program called "Invest in Our Future." The renovation of NAA's headquarters is one of the four elements of the "Investing In Our Future."

The funds from this campaign will be allocated to all four elements based on the goal of $8 million dollars being raised. This is a good time to encourage all NAA members to participate in this important capital campaign at some level. If we do, than our goal will be met or exceeded.

Even though this investment campaign is not yet finished, the NAA board of directors decided to move forward with the renovation to ensure that it is completed prior to the 2009 International Auctioneers Conference and Show that will be held in Overland Park, KS at a convention center just a few miles near NAA's headquarters. We hope many of you will visit the headquarters in 2009.

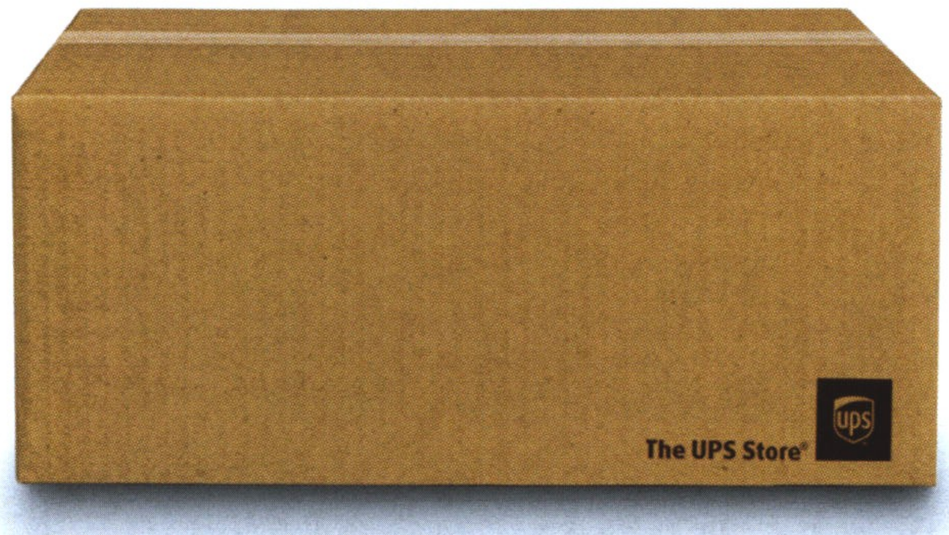
Here are a few of things you'll see if you visit online or in person:

- A mezzanine level added above the lobby area to house the National Auctioneers Museum.
- The museum's former area was renovated to accommodate new office space.
- A climate-controlled room was added in the basement to house museum archives.
- New windows, carpet, paint, lighting, bathrooms (handicap accessible), heating and air conditioning system, interior sprinkler system, and additional furniture for new offices were added.
- The board meeting room and employee break areas were renovated.
- Exterior landscaping, new sprinkler system, sidewalk and asphalt repair were done.

While this covers the big ticket items, many other smaller details have been included to make our headquarters office something for us to be proud of. I would like to encourage all NAA members to participate in the Investing In Our Future Initiative. Please see the donation envelope and details inserted on page 43 of this issue.

Bill

Phonograph with horn



Ceiling tins

Art Deco china cabinet

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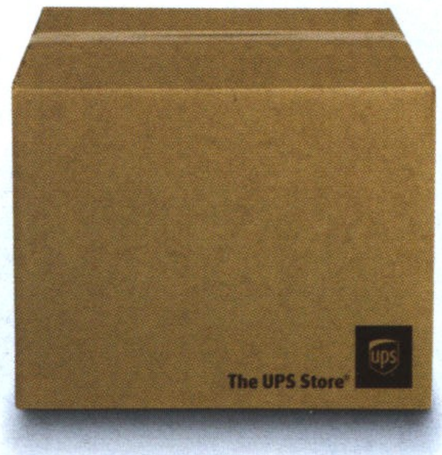

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July 14-15, 2007 — San Diego, CA
November 6-7, 2007 — San Antonio, TX

AARE 300
June 17-18, 2007 — Frankenmuth, MI
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November 8-9, 2007 — San Antonio, TX

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July 12-14, 2007 — San Diego, CA
October 6-9, 2007 — Denver, CO
January 13-15, 2008 — Columbia, SC

CES Certified Estate Specialist
August 26-28, 2007 — Sacramento, CA
October 8-10, 2007 — NAA Headqtrs.
January 31-Feb. 2, 2008 — Charleston, WV

CAI Certified Auctioneers Institute
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July 13-14, 2007 — San Diego, CA
August, 2007 — New Hampshire
September 16-17, 2007 — NAA Headqtrs.
December, 2007 — Tucson, AZ

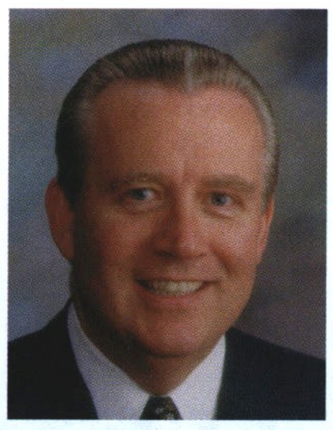
201 Personal Property Appraisal Valuation
July 15-16, 2007 — San Diego, CA
August, 2007 — New Hampshire
September 18-19, 2007 — NAA Headqtrs.

301 Antiques & Residential Contents
September 20-21, 2007 — NAA Headqtrs.
December, 2007 — Tucson, AZ

301 Manufacturing/Process Equipment
September 20-21, 2007 — NAA Headqtrs.
December, 2007 — Tucson, AZ

301 Construction/Agricultural Equipment
September 20-21, 2007 — NAA Headqtrs.
December, 2007 — Tucson, AZ

Are you interested in bringing NAA Education to your area? Call 888.541.8084, Ext. 28
Check the NAA website for changes and additions.



Delivering membership value

CHIEF EXECUTIVE OFFICER ROBERT A. SHIVELY, CAE, WORKS OUT OF THE NAA HEADQUARTERS IN OVERLAND PARK, KS. HE IS COMMITTED TO THE NAA AND ITS MEMBERS AND WILL KEEP YOU UPDATED ON THE ORGANIZATION'S PROGRESS.

In the February issue of *Auctioneer* I authored an article entitled, "The Ultimate Question—Answered" discussing the value proposition of NAA membership. As you may recall the study indicated that almost 81% of NAA members felt that they are receiving equal or greater value compared to their annual membership dues investment.

In an effort to continue to build even greater value for the membership dues investment NAA is rolling out a new insurance program. Members have expressed interest in NAA providing a comprehensive insurance package that would handle their personal and business needs—and that is exactly what this new program offers!

To begin with, NAA is providing every member with a $5,000 accidental death life insurance policy as part of their annual membership investment. This policy can be increased at a very attractive pricing structure for members wishing to do so.

NAA has also developed a new health insurance offering that is available nationwide and includes options like "guaranteed issue" and "critical illness" for those members in a situation that requires additional consideration. Further, the pricing on these new policies is extremely attractive. This is the same source that NAA staff at headquarters is using for our insurance.

An exciting and competitively-priced new Errors and Omissions insurance policy is being finalized and will be unveiled this year at Conference and Show. The new policy covers real estate, personal property and appraisals for Auctioneers needing such broad and comprehensive umbrella coverage. Of course, the policy can be custom-tailored to fit your circumstances.

There is additional insurance coverage that will be provided through the new NAA program, so check it out and compare the pricing. I assure you that the time you take to discuss the insurance options with our new partner will provide an even greater value to your current dues investment.

As you know, insurance coverage is extremely important for any family and business person today. Good medical, life and business coverage protects you from financial disasters that can befall anyone. NAA is glad to be able to offer you solid, competitive options in this arena. This is part of our job as your association.

NAA is providing every member with a $5,000 accidental death life insurance policy as part of their annual membership investment.

When evaluating program options for membership, NAA's acid test is to determine if it will provide a more cost-effective and/or benefit rich alternative for NAA members. In doing our due diligence in selecting partners we want to not only save you money, but also provide a great service experience. Once you check this new program out let me know your experience with our new partner.

Read about the new program offering in this month's *Auctioneer* and give them a call today—don't wait to begin saving money!

JOHN DIXON, CAI

Conference and Show 2007
Bigger and Better

Immediately following the end of Conference and Show 2006, the Conference and Show committee met to begin on the next conference. This year, we are pleased to offer another strong educational program.

Once again, we will be offering designation courses before Conference and Show. Starting on Thursday, July 12, we will be offering the AARE (Accredited Auctioneer of Real Estate) and the new BAS (Benefit Auctioneer Specialist) classes. On Friday, July 13, we will start the GPPA (Graduate Personal Property Appraiser) class. If you are planning to obtain a designation, this will be a great opportunity.

Last year, we offered for the first time a Leadership Institute. It was extremely successful, and this year we are again bringing in two top leaders in the leadership field to discuss this topic. On Tuesday morning, July 17, Jeff Hansler will speak on "Commanding Leadership in Times of Change," and in the afternoon, Lorna Riley on "Off-the-Chart Leadership Results." Don't miss these two power packed sessions.

Wednesday starts off with an outstanding key note speaker, Dr. Dick Ruhe, a former college professor who was nationally recognized for his work in leadership. We feel very fortunate to have such a highly respected presenter. He will also be conducting a breakout session in the afternoon.

Wednesday afternoon through Saturday, you will have the opportunity to learn from many of the industry leaders. Nearly 60 sessions are being offered to help you improve and increase your business. Topics range from real estate, auction houses, online auctions, ringmen, furniture recognition, auction day customer service, voice training and many, many more. Whether you are the owner of a company, work in the office, just starting a new business or just want to learn more, these sessions will provide you with the best educational experiences.

Again this year, we will have audio recordings of each of the education sessions available. In case you missed a session or want to hear the information over again, this is a great opportunity to build a reference library. Order forms will be available at Conference and Show or online.

Last year we introduced a new single form for CEs and evaluations. That same form will be used again this year. Conference and Show 2007 is going to be an excellent opportunity to learn from the best, get your CEs and have a great time networking. We hope to see you there.

NAA EDUCATION INSTITUTE TRUSTEES

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info@campbellauctions.com

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info@christys.com

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scott@westchester-group.com

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"My goal is to increase membership and involvement to the National Auctioneers Association through strong leadership & dedication."

Chuck McAtee, AARE For NAA Director

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- Past President and Chairman of the Board of California State Auctioneers Association
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- CAI Class II in '07
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Plan on attending the NAA's Annual Conference and Show in San Diego, California July 16th – 22nd

national auctioneers foundation

SARA SCHOENLE IS THE NATIONAL AUCTIONEERS FOUNDATION ADMINISTRATOR

You are cordially invited to attend a special reception hosted by the National Auctioneers Foundation

The National Auctioneers Foundation is hosting a reception on Saturday, July 21st from 10 p.m. to midnight in the Royal Palm Court and you are cordially invited to attend.

This reception for Hall of Fame inductees, the NAA Auxiliary Hall of Fame inductees and the Diamond Gavel recipients will be held after the President's Gala concludes at 10 p.m. All attendees are invited to attend. No tickets are required to attend this special event and no additional fees charged.

Three NAA members are named to the NAA Hall of Fame during the President's Gala. Two NAA Auxiliary members are named during Auxiliary luncheon. Diamond Gavel honorees are Auctioneers who have, or plan to, donate more than $100,000 to NAA or the Foundation.

The Foundation extends its sincere appreciation to J.L. Todd Auction Company for sponsoring the reception.

Other activities planned or sponsored by the National Auctioneers Foundation are:

• Sponsoring Opening Session speaker in San Diego, CA

The Foundation is proud to once again sponsor the keynote speaker for the opening session for the NAA's 58th Conference & Show in San Diego, on Wednesday, July 18th from 8:30 a.m. – 10:30 a.m. in the Grand Foyer.

This year's keynote speaker is Dick Ruhe, Ph.D. Dick is a Senior Consulting Partner for The Ken Blanchard Companies and has worked with Ken Blanchard, Tom Peters, Gordon Lippitt, Leonard Nadler and Paul Hersey. He is the author of the training program "Total Quality Leadership," released through The Ken Blanchard Companies. He also serves as a regular columnist for Sales and Marketing magazine and has been published in Training and Development, Western Business Systems, Journal, Proceedings of the Academy of Management and Executive Excellence.

Learn the skills necessary to grow your business and how to become an effective

www.auctioneersfoundation.org

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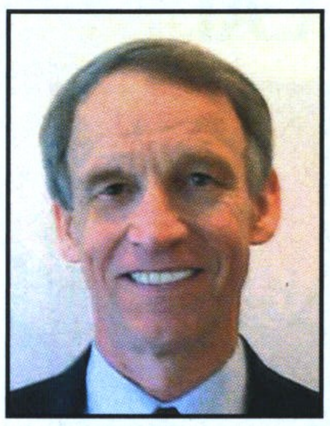
leader. He will bring his knowledge of business as well as humorous stories about his business experiences. In this keynote, Dick will explain how to initiate change during a time when many different forces are being exerted on the business and the business owner. He will also explain how to make this period of change a productive time for you and your company.



Ruhe

The Foundation serves to develop, preserve and research the history of the auction profession. This is the sixth consecutive year the Foundation has sponsored the opening session. Be sure and mark your calendars so you don't miss this renowned speaker!

• The Foundation sponsors a highly educational seminar

Understanding Seller Styles, by Lanny Thomas, is a seminar you cannot afford to miss, which is scheduled Saturday, July 21st 1:15 p.m. – 4:30 p.m. in the Royal Palm Salon 1 room.

• NAF Children's Auction

REMINDER!!! Your child can have the opportunity to be an Auctioneer, bid assistant, ring person, or take part in any other part of the Children's Auction, which will held on Saturday, July 21st from 10:15 a.m. – 12:15 p.m. in the Grand Foyer. Over 50 children participated in this event last year. The children conduct their own auction, with help from the IAC past champions. This event will be fun and exciting and is an opportunity your child should not miss. What better occasion for our children to be exposed to the auctioneering profession. After all, our children may be our future Auctioneers. If you wish to donate an item that you feel would be appropriate for the children's auction, please contact Sara at (888) 541-8084 ext. 17 with an advance description so we can get it into the catalog or you can email her at sara@auctioneers.org.

A special thank you to Robert Storment, CAI for providing auction items for this event and to Yoder & Frey for sponsoring the refreshments served at this event.

The Foundation will be doing oral interviews at Conference and Show

Oral interviews play an important part of the Foundation's archives. Today, the Foundation has more than 567 interviews that have been cataloged and housed in our archives. Interviews that were done at last year's C & S can now be seen on our web site. If you have not recently done an oral interview and have been in the auction business at least 25 years, we would love to do an interview with you. This year, we'll be doing interviews during Conference and Show beginning Wednesday through Friday from 8 a.m. – 5 p.m. in the Devonshire room. The interviews take approximately 15-20 minutes. Please contact Sara at the NAF and let her know what time works best for you.

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One candidate runs for the National Auctioneers Foundation Vice-President position and three candidates run for the National Auctioneers Foundation trustee positions

Candidate for Vice President

Robert A. Doyle, CAI, CES

Pleasant Valley, NY

1. **Years in the auction profession:** 26

2. **Years as an NAA member:** 21

3. **Previous work history:** Antiques & Collectibles Mail-Auction Catalogs

4. **Community activities:** Past President S.D. Exchange Club, Past Chairman of GSD Chamber of Commerce, Served on board of D.C. Boy Scouts, D.C. Economic Development board, D.C. Tourism board, numerous benefit auctions for Not-for-profits in the Hudson Valley.

5. **Hobbies/interest:** Hiking, Writing, Biking, Grandkids, personal improvement reading

6. **Member of state assoc:** Past President and current member of New York State Auctioneers Association; member of New Jersey State Society of Auctioneers

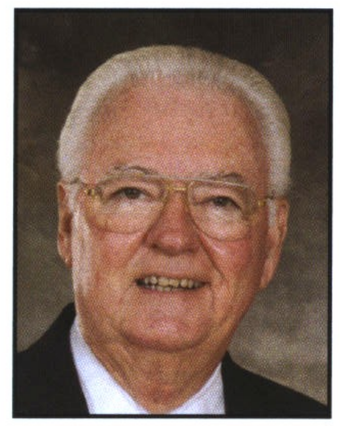
7. **Number of auctions conducted annually:** 100 plus

8. **Your auction specialty:** Real Estate, Vehicles, Antiques & Estates, Benefits, Commercial Liquidations.

Rob currently serves on the NAF board of trustees and has an interest in serving another three-year term. He, along with other NAF trustees, helped the NAF Long Range Planning committee develop a three-year plan in October 2004. He serves on several NAF committees as chairman. He is a past president and a life member of NAA. Rob is the Principal Auctioneer & Appraiser at Absolute Auction & Realty, Inc., in Pleasant Valley, NY. He is a certified Appraiser, certified Auctioneer, Real Estate Broker. He is a graduate of International Auction School, and Certified Auctioneers Institute. Rob has also won the New York and New Jersey Bid-calling Championships.

Louis B. "Benny" Fisher, CAI

Pompano Beach, FL



1. **Years in the auction profession:** 35
2. **Years as an NAA member:** 34
3. **Previous work history:** Full time minister
4. **Community activities:** Church, 100 Club of Broward County and Elk's Club
5. **Hobbies/interest:** Family, travel and antique collecting
6. **Member of state assoc:** Florida and North Carolina
7. **Number of auctions conducted annually:** 50
8. **Your auction specialty:** Real estate

Benny is the Founder and Chairman of the Board for Fisher Auction Co., Inc., the firm he established in 1972. His two sons, Louis and Lamar serve as Chief Executive Officer and President respectively. After thirty years of service, he remains involved as a consultant. As Chairman, he continues to represent Fisher as "The Standard of Excellence" in the arena of Accelerated Marketing as being the preferred method for real property investment sales. Because of his unparalleled success, he is considered an industry authority.

Benny, a Native Floridian, graduated with honors from Pompano Beach High School in 1954. His further academic training was at the University of Miami, where he was conferred a Bachelor of Arts degree with honors in 1961. Subsequently, he was awarded an Honorary Doctorate for his benevolence with so many humanitarian causes.

Benny was a member of the 1972 graduating class at Reisch Auction College; and a graduate of the Certified Auctioneers Institute in 1981.

Benny has served as board member, Vice-President, and President of the Florida Auctioneers Association; Director of the NAA; and is a Lifetime Member of the Auctioneers Association of North Carolina.

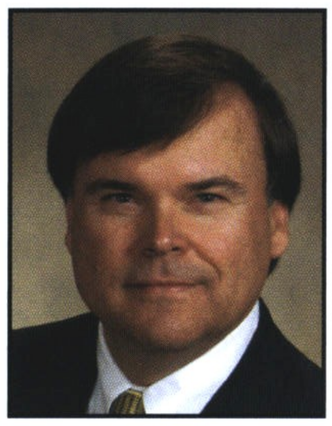
Benny's accolades for leadership include Florida State Bid Calling Champion twice (1980 and 1985); World Champion of Champions (2000); and was recognized to receive its first-ever Businessman of the Year Award from the Chamber of Commerce in 1990.

In 1995, Benny was presented the "Lewis C. Dell" award by his fellow members of the Florida Auctioneers Association. The culmination of his career came in 2004 at the NAA Conference and Show in Madison, WI, where he was inducted into the NAA Hall of Fame by 7,000 of his colleagues and peers. In 43 years of history, less than 100 professionals have been chosen for this prestigious and coveted honor.

Profiles are printed below to help the NAA membership learn more about the candidate running for the NAF Vice-President position and the three candidates running for the foundation trustee positions available. The Foundation has a full slate and will ask for a motion to accept the entire slate by acclimation at the NAA Annual meeting on Thursday, July 19th, 2007.

J. Craig King, CAI, AARE

Gadsden, AL



1. **Years in the auction profession:** 30
2. **Years as an NAA member:** 18
3. **Previous work history:** In the auction business all my life
4. **Community activities:** Church
5. **Hobbies/interest:** Backpacking and playing on my farm
6. **Member of state assoc.:** Alabama
7. **Number of auctions conducted annually:** 50
8. **Your auction specialty:** Real estate

In almost two decades as president of J. P. King, Craig has played a key role in the nationwide explosion in the use of auctions for high-value properties such as mansions, ranches, land, condominiums and developments. He is currently a member of the board of the National Auctioneers Foundation and was inducted in 2006 into the Alabama Auctioneers Hall of Fame. He has been a member of NAA for 18 years. He currently serves on the NAF Funding Initiative National Advisory board

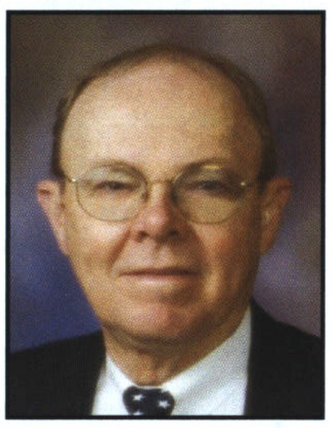
During his 30-year career, he has served the industry as president of the Auction Marketing Institute and president of the Alabama Auctioneers Association. In addition, he has been a director of the National Auctioneers Association and a member of the Auction Committee of the National Association of Realtors. He also serves as a deacon of Rainbow Church of Christ and a member of the Alabama Association of Realtors. Because of his reputation and experience, he is frequently sought out by such national media as the Wall Street Journal, the New York Times, the Los Angeles Times, the Chicago Tribune, US News & World Report, Forbes and other prestigious publications. He has been a guest on major networks, including CBS, CNBC and CNN. He authors a widely followed blog on high-end real estate at craigking.realblogging.com.

Craig frequently serves as a speaker for such organizations as the National Auctioneers Association, Auction Marketing Institute, and the National Association of Realtors, in addition to various auction and real estate organizations. Craig is active in civic organizations, having previously served as vice president of the U. S. Junior Chamber of Commerce.

Craig holds real estate and auctioneer licenses in more than a dozen states and has personally auctioned approximately 10,000 properties with sales prices totaling $1 billion.

Larry Theurer, CAI, GPPA

Wellington, KS



1. **Years in the auction profession:** 31
2. **Years as an NAA member:** 30
3. **Previous work history:** Self employed
4. **Community activities:** Rotary; Challenger Learning Center, Sumner Regional Medical Center Endowment Board
5. **Hobbies/interest:** Family and work
6. **Member of state assoc:** Kansas and Oklahoma
7. **Number of auctions conducted annually:** 75-100
8. **Your auction specialty:** Real estate

Larry is a past president of NAA. He founded Theurer Auction/Realty in 1976. Before attending auction school, Larry was a farmer-stockman in the Wellington, KS, area. He sold his machinery and farm in 1985 in order to devote full time to the auction profession.

Larry holds a BS in Animal Science from Kansas State University and a MS in Animal Science from Colorado State University. Theurer conducts approximately 100 auctions per year consisting of farms, residential and commercial properties, equipment and business liquidation and estates. Clients include SBA, bankruptcy courts, as well as numerous attorneys, bankers, estates, and individuals.

Larry served as president of the National Auctioneers Association (NAA) in 2002-2003, and was called to serve an additional term in 2003-2004 to fill the vacancy left by the death of then president, Larry McCool. At the 2005 NAA Conference & Show in Pittsburgh, Pennsylvania, Larry was awarded the President's Award of Distinction for his enduring support of the NAA and the auction profession. Larry has been active in the Kansas Auctioneers Association (KAA), serving on the board in all capacities. Larry holds a Certified Auctioneers Institute and Graduate Personal Property Appraisers designations from the NAA Education Institute. He has also has been recognized as an NAA Marketing Award Winner in 2005 and 2006.

In addition to the NAA and KAA, Theurer is also a member of the National Association of Realtors, Kansas Association of Realtors, Wichita Area Association of Realtors and Kansas Society of Farm Managers and Rural Appraisers. He is a licensed real estate broker in Kansas, Missouri and Oklahoma, and holds a Kansas Real Estate Appraisal License.

Larry and his wife, Sherri, reside in Wellington and have three married daughters and five grandchildren.

ASHLEY HERMAN IS NAA'S DIRECTOR OF MEMBER AND STATE ASSOCIATION SERVICES

Everyone can benefit from having a mentor

New mentor program will help first time attendees at Conference and Show

A new program offered by the NAA will not only help first time attendees at the 58th Annual International Auctioneers Conference and Show in San Diego this July, but it will also provide an opportunity for those seasoned veterans to review and validate what they already know and what they have accomplished.

Many people agree that mentees receive substantial benefits from mentors. Recently, I read an article by Dr. Linda Phillips-Jones regarding tips for mentoring and within her article there was a statement that said, "You know, mentoring is in the details." She is right, this is absolutely true!

Effective mentors don't limit their helping to general work-related issues. In fact, the best mentors provide mentees with detailed information on work-related challenges and success as well as information on the industry they represent. Furthermore, mentors keep track of numerous details within their own roles, responsibilities and actions and in turn, give their mentees a hand in keeping track of theirs.

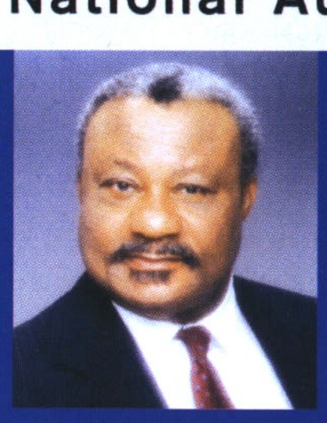
The new NAA Mentor Program matches first timers with veterans who have attended for many years. I strongly encourage you to get involved in this new program, whether you plan to be a first time attendee or a veteran who can share your wisdom. I realize people are getting busier and their concerned with the time commitment, but consider the long term effect and the impact it will have on the profession when individuals are networking, sharing ideas, and working towards a common goal.

Last year there were 91 first timers at the conference, a great turnout. Those first timers included Auctioneers and auction staff who realized that by attending this premier conference it would help their businesses, their jobs and the profession in many ways. First timers and veterans, don't get scared off from participating just because we call this a "program." It will not take up much of your time during the conference.

Attending the conference for the first time can seem a little overwhelming at first because of the many seminars, people networking in the halls, contests occurring simultaneously in the ballroom. It's exciting, but first timers may wonder what they should be attending to get the most from their experi-

continued on 48

Elect
Willie A. JOHNSON CAI
DIRECTOR
National Auctioneers Association



- Member of NAA for 17 years
- NAA State Leadership Forum in Kansas City 2005
- Currently serving (Governor Appointed) on the North Carolina Auctioneer Licensing Board
- Past President of Auctioneers Association of North Carolina
- Graduate Mendenhall Auction School 1989
- Full time auctioneer and real estate broker 17 years
- Endorsed by Auctioneers Association of North Carolina
- Degree in Business Administration 1986
- Fraternity of Freemasonry for 38 years

VISION
- Strong and independent state associations
- Assure prestige in NAA designations
- Increase public awareness of members professionalism
- Promote designations to membership

I would appreciate your vote
for Willie A. Johnson for NAA Director.

Election procedures for 2007 election

New officers will be elected to NAA's Board of Directors on July 19 during the annual business meeting during the 2007 International Auctioneers Conference and Show in San Diego, CA. In regard to this, NAA's election procdures are printed below.

Profiles of the 13 candidates running for positions were printed in last month's issue of *Auctioneer*, and can be seen on the Members Only section of the NAA website at www.auctioneers.org.

This year two people are running for vice president, one person is running for treasurer and seven people are running for four open seats on the board of directors. NAA's board is composed of 12 directors, a president, president elect (the upcoming president), vice president, treasurer and chairman of the board (immediate past president). As an NAA member, you are urged to study the profiles carefully. These candidates, leaders from different parts of the country, have differing backgrounds and varied opinions on how NAA can improve.

The election will be held Thursday, July 19, 8 a.m. to 11:30 a.m. NAA members are required to formally check-in and register to vote if planning to participate in the annual election. To register to vote, please report to the NAA information booth in the foyer of the Town and Country Resort and Convention Center. For conference details, visit www.auctioneers.org

2007-2008 Candidates include:

President
Thomas L. Williams, CAI
President-elect
Randy A. Wells, CAI, AARE, CES, GPPA
Vice President:
W. Ronald Evans, CAI, AARE, CES.
Scott Musser, BAS
Treasurer:
B. Mark Rogers, CAI, AARE
Director:
Paul C. Behr, CAI
William L. Head, CAI, AARE, CES
Willie A. Johnson, CAI
Monte W. Lowderman
Chuck McAtee, AARE
Harry E. Mullis
Jay D. Nitz, CAI
Brian A. Rigby

1. Voting check in: Eligible voting members must report to the information booth to register to vote prior to the commencement of the annual election.

2. Election desk: Will be open on Thursday July 19, 2007 from 7:30 a.m. and will remain open until declared closed by the Presiding Officer. Each eligible voting member shall be issued a reply key pad to be used for the purpose of electing officer and director candidates.

3. Eligible to vote: Active and retired members shall be entitled to vote in person on all matters to come before this annual meeting.

4. Candidate Information and Review Committee: Interviews were conducted with each candidate between March 1 and March 15 to review and outline the requirements/guidelines for all available positions as set out in the bylaws Article XII (2 a, b, c.)

5. Elections: voting will be for:

- President-Elect
- Vice President
- Treasurer
- Four Directors

6. Listing Order: Candidates will be listed alphabetically on two large charts or on an overhead projection system, by office contested. The charts will be posted to the left and right of the speaker's lectern, clearly visible to all delegates.

7. Candidate Presentations: Only the candidates can speak on their own behalf at the annual meeting. Officer candidate's speech will be limited to a maximum of five minutes and Director candidates to a maximum of three minutes each. The speaking order will be determined by random draw.

8. Requirement for election:

a. Candidates for Officer positions require a majority of the legal votes cast, to be declared elected. If no candidate receives a majority, the candidate with the lowest number of votes is dropped and another vote is taken for that position. Voting continues until one candidate receives a majority of the legal votes cast.

b. Candidates for Director positions shall be elected by plurality vote. In the case of a tie, for the final position(s) there will be a run- off vote.

c. Candidates for all positions will be elected through the use of a reply key pad, except where there is only one candidate contesting that office, in which case, the election for that position shall be decided by voice vote.

9. Counting the vote: The voting results will be tabulated electronically, and displayed on a projection screen(s). The chair is responsible for declaring candidates elected to each office contested.

10. Time election takes effect: Newly elected Officers and Directors shall assume office at the close of the convention.

11. Preservation of electronic data: The electronic balloting data will be retained by Meridia Audience Response System (consultants) until the end of the convention, after which time, it shall be destroyed if no election has been contested.

CARRIE STRICKER IS NAA'S DIRECTOR OF CONFERENCE AND SHOW

Conference and Show: bringing great ideas and people together

NAA's 58th International Auctioneers Conference and Show is all about bringing great ideas and great people together. With new energy added to all aspects of conference and show, we are excited about this year's event.

Pre-conference education begins on Thursday, July 12 with popular designation programs including AARE, BAS, GPA, and CES. On Monday, July 16 education continues along with the traditional Golf Championship and a Deep Sea Fishing Excursion.

The official kick-off of conference and show is Tuesday at the Opening Night Event. At the Caribbean-themed event, the shimmering pools, swaying palms and tropical foliage greet you and your family as you gather around the picturesque pools of the Town and Country Resort for an evening of fabulous food, live music, swimming and camaraderie.

On Wednesday, don't miss the Opening Session's keynote presentation by Dick Ruhe, Ph.D., on "Leadership in a Time of Great Change." A special presentation by Pat Vredevoogd Combs, 2007 President of the National Association of Realtors, makes this a must-see event.

Also on Wednesday is the debut of the International Junior Auctioneer Championship (IJAC) contest. The IJAC taps into the next generation of outstanding and gifted Auctioneers and is open to Auctioneers 12-21 years old. Wednesday evening will also be the debut of the International Ringman Championship (IRC). In conjunction with the National Auctioneers Foundation (NAF) Benefit Auction, the IRC is a unique and exciting competition that features the Ringman's skill and expertise and brings a new element to our conference and show.

Thursday of Conference and Show week is reserved for the NAA and NAF

continued on 87

Elect Monte Lowderman NAA Director in July 2007

- *Wife, Carrie, and son, Rhett.*
- *25 years of service to the auction industry.*
- *Co-owner/Partner in family auction business.*
- *BS degree from Western IL University in 1990.*
- *Graduate of MO Auction School at the age of 18.*
- *Life member of the NAA.*
- *Certified Auctioneers Institute candidate.*
- *Member of NAA Fun Auction Committee - 3 years.*
- *Member of NAA Long Range Planning Committee.*
- *IL State Auctioneers Assoc. Board Member.*
- *2006 IAC Finalist.*
- *Church Elder.*
- *Past VP National Jr. Polled Hereford Board.*
- *4-H Club Congress distinction.*
- *National qualifier 4-H public speaking & demo. contest.*
- *FFA State Farmer degree.*
- *Member of Masonic Lodge.*
- *Proudly supported by the IL State Auctioneers Assoc.*

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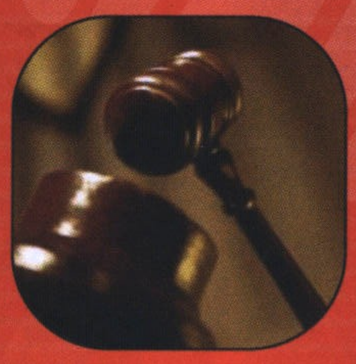

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GOVERNMENT
RELATIONS AND
PUBLIC RELATIONS

The squeaky wheel gets the grease!

We have all heard the old saying, "The squeaky wheel gets the grease!" Parents might find themselves saying to a fussy toddler "If you don't tell me what you want, I can't get you what you need." The same can be said about government. If they don't know what we want or what concerns us, how can they help us?

This brings up an issue that the NAA and its members recently faced where our voice was less of a squeak and more of a peep. Unfortunately, the end result could cause catastrophic damage to several of our members' livelihoods. The issue of concern was the Government Services Administration's (GSA) recent proposed rule change creating Federal Asset Sales (FAS) Sales Centers for the selling of federal personal property. With the proposed rule change, federal agencies would no longer be able to contract with private businesses and Auctioneers to sell property and will be required to use only "approved sales centers," such as GSAauction.gov.

Each year the federal government and its agencies acquire the professional expertise and assistance of licensed Auctioneers with the selling of federal personal property. Over 400 members of the NAA service this market. These professionally-managed auctions efficiently eliminate excess federal property, reduce the cost to the government for the selling of property, and ultimately increase the government's profits through the use of competitive bidding. With the assistance of these professionals, the federal government recovers the maximum monetary return for the property sold, which ultimately benefits the agency and the taxpayer.

While the GSA's intentions are to maximize value and transparency, the fact is that this rule limits competition, increases costs and ultimately its needs to be reconsidered. By creating a monopoly on the sale of federal surplus property, this creates an anti-competitive market which could lead to higher costs. In addition to this, a review of the fees currently charged by the only current sale center in operation, GSAauctions.gov, are double those of in the private sector. Finally, the role of government is to promote and protect commerce, not compete against it.

This brings me back to "The Squeaky Wheel Gets the Grease." While the NAA and President William L. Sheridan, CAI, AARE, GPPA submitted comments in opposition to the rule change along with members who responded to the Auction Action Alert, the fact remains that our voice was not loud and we may not have persuaded the GSA of our concerns. We will continue to examine opportunities to persuade the GSA to reconsider the rule change or consider amending the rule to allow agencies to "opt-in" or "opt-out" so that they may continue to contract with private business and Auctioneers. The key issue is that for the industry to have a strong voice in government issues, we need to add a little rust so that our squeak is loud and strong. The next issue we face as industry may depend on it.

Furthermore, I am elated to be the newest member of the National Auctioneers Association team. As the Public Affairs Manager I look forward to working with members across the country to strengthen our government relations activities and expand our industry's presence in the media. If you have any questions or comments about the NAA's Public Affairs or government relations activities, please feel free to contact me at (888) 541-8084 (extension 31) or clongly@auctioneers.org.

With the proposed rule change, federal agencies would no longer be able to contract with private businesses and Auctioneers.

Don't miss Auxiliary's events at NAA's Conference and Show

DIEDRE ROGERS AND HER HUSBAND, B. MARK ROGERS, CAI, AARE, OPERATE ROGERS REALTY IN MT. AIRY, NC.

I will never forget my first NAA Conference and Show in Lexington, KY in 1992. I remember attending the Auxiliary luncheon. I was nervous going in to the luncheon with so many people because I was from a small town. I am sure that Judy Ford doesn't recall this, but her smile and friendliness that day made me know I wanted to be a part of that organization.

It is amazing what a lasting impressing a smile and a few kind words can have on someone. I thank you, Judy, for making me feel special. I hope I can pass that along to others. A smile costs nothing, but creates much. It enriches those who receive it without impoverishing those who give it. It happens in a flash and the memory of it sometimes lasts forever. A smile creates happiness in the home, fosters goodwill in a business, and is the countersign of friends.

In the course of the day, some people may be too tired to give you a smile, so why don't you give them one of yours? Nobody needs a smile as much as those who have none left to give! I encourage you to share your smile in San Diego, CA this July during NAA's 58th Annual International Auctioneers Conference and Show.

As your read this article the Auxiliary Fun Auction Committee should have plans almost finalized and a memorable day planned for you in California. Make sure you are a part of it!

Come share with the Auxiliary as we celebrate our Fun Auction and "Shine with the Stars." We'll show you why they call it a FUN auction. You will not want to miss it. You can ask any of the North Carolina ladies; you never know what to expect when I am in charge of something!

There is a great seminar planned for the Auxiliary, as well as other activities. Make sure you go by the Auxiliary book to check the convention itinerary for Auxiliary activities. You'll be glad you did.

I need everyone who reads this article to do me a favor. Tell me something special about you and email to me as soon as possible. Maybe you are related to somebody famous? Maybe you ran in a marathon? Maybe you were a former beauty queen? Maybe you climbed Mt. Everest or another mountain? Tell me something amazing that everyone doesn't know and email it to me at deidre@rogersrealty.com. You'll see why in July!

And, bring an item to sell at the Fun Auction! Bring your checkbook to buy something at the auction. Put on a smile and expect to have a great time as we all "Shine with the Stars."

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HARRY MULLIS
CANDIDATE, NAA DIRECTOR

I ask for your vote on July 19.

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- Co-Owner with wife Judy of family auction company
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- 10 Years Online Mentor at NAA Web Site
- Past President Auctioneer Association of NC
- Hall of Fame Auctioneers Association of NC
- 7 Years Editor of The North Carolina Auctioneer
- BS of Nuclear Engineering NC State University
- 21 Years US Army Retired Lieutenant Colonel
- 2 Tours Vietnam
- 2 1/2 Years Fulda, Germany Community Commander

KURT R. BACHMAN IS AN ATTORNEY AND LICENSED AUCTIONEER FROM LAGRANGE, IN. HE CAN BE REACHED AT (260) 463-4949 OR KRBACHMAN@BEERSMALLERS.COM

Buyer claims only signed contract is enforceable

I recently conducted an auction of some vacant land. The sale went as planned with no problems, and one person bought three tracts. After the auction was over I filled out the contract and got the sellers to sign it. I took it to the buyer and he refused to sign, saying he had changed his mind. I contacted the back-up bidder and he was not interested in taking over the contract. The original buyer says he is not liable because he did not sign the contract.

I have always been under the impression that bidding at an auction was an enforceable contract. This buyer contends that the statute of fraud says you must have a signed contract for it to be enforceable. The default of this person has cost the sellers and myself a large amount of money. Can you give me information on what the law is?

William M. Anderton
Winchester, TN

Answer: This is a complex area of the law and raises a few issues that deserve discussion. The Statute of Frauds is a legal doctrine with its origin in English law. Its purpose is to protect parties to certain transactions, including the sale of real estate. Applying the doctrine can be complex, especially when selling real estate at auction. The Statute of Frauds generally requires: (1) a written memorandum (2) that embodies the terms of the contract, (3) an adequate description of the real estate, and (4) the signature of the buyer and seller (some states may only require the name being entered while most require the signature). The Statute of Frauds is intended to protect buyers and sellers from fraudulent or deceitful conduct by either party.

If the Statute of Frauds is asserted to further less than honest and fair dealings, at least in some states, the courts may conduct a careful examination of the transaction. In jurisdictions that permit courts to study the transaction, the courts will consider the circumstances surrounding the transaction in order to ensure that the Statute of Frauds is not being asserted to perpetuate fraud rather than to prevent fraud. This approach places an emphasis on the intent of the buyer. By examining the surrounding circumstances, a court can make logical inferences with respect to whether the buyer acted with a fraudulent intent. If the court concludes that the Statute of Frauds is being asserted to perpetuate fraud, it will generally enforce the contract.

Other states, however, permit the Statute of Frauds to be raised as a defense even if a bidder fraudulently submitted bids at a real estate auction. The courts in these jurisdictions tend to agree that the Auctioneer and seller do not have a valid claim against a bidder for that type of conduct alone. As you can see, the law in each jurisdiction with respect to the Statute of Frauds will be an important matter to consider when selling real estate at auction.

A similar issue is whether the Auctioneer has authority to bind a buyer to a transaction. An Auctioneer serves in a unique capacity when selling real estate by the auction method. The Auctioneer and seller have a contractual arrangement that defines the responsibilities and duties the Auctioneer owes to the seller. When conducting an auction, the Auctioneer has some duty to the bidders, in that the Auctioneer must recognize and record their valid bids on various lots being sold.

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Advice in this column

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 the questions are designed to provide information of general interest to the public and is 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 should not be deemed to create such a relationship. You should consult a lawyer if you have a legal matter requiring attention.

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"Auction for Hope"

A revitalized partnership with St. Jude Children's Research Hospital

St. Jude Children's Research Hospital
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NAA Auctioneer

NAA has revamped the relationship with its official charity, St. Jude Children's Research Hospital, by establishing a new partnership called "St. Jude Auction for Hope." All NAA members are asked to participate in the new program to help children with cancer and other serious illnesses.

The centerpiece of the program will be a telethon held on National Auctioneers Day each year, starting on April 19, 2008. Auctioneers across the world will raise money all year long for this special charity and then will report their amount to a telethon center that Saturday in April. Funds will be totaled and reported to the members in a telethon format to raise excitement and attention on National Auctioneers Day.

"This is an opportunity to reinvigorate National Auctioneers Day and our relationship with St. Jude," said NAA President William Sheridan, CAI, AARE, GPPA.

The St. Jude Auction for Hope plan will be presented to the entire membership this July at the 58th Annual International

Auctioneers Conference and Show.

To date, National Auctioneers Day has not been as successful as it could because there is no central event or special focus on it. The efforts for many years have been for Auctioneers to send out press releases to media to promote the auction method, and have their state governors sign proclamations declaring that day as National Auctioneers Day in their state, which also draws attention. However, the NAA Public Relations Committee and the NAA board of directors felt that the focus should be turned to how much Auctioneers help charities, such as St. Jude. And by adding a telethon, the media can more easily focus on the generosity of Auctioneers as an aspect of National Auctioneers Day.

NAA member Auctioneers may want to sell individual items in their regular auctions to help St Jude, or they may wish to hold a special fundraising auction for the hospital.

"We want to challenge each member to commit to raise $2,000 throughout the year for St. Jude and report it on National Auctioneers Day," Sheridan said.

"This goal is very realistic and provides a great philanthropic focus for NAA members throughout the year," Sheridan said. Many members raise more than that amount already, and many members need a program and goal to use as a target to get them started. Join NAA's push to show the world that Auctioneers are among the most charitable business people in the world.

"We believe 100 percent of the membership will join this effort to support this very worthwhile cause," Sheridan said.

"The possibilities are great, and we want to achieve these levels," Sheridan said. "Auction attendees like to see the Auctioneer take a moment in a regular auction to sell an item or two to benefit a great charity like St. Jude. If you take just a moment to explain about this charity, you'll find the attendees will be happy to bid and even to donate items to a future auction to help St. Jude."

Also as part of the new plan, the top 10 fundraising Auctioneers will be invited to join NAA leaders at St. Jude for the annual fall Toy Auction, where NAA Auctioneers sell

continued

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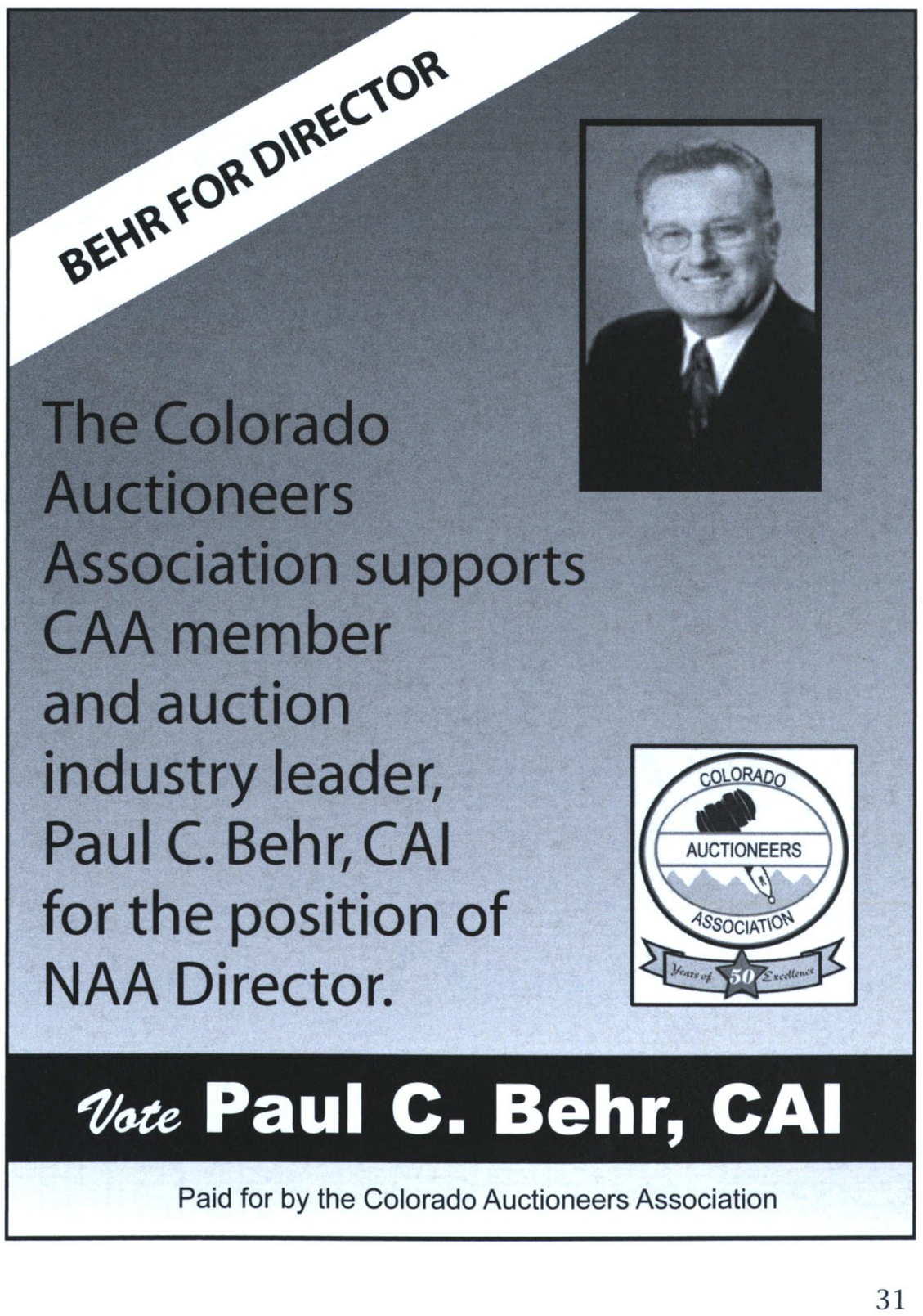

The NAA staff worked the NAA Auction for Hope April 10 in Overland Park, KS. Staff members included, from left; Leanna Sisson, Joyce Peterson, Carrie Stricker, Bob Shively, Jenny Lewis, Nicole Woodard, Chris Longly, Carol Bond, Heather Rempe, Trisha Klosterman, Ashley Herman, Janel Lamb, Wendy Dellinger, Judy Hennessy, Steve Baska, Lois Zielinski, Sandra Bunten, Ryan Putnam, Pam Bray and Harlan Rimmerman. (See pictures of that event on pages 36-37.)

The NAA board of directors presented a check for nearly $70,000 to ALSAC, the fundraising arm of St. Jude in April. Holding the check on the right side is ALSAC CEO John Moses.

"We want to challenge each member to commit to raise $2,000 throughout the year for St. Jude and report it on National Auctioneers Day," Sheridan said.

donated items to the child patients, who use play money and get to experience the fun of a live auction.

NAA and its members will also continue to use National Auctioneers Day to tell the public that the charity auction industry is a $14 billion per year business that grows every year as more charity clients find that a professional Auctioneer raises more money, creates a smoother auction and protects the client more effectively than an amateur fundraiser.

Auction schools across the country are also a strong segment of the industry that supports St. Jude by selling individual items in regular auctions or special fundraisers. They are encouraged to continue and become part of this telethon reporting program.

NAA board and staff took challenge, raised nearly $70,000

In recent weeks the NAA board of directors and the NAA staff took this challenge to raise funds for St. Jude, and the result will be reported/collected in the first telethon, next April. The 19 board members and staff raised a total of nearly $70,000. Board members included items in their individual auctions.

The NAA staff put on its first-ever "NAA Auction for Hope" fundraiser for St. Jude on April 10 at a Sheraton Hotel in the Kansas City suburb of Overland Park, KS. Led by CEO Robert Shively, CAE, the staff collected about 100 silent auction items and 28 live auction donated items from companies in the Kansas City area. About 180 people turned out for a gala evening of dinner, auction

www.Cure4Kids.org
St. Jude Children's Research Hospital

items and to hear a local family tell briefly how their son was treated successfully for a brain tumor at St Jude.

"We were very pleased at the success of the auction, and that the NAA board and staff have demonstrated that our goals can be met or exceeded to help St. Jude," Shively said.

Auctioneering services were provided by Spanky Assiter and Amy Sparks Assiter, of Amarillo, TX, who donated their time and paid their own travel expenses to work the NAA auction. They were also assisted by Michael Abdalla, Sr., CAI and Michael Abdalla, Jr, of Atlanta Georgia, oriental rug specialists.

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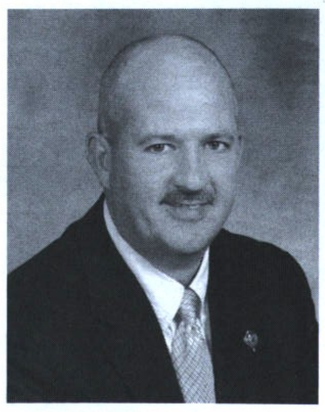
Scott Musser, BAS

For Vice President

of the National Auctioneers Association

Auctions have been a part of Scott's life from the beginning. He's a second generation auctioneer and one of four boys raised in the family business.

Scott has served his Washington State Auctioneers Association in all capacities, as well as, the NAA as director, treasurer, International Champion Auctioneer and seminar presenter. He has traveled across the U.S sharing his knowledge and experience with many auctioneers and associations. The auction profession is Scott's life. MAA is proud to support Scott Musser for Vice President.

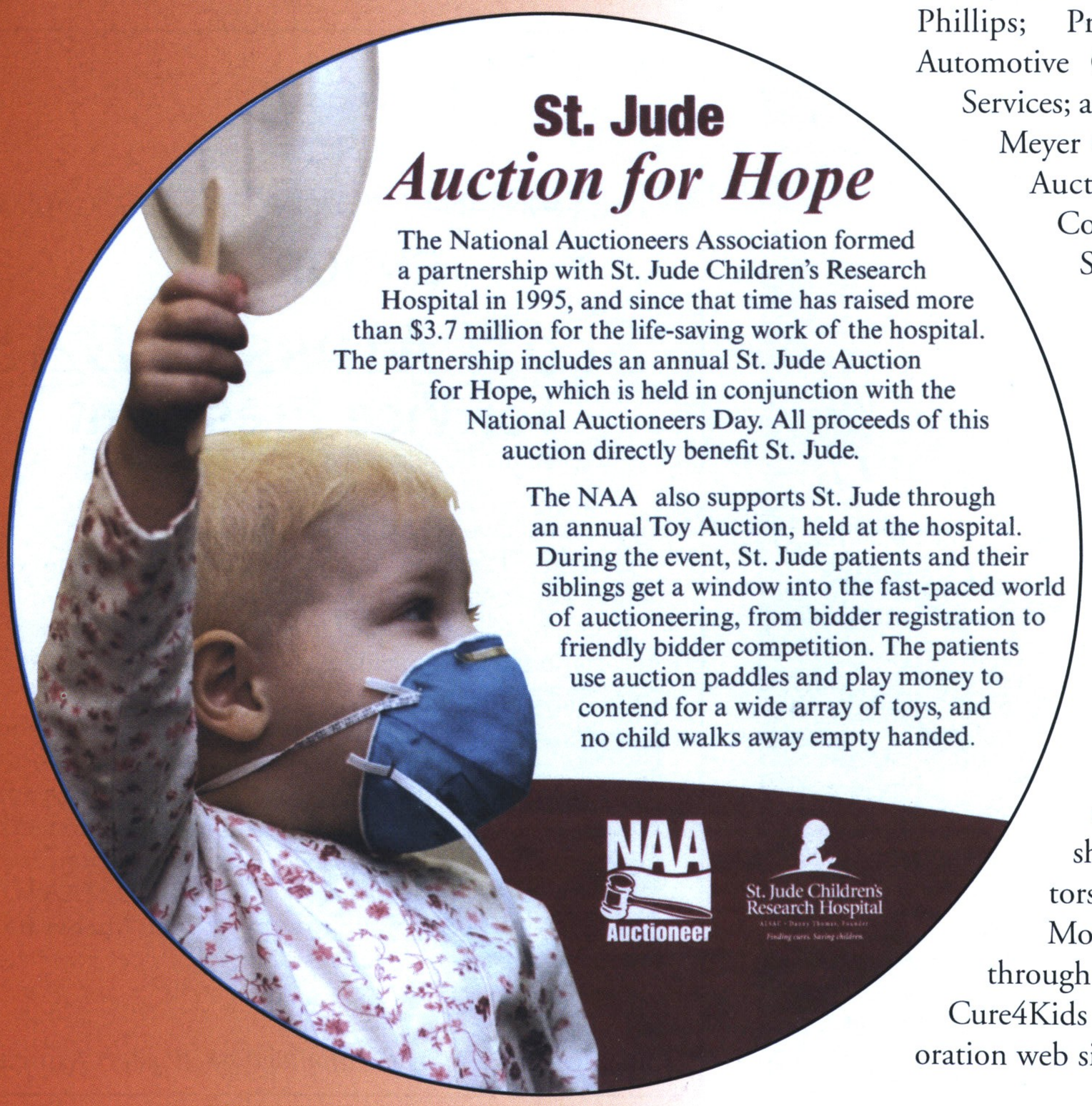


Paid advertisement by the Montana Auctioneers Association

"We were very pleased at the success of the auction, and that the NAA board and staff have demonstrated that our goals can be met to help St. Jude," Shively said.

The auction was coordinated by NAA's Conference and Show Director, Carrie Stricker, and by Joyce Peterson, Executive Services Manager. Some top items in the auction were VIP package to the Barrett Jackson Collector Car Auction in Scottsdale, AZ; one week turkey hunt for two people in a furnished cabin in Wellsville, MO; a Garmin GPS system; a two nights stay at the New York New York Hotel and Caino in Las Vegas, NV.

Shively, Stricker and the staff also gathered sponsors at different levels. Plantinum sponsors were Benefit Design Group, CBIZ MHM, J.R. Manry Investments; McAnancy, Vancleave & Phillips; PriorityAdvantage; Randy Reed Automotive Group; United Country Auction Services; and UMB Bank. Bronze sponsor was Meyer Complete. Corporte sponsors were Auction Flex; Burns Printing; The Covington Group' J&J Printing; the Sheraton Overland Park Hotel; and Kip Toner Benefit Auction.



NAA money to go to Cure4Kids program

NAA began a partnership with St. Jude in 1995 and has since raised more than $4 million for the hospital, which provides care to all its child patients regardless of their families' ability to pay. The hospital is one of the leading child cancer research centers in the world and freely shares its new treatments with doctors around the world.

Money from NAA will help that effort through the program called Cure4Kids. Cure4Kids is the leading education and collaboration web site dedicated to supporting the care

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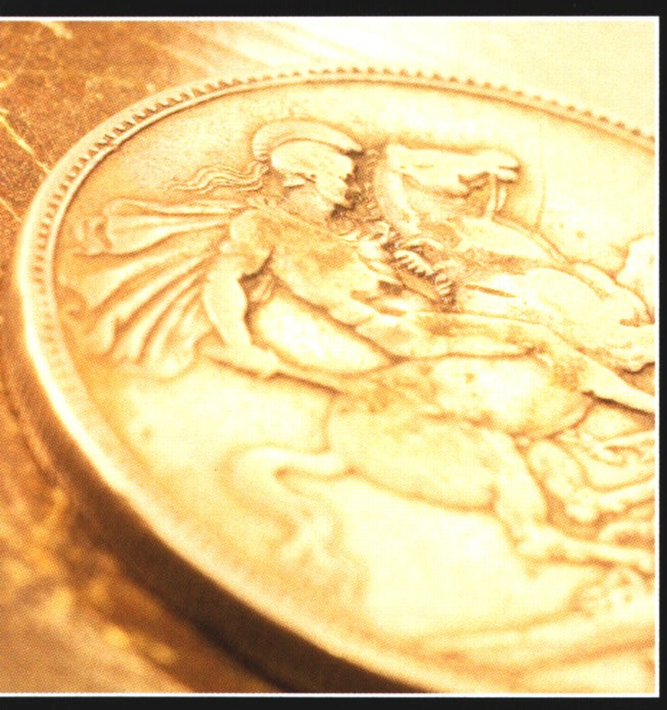

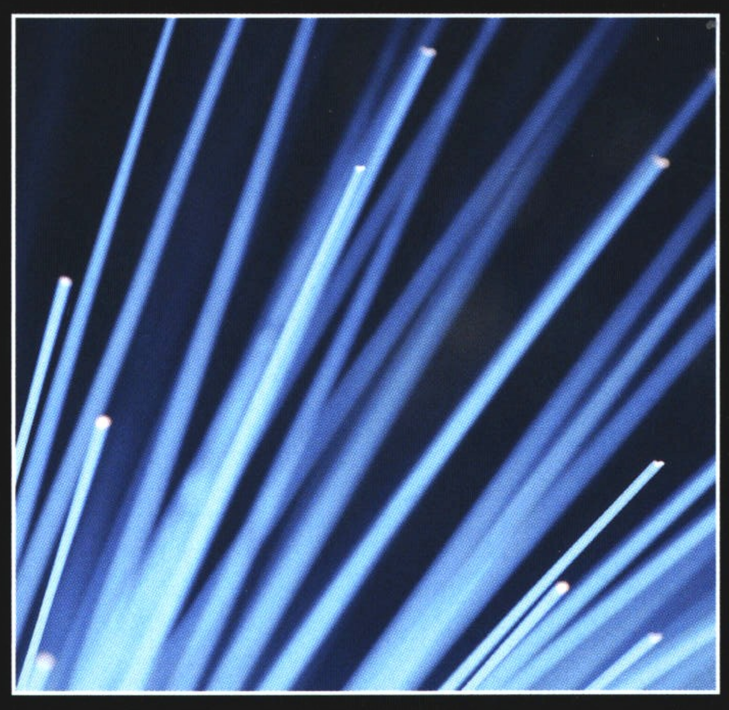

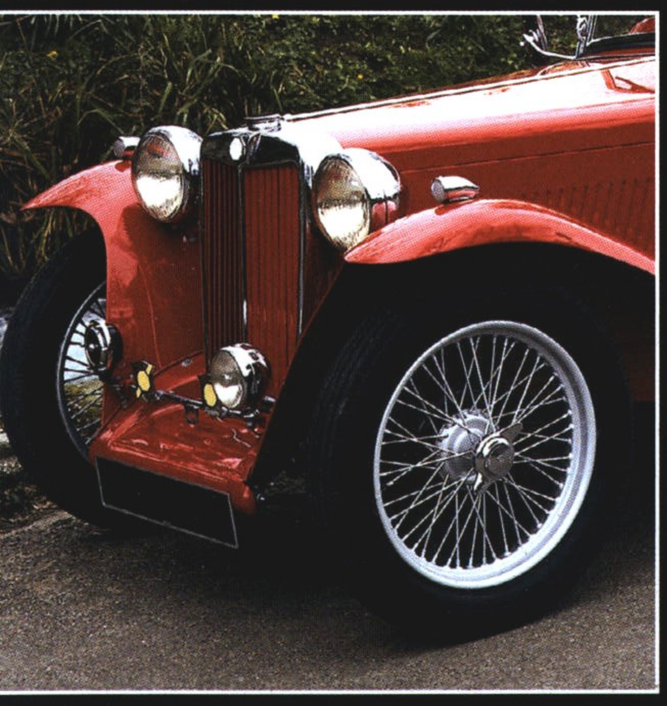

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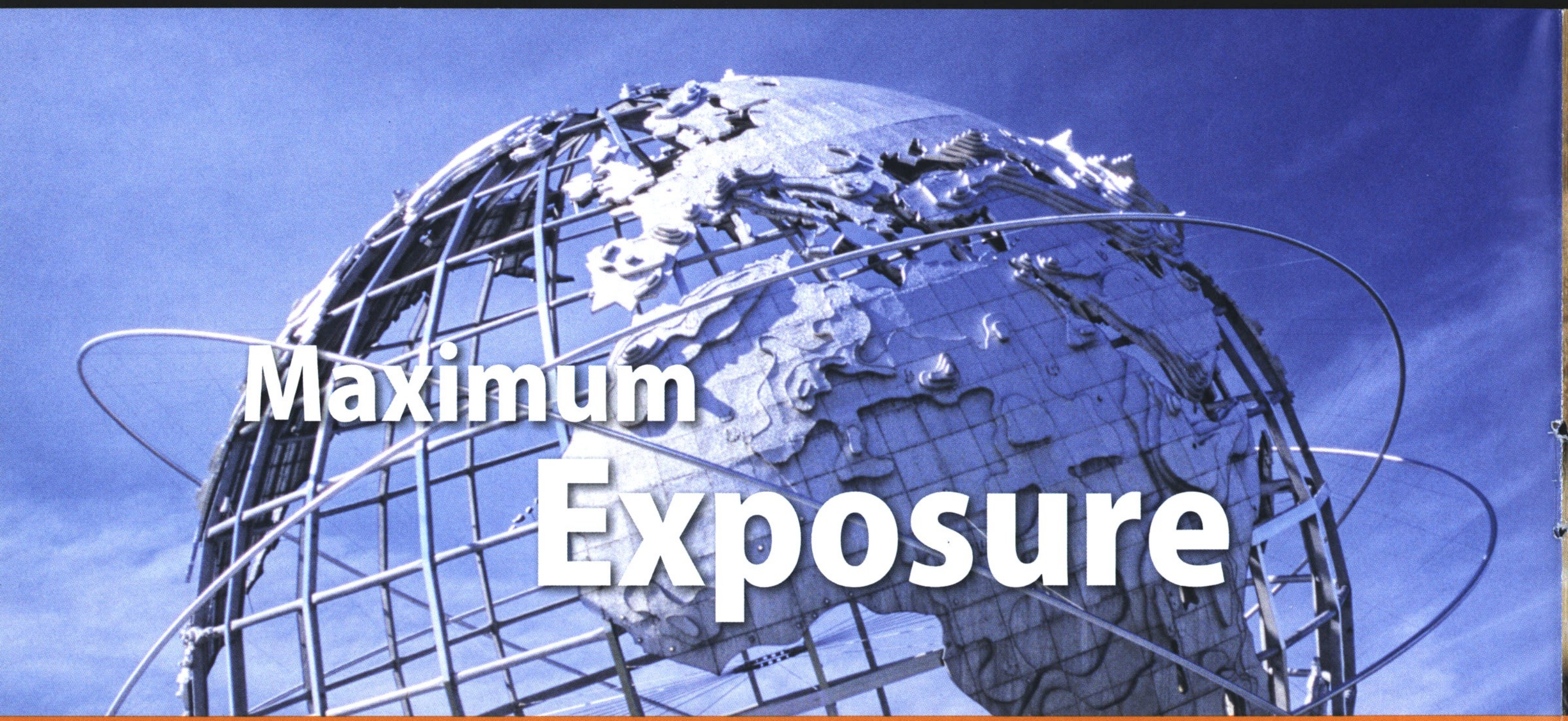
hen it comes to doing business online, the possibilities are infinite. iCollector, we recognize the **individual needs of every uctioneer** we work with, and help them reach their online tential.

the premier provider of live online auction broadcast services, pride ourselves in establishing long-term relationships with r clients. Successful relationships are built on trust, integrity and surpassed service – the very things our clients have come to expect m us. Our **personalized approach and commitment** to ong customer service and cutting-edge technology are what makes ollector the undisputed partner of choice for your business.

cked by the experience of over 4500 auctions with hundreds of putable auctioneers all over the globe, iCollector has the tools, ining, service and expertise to help you get the **results you eserve**.

et the strength of iCollector on your side.



Maximum Exposure

Connect with your buyers.

As the only live online auction solution provider endorsed by the *National Auctioneers Association* (NAA), iCollector makes it possible to **reach thousands more buyers** beyond your auction floor. Experience the benefits of maximized exposure and achieve top dollar values for your auction goods!

- Reach over **233 million** registered users through the *eBay Live Auctions* platform.
- Maximum coverage through the *National Auctioneers Association* (NAA) network.
- Over 22 million hits per month on our *iCollector.com* and *NAALive.com* websites collectively.
- Targeted item/buyer matching with ***MyAgent***.
- Available searchability through *Google* and other major search engines.

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of children with cancer and other catastrophic diseases worldwide. Cure4Kids provides not only high quality content for continuing education but also web communication tools to support collaborations among pediatric oncologists and health professionals worldwide. All content and services are provided at no cost to the users.

Cure4Kids provides educational content to more than 10,000 doctors, nurses and other healthcare professionals in 155 countries. Content is presented in the form of online seminars and conferences with audio narration; electronic full-text books and journals; and online self-paced courses. All material can be easily downloaded and shared for educational use.

Content is developed by world experts in the care of children with cancer, various blood disorders, and selected catastrophic conditions such as HIV/AIDS. While most of the content is in English, there are selected materials in Spanish, Portuguese, Russian, Chinese, and Arabic. There are also areas for groups to hold web-based meetings, share documents, and discuss clinical treatments of children with cancer. Over 120 international groups meet regularly on Cure4Kids to discuss difficult cases.

"Begun in 2002 with five seminars, Cure4Kids now contains 850 seminars, 25 online courses, 20 international conferences and 120 international groups that meet online," said Yuri Quintana, PhD, International Outreach. "As of May 1, 2007, Cure4Kids has 10,297 users in 155 countries. The content has been accessed more than 1 million times."

In the words of one of one of our registered users, a physician in Morocco, "It is incredible how Cure4Kids has become essential in our daily work. It is really innovative and very useful for people who are working in settings with limited resources like ours where access to information is not an easy task."

Future plans include expansion of our content, additional online collaboration tools, and expanding collaborations with leading societies, hospitals, and institutions.

Story compiled by editor Steve Baska

Auction for Hope

Todd Louis and his son Jake, 11, spoke at the auction because Jake was treated successfully for a brain tumor at St. Jude Children's Research Hospital. They are from Overland Park, KS.

Silent auction items viewed.

Michael Abdallah, Sr. auctioned a rug.

Michael Abdallah, Jr. worked as ringman.

From left, CEO Robert Shively and Auctioneers Amy Assiter and Spanky Assiter.

FREE: $5,000 Benefit to Members

NAA offers new insurance program with free $5,000 AD&D benefit to all members who call to activate their June 1 coverage.

NAA has created a new insurance program for members' needs in medical, health and business insurance. This new program, called NAA Insurance Plus, was created in partnership with Benefit Design Group. A key aspect is that NAA has already purchased a $5,000 Accidental Death and Dismemberment Policy for all of it members. Every member can get this coverage, free of charge, simply by calling (866) 580-3769 and saying that you are an NAA member who wants to activate this coverage.

By calling in you can receive this free benefit. In the unfortunate event of an accidental death or dismemberment, you will receive $5,000 to help with the costs of the event. The benefit also covers carjacking incidents, natural disasters, psychological disasters, and a seatbelt benefit. This is a benefit that is being fully paid for by the NAA for you as a member of the association. This policy is with an A+ Rated Carrier.

A few details of the policy are listed below:

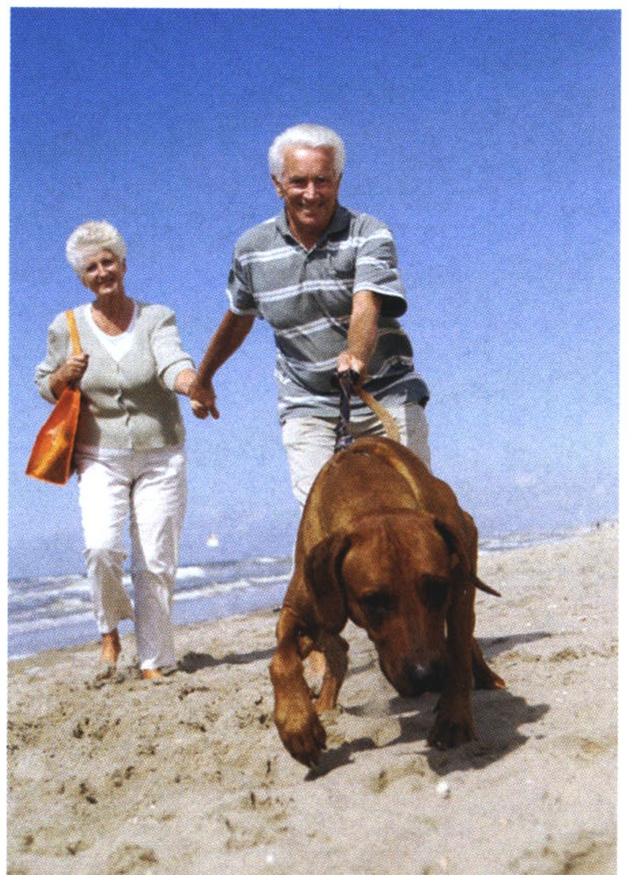
Covered Loss

Loss of Life 100%
Loss of Speech and Loss of Hearing 100%
Loss of Speech and Loss of Hand, Loss of Foot or Loss of Sight 100%
Quadriplegia 100%
Paraplegia 75%
Hemiplegia 50%
Loss of Speech or Loss of Hearing 50%
Loss of Hand, Loss of Foot or Loss of Sight of One Eye (any one each other) 50%
Unipelgia 25%
Loss of Thumb and Index Finger of Same Hand 25%

When you call for your FREE coverage, the NAA and Benefit Design Group have created an opportunity for you to add other benefits such as life insurance with long term care included, critical illness and an accident policy. Not available individually, these products are offered exclusively through the NAA Insurance Plus Program.

NAA also encourages you to investigate prices of the other insurance plans available. You may save substantial money compared to your current insurance. To learn more about these benefits, speak with a benefit counselor when you activate your AD&D benefit.

Along with these new benefits, the NAA Insurance Plus Program offers medical insurance that is available nationwide. Also available exclusively to NAA members is a guaranteed issue limited benefit medical plan. And, in upcoming months we will also being introducing an Errors and Omissions and Discount Bond Program, available exclusively to NAA members.



This is a benefit that is to be fully paid for you as a member of the National Auctioneers Association. Call to receive coverage before June 23rd, (866) 501-6195.

Here are a few details:

● **Universal Life with New Long-Term Care Benefit** – This combines permanent and portable life insurance protection with the potential to grow cash value. That means this insurance stays with you and your insured family members even if you change jobs or terminate employment. The cash value continues to grow the longer you have your policy and the premiums stay locked at the same rate throughout the life of the policy. Probably the most unique part of this insurance is the new long-term care benefit.

Your life insurance can actually pay up to two times the death benefit for long-term care expenses. This means that a $50,000 life insurance policy can now equal up to $100,000 in long-term care benefits. This policy is also available to your spouse and children.

● **Accident Insurance** -- Accident Select is an accident-only insurance policy that can help you and your insured family members cope with the cost associated with certain accidents. Accident insurance is not designed to replace health insurance, but rather to help pay for deductibles and other initial and after care items. This policy covers events like emergency room visits, transportation/lodging, ambulance, physical therapy, and many more. The best part is that it can cost under $15 a month.

● **Critical Illness**-- critical illness insurance is designed to help ease the burden of unexpected and expensive costs that usually accompany major medical conditions. This policy for conditions such as (but not limited to) cancer, heart attack, stroke, end stage renal failure, and major organ transplant surgery. This policy pays all benefit outside of any medical insurance.

For example a $100,000 policy pays $100,000 benefit upon diagnosis of the covered medical conditions. Being diagnosed with such conditions as heart attack and cancer can be very costly and create stress on you and your family, but this policy can help take some of the burden off.

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Investing in Our Future

Dear Friends,

Have you ever wondered what you could do to gain a competitive advantage and grow your business? Have you ever discovered the future by looking into the past? For the past year, NAF has been building a platform for long-term member return through "Investing in our Future." I want to personally thank all of the generous supporters for donating their time, talent and treasure to this effort.

In my time as President, I have heard many interpretations of what the NAA and NAF are working to accomplish through the National Initiative. While some interpretations are accurate, many of us would likely agree that a review of our goals and mission is helpful. As your President, I feel it is my responsibility to provide that clarification with the hope of unifying our members, meeting our needs and providing a foundation from which our industry can flourish.

Nearly two years ago, the NAA and NAF developed a bold vision with the aim of giving NAA members the tools to capitalize on the opportunities emerging in our booming industry. We have found that the most attractive deliverables are the national and state research products. The national research offered by NAA creates value for the membership by identifying the trends within the national landscape. State associations that are partnering with NAF to secure state research are enhancing the value proposition to their members as well.

During the past year, we have asked every member to support the Foundation by making a pledged gift. It has been our intention to make this request in a professional, yet urgent, manner. We have done our best to make this an opportunity to give, and not a demand of your resources.

Initial feedback surfaced resistance to personal solicitations, so we offered the opportunity to support our effort via direct mail. The early response has been positive, and I am thrilled to know that our effort is reaching our members in a manner they appreciate. In reviewing our progress, it is apparent that a significant number of members have yet to respond, but I am confident this is because they are considering our request before making an appropriate level of participation for their business.

We now find ourselves at a pivotal point in the program when we as a membership can make a unified statement. Every commitment makes a difference. However, some of you may be thinking, a pledge of $100 or $200 per year won't make a difference, so why bother? I want to share with you the knowledge that every dollar counts. Your participation makes a difference, as it inspires other members to make their own gift, and will instill the confidence our corporate partners share when investing in an organization that is supported by its constituency.

Therefore, I want to challenge every member who has not made a pledge to do so now by simply filling out the enclosed postage-paid pledge card and returning it to the Foundation. My goal is to have every member experience the satisfaction that comes from the joy of giving back to an industry that has served us all so well. Today, we can unify our voices to affirm the merits of the program to our states, to our fellow members and to the entire auction community. Please join me in making an investment in your future.

Sincerely,

Bill

William L. Sheridan, CAI, AARE, GPPA
President
National Auctioneers Association

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The great start to this extraordinary initiative is the result of these NAA members making significant pledge commitments.

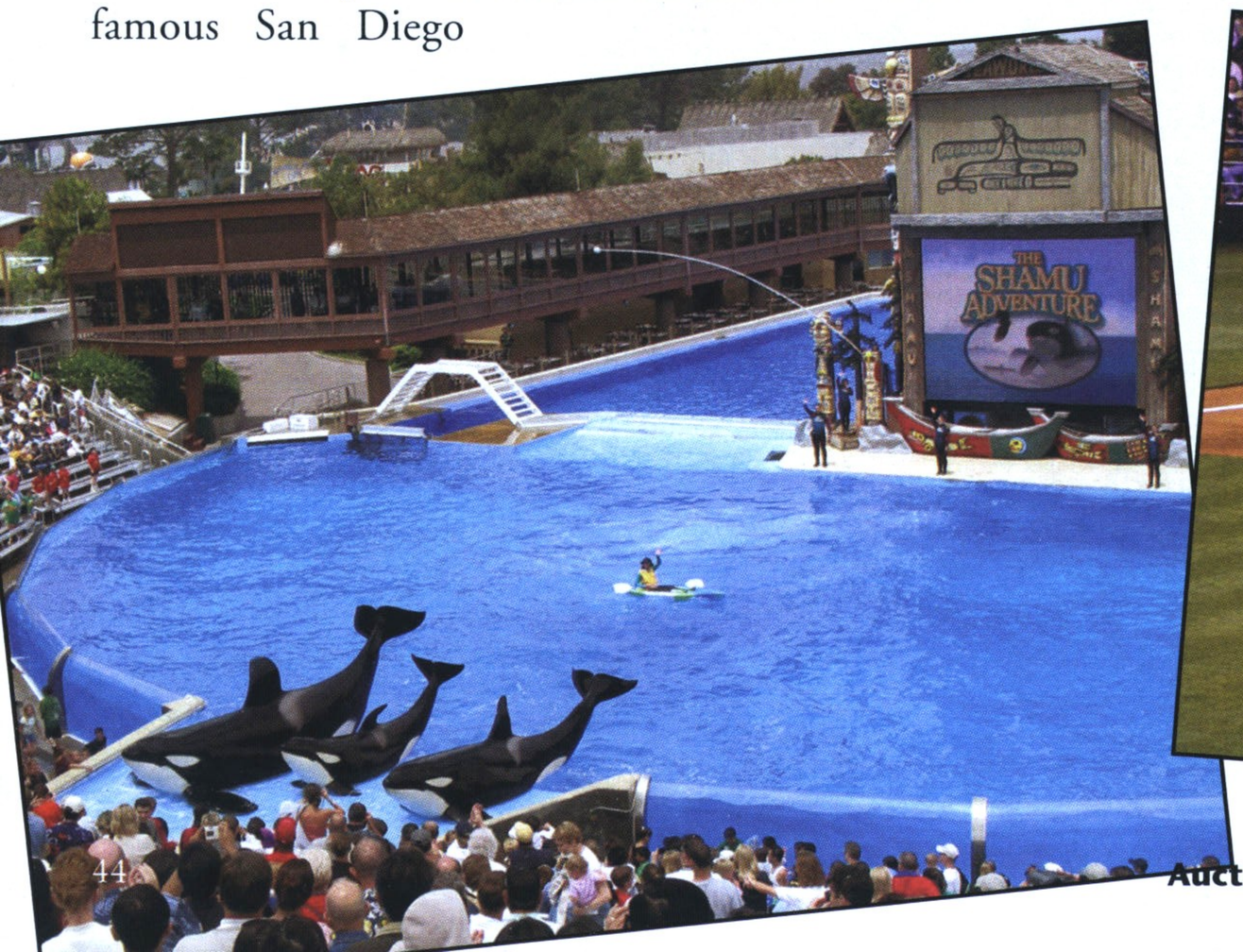
San Diego will be exciting location for 58th International Auctioneers Conference and Show

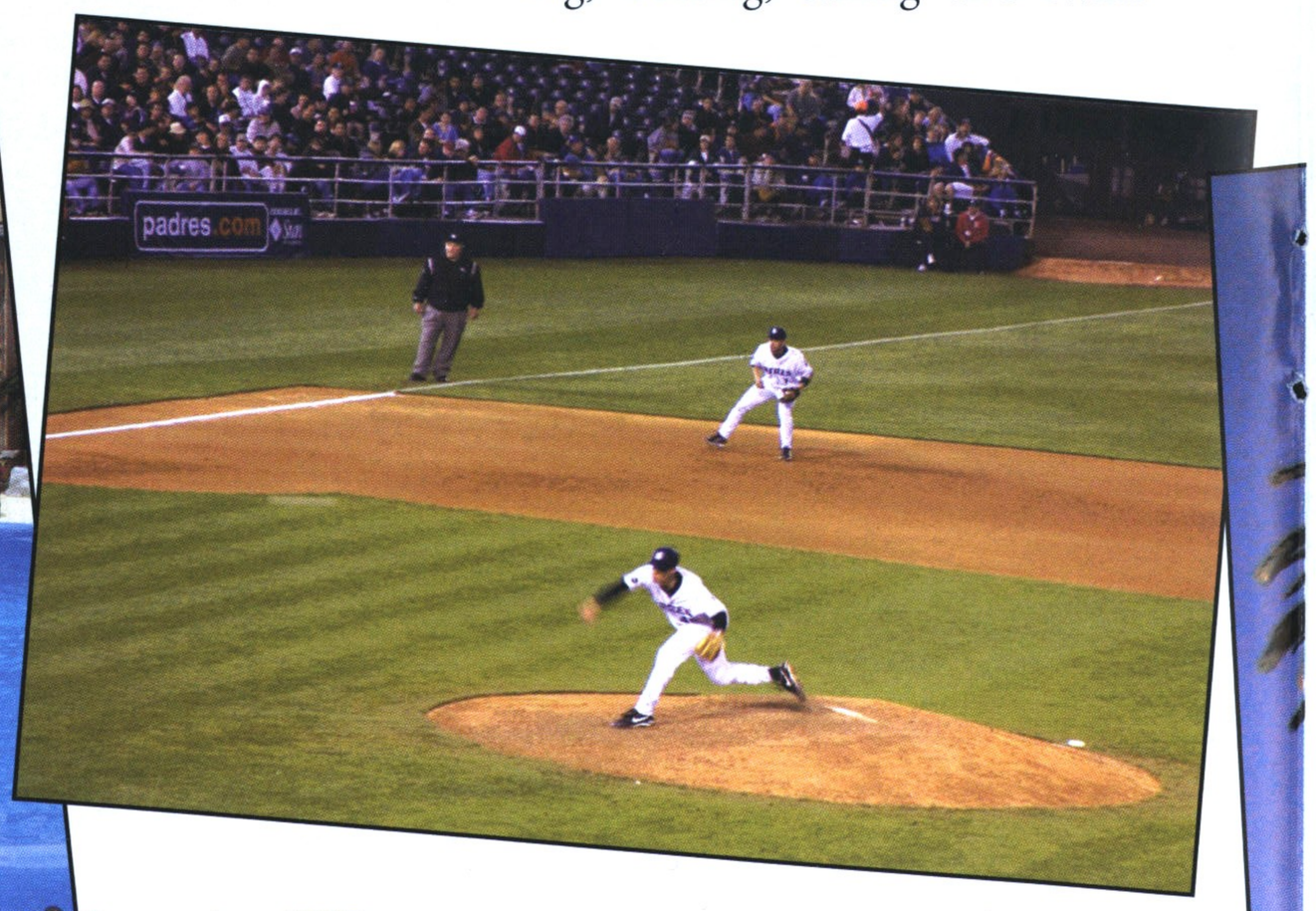
Robust attendance is expected at NAA's 58th International Auctioneers Conference and Show July 16 to 20 in San Diego, CA. Here are a few highlights of this great American city.

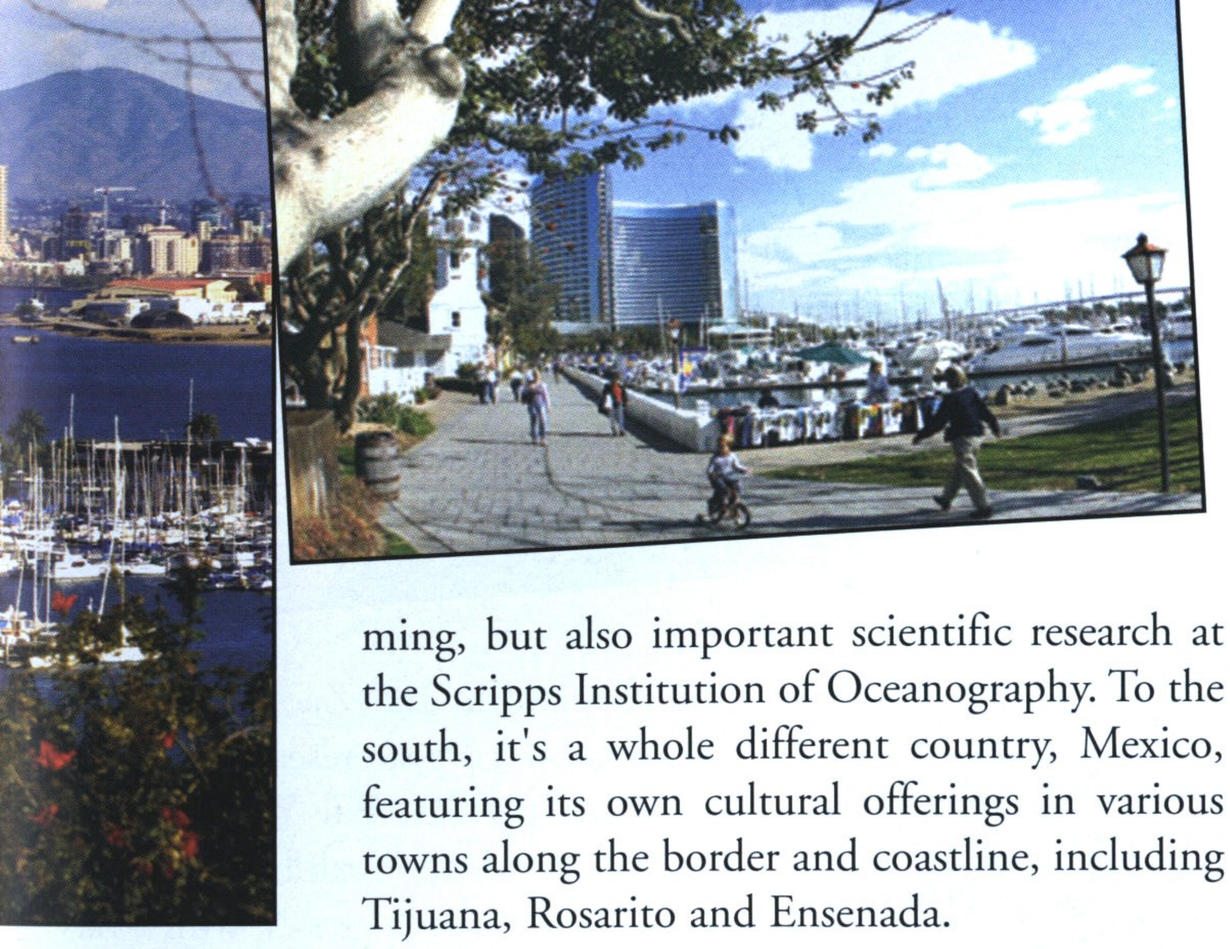
As California's second largest city, San Diego has a citywide population of nearly 1.3 million residents and more than 2.8 million residents countywide. Within its borders are 18 incorporated cities and many communities, including downtown's historic Gaslamp Quarter, Little Italy, Coronado, La Jolla, Del Mar, Carlsbad and Escondido.

San Diego is renowned for its idyllic climate, 70 miles of pristine beaches and a dazzling array of world-class family attractions. Popular attractions include the world-famous San Diego Zoo and Wild Animal Park, Sea World San Diego and LEGOLAND California.

In San Diego's East County, the terrain varies from gentle foothills to mile-high mountains and the historic mining town, Julian, down to the 600,000-acre Anza Borrego Desert State Park, offering nature-conscious visitors endless opportunities to hike, camp, fish, observe wildlife and much more. In San Diego's North County, the agricultural community produces quantities of flowers and magnificent produce. Wine growers are also making a mark by growing and harvesting quality grapes that become excellent wines, which are served at some of the most elegant restaurants and resorts in the region. Along the west, 70 miles of Pacific Ocean coastline not only supports year-round outdoor recreation, such as surfing, boating, sailing and swim-







ming, but also important scientific research at the Scripps Institution of Oceanography. To the south, it's a whole different country, Mexico, featuring its own cultural offerings in various towns along the border and coastline, including Tijuana, Rosarito and Ensenada.

Downtown

Downtown San Diego is one of the newest dynamic metropolitan areas in the country, and is a testament to years of redevelopment and urban revitalization.

At the center is the eclectic Gaslamp Quarter, a 16-block historic district, ablaze with over 100 restaurants, 40 nightclubs and bars, entertainment, and retail opportunities galore. There is also the new 42,000-seat PETCO Park, site of the hometown Padres baseball team. Nearby is the USS Midway Museum to explore the city's rich Navy heritage.

Boutique shopping and trendy cafes abound in colorful Little Italy; outdoor recreation, public art and nautical history fills downtown's waterfront, and the region's rich arts and culture is on display in the newly expanded San Diego Museum of Contemporary Art, which opened January 2007.

Downtown's multiple construction sites and cranes are evidence of a continuing building boom that includes new urban living, hotels, restaurants, retail, and art projects in its eight distinct neighborhoods –- Columbia, the Core, Cortez Hill, East Village, Gaslamp Quarter, Horton Plaza, Little Italy, and Marina. Following is list of these exciting developments that awaits visitors in San Diego's vibrant and diverse downtown urban center.

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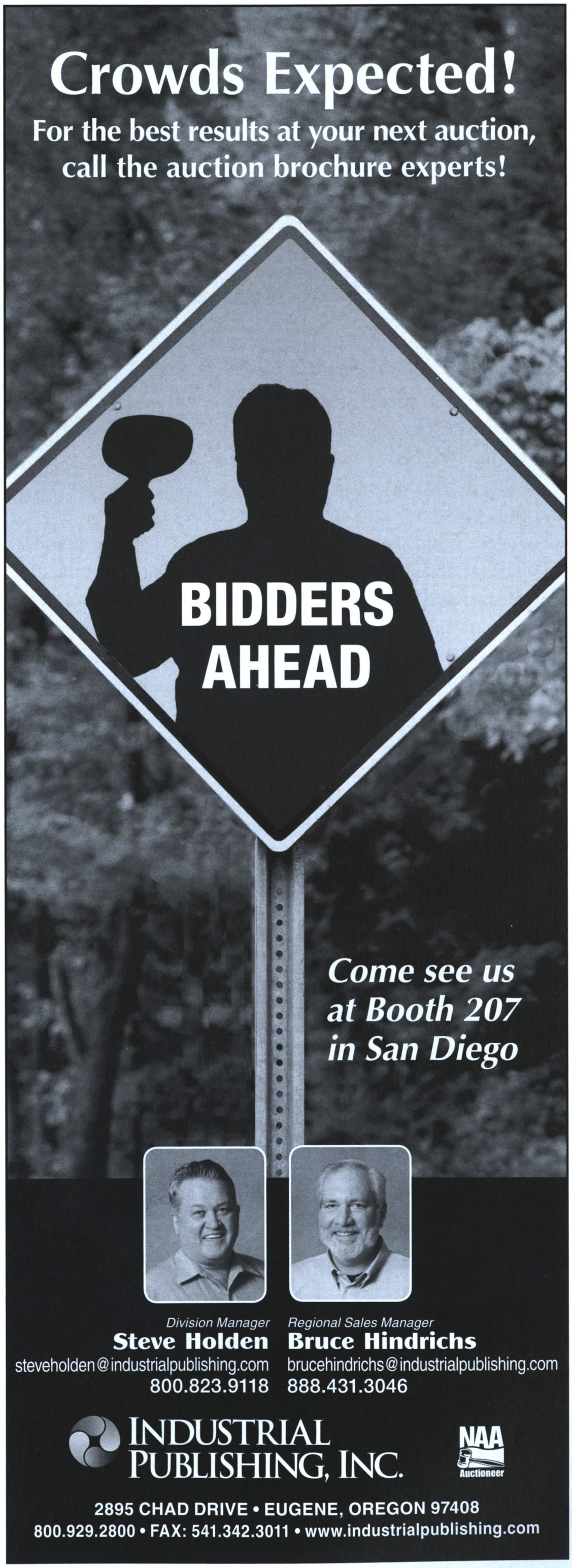

SeaWorld

Visitors to SeaWorld San Diego can venture beyond the public exhibits for a unique interactive experience with the park's arctic animals, including an in-pool personal encounter with beluga whales. Wild Arctic Interaction starts with a behind-the-scenes tour led by animal caretakers to visit enormous Pacific walruses and polar bears, where guests can learn about the animals' natural history, diets, anatomy, behavior, and more. Following the tour, guests slip into thick wetsuits and step onto two spacious ledges in the 55-degree beluga whale pool. Guests get a chance to touch and feed the beluga whales, as well as learn training hand signals that cue behaviors. Participants must be at least 13 years old to enter the water with the beluga whales; swimming skills are not required. The entire program lasts 70 minutes, including 20 minutes in the beluga whale pool. The program costs $160 and includes lockers, changing facilites and showers. Reservations are required. For more information, call 1-800-25-SHAMU ext. 7, or visit www.seaworldsandiego.com.

Zoo

The San Diego Zoo has had a love affair with giant pandas ever since two of the black-and-white bears came to visit in 1987. After years of red tape and tons of application paperwork, the Zoo and China agreed on a 12-year research loan of two giant pandas, Bai Yun and Shi Shi. A brand-new exhibit area was built for the panda guests, which has since been expanded and renovated and is now called the Giant Panda Research Station.

Next to the public panda viewing area is the building that houses the Giant Panda Team, made up of the pandas' keepers and researchers who observe and study giant panda behavior in an effort to learn all we can about these endangered bears. Be sure to stroll through the Giant Panda Discovery Center, located nearby. It includes a climb-in panda den, interactive exhibits, and even a chance to find out what pandas sound and smell like! A panda narrator is at the panda's main viewing area daily to share the latest news and to answer guests' questions about the "bamboo bears."

Coronado

Rising from water's edge on the quaint island of Coronado in San Diego, the Hotel del Coronado is considered one of America's most beautiful beach resorts.

A classic historic hotel, The Del was built in 1888 and des-

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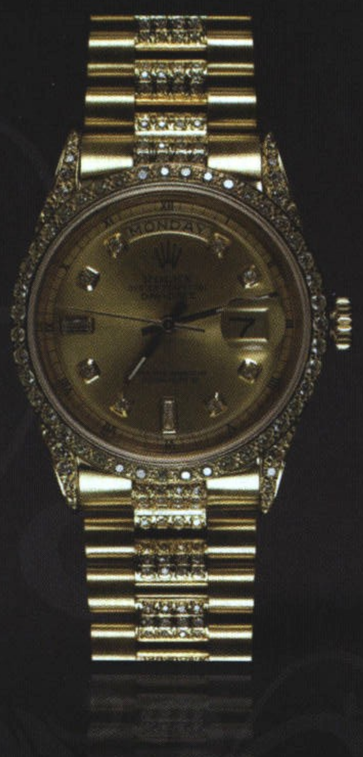

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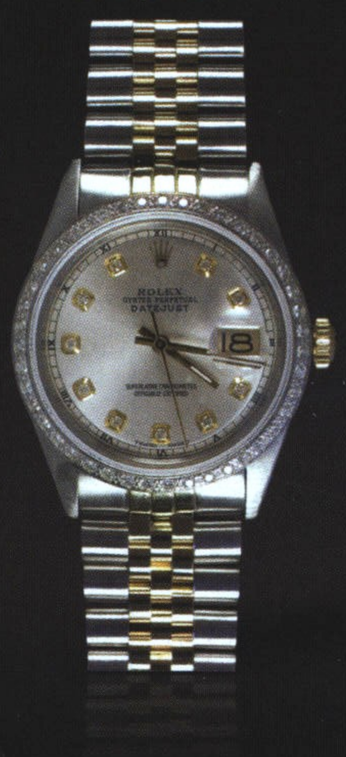

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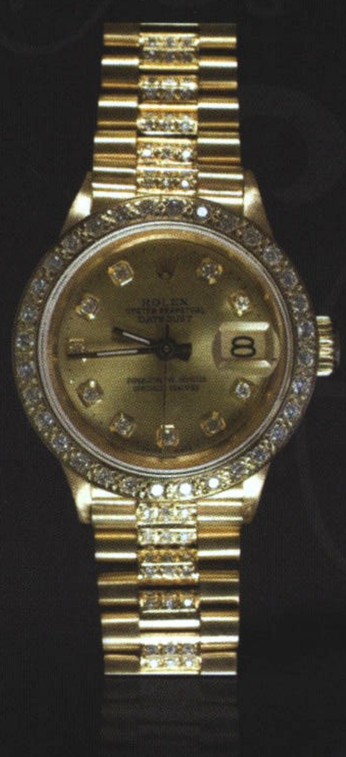

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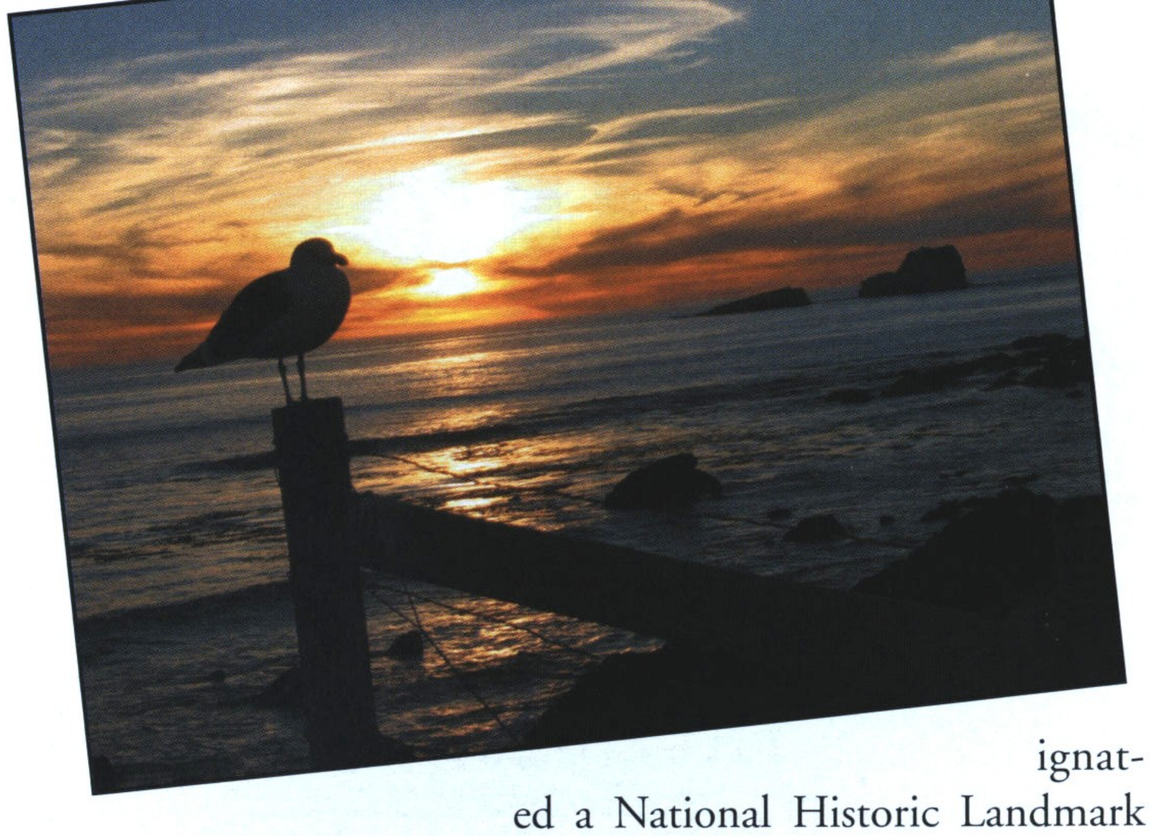

ignated a National Historic Landmark in 1977. Today, The Del offers travelers contemporary luxury in an enchanting Victorian atmosphere. Add the resort's beachfront location, and it's no wonder USA Today calls The Del "one of the top ten resorts in the world." The Del offers a quintessential San Diego resort vacation experience. For those seeking a romantic retreat, the resort's magical architecture and island setting are perfect. In fact, the Travel Channel rated The Del the number-one wedding destination in America. The Del is also a wonderful family vacation destination, featuring abundant recreation, as well as seasonal teen and children's programs. And, for getting down to business, meeting and incentive planners can work with over 65,000 feet of indoor and outdoor meeting and exhibition space.

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member services, continued from 20

ence. Having a mentor to advise you is a great way to have someone show you the ropes of the conference as well as what's happening in the industry. He or she will recommend which seminars to attend and they can introduce you to the movers and shakers of the industry as well as introduce you to the benefits of your professional association.

Once you meet your peers and become more at ease, you'll be surprised at how quickly you start networking, which has led many members to profitable business referrals and friendships. For those season veterans, you'll learn from your mentee. They'll have knowledge you don't have, because their coming into the profession and the industry without preconceived notions of how things work. So, what seems like a "green" idea, might have merit with a little coaching from the pros. Additionally, they might teach you a new job-specific skill or help you with your people-development skills, which you can use with your own staff.

An important part of this program will be the first-Timers and Mentors Orientation/Breakfast on Wednesday, July 18. Prior to the conference, mentors and first timers will be sent the name and contact info of the person they will be paired with, so they can connect briefly in the weeks before the conference. Then, they will meet at the breakfast on July 18. After that, it is up to you to develop you relationship and spend as much or little time together as you choose. Having a mentor can mean you'll always have someone to call….a lifetime mentor.

But don't forget to utilize your peers at this conference, and beyond. Ask them questions, learn about the industry and areas of opportunity from them.

If you are one of the NAA members who has never attended this conference, now is the time to give it a try. This event in San Diego will be the best ever presented by NAA, with around 75 seminars, roundtable discussions, contests, designation classes, a trade show and much more. It will get you energized, educated and even more excited about the auction industry and the auction profession.

NAA's Vice President Randy Wells, CAI, AARE, GPPA, CES summed up the importance of the conference in a comment during last year's event.

"I know the difference coming to this conference makes," he said. "I attended for the fist time in 1996 and immediately went home and implemented many of the great ideas I got at the conference."

You can do the same. If you're debating about playing this role or participating as a first timer, I challenge you to invest in this program and see what a difference it can make.

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State license laws regulating auctions

An overview of all 50 states; June 2007 update

The following pages contain an overview of the state laws that regulate auctions and Auctioneers. This information was compiled in recent weeks by NAA staff who contacted officials in each state. All 50 states are represented in alphabetical order, but not every state responded to update with 2007 information, so some listings are shown with 2006 details, as indicated by the date under the name of the state.

IMPORTANT NOTICE: NAA attempted to make this list as complete and timely as possible, but readers must be aware that states change their laws periodically, and some states may have altered their law after this magazine's press deadline. To find the most current information, contact the officials listed below for your state, and also check on the NAA website (www.auctioneers.org).

NAA thanks the National Auctioneer License Law Officials Association (NALLOA) for its help in compiling this information. The details below tell, as much as possible, about all licenses required, fees, reciprocity agreements with other states, examinations and continuing education requirements. State requirements vary widely. Some states require a general auction license, while others do not. Some cities and counties require a license, but their state does not. NAA hopes this is a helpful guide to state laws and reminds readers to consult their state office for the most current requirements.

Alabama

Updated 5/01/07

Requirements

An Auctioneer's license is required in the state of Alabama. Residents must be at least 19 years old and a citizen of the U.S. Additionally, they must: 1) have completed studies at an accredited Auctioneering School approved by the board; 2) served as an apprentice Auctioneer under a licensed Auctioneer in AL for one year; 3) served as the principal Auctioneer in at least five auctions of real or personal property; and finally 4) furnish proof of all the above. All Auctioneers must submit an application with two affidavits of endorsement. Additionally, Auctioneers must submit a letter of recommendation from their Sponsor. All applicants must hold a bond in the amount of $10,000. All applicants are required to take an exam, which is now done by computer based testing. All licenses expire on September 30 of each year following the year it is issued. (All licenses expire on Sept. 30, no matter the date of issuance.) Auctioneers who are licensed must display their license certificate openly in their office at all times.

Fees

Auctioneer Licensing Exam Fee: $100; Auctioneer License: $100 (submitted after approval for licensure); Apprentice Auctioneer License: $50 (submitted after approval for licensure); Reciprocal License Application: $135; Reciprocal Licensee: $100 (submitted after approval for licensure); Non-resident who lives in a non-licensing or non-reciprocating state; Application Processing Fee: $35; License Fee: $100 (submitted after approval for licensure)

Continuing Education

To locate approved CEU providers, please visit: http://auctioneer.alabama.gov/ApprvCEU.htm

Reciprocity

The Alabama State Board of Auctioneers does allow for reciprocity with certain states. The board has reciprocal agreements with the following states:
Arkansas; Georgia; Florida; Illinois; Indiana; Kentucky; Mississippi; North Carolina; Pennsylvania; South Carolina; Ohio; West Virginia; Louisiana; Tennessee; Texas; and Virginia. To find more information on how to apply for a reciprocal license with the state of Alabama, visit: http://auctioneer.alabama.gov/reciprocal.htm.

Contact

Keith Warren, Executive Director
Alabama State Board of Auctioneers
Phone: 334-269-9990, ext. 212 ● Fax: 334-263-6115 ● E-mail: ALAUCBD@aol.com ● www.auctioneer.alabama.gov

Alaska

As of 2006

Requirements

An auctioneer's license is not required for the state of Alaska. However, business license requirements may apply.
An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing. Statute AS 08.88.161 (1) requires a real estate license.

Contact

Department of Commerce, Community and Economic Development Division of Occupational Licensing
Rick Urion, Director
P.O. Box 110806, Juneau, AK 99811 ● Phone: 907-465-2534

Arizona

As of 2006

Requirements

An auctioneer's license is not required for the state of Arizona. However, requirements for transaction privilege (sales) tax must be met. A license application can be obtained by writing the Arizona Department of Revenue. You may access statutes, rules, rulings, and other important information at the Department's website located at www.azdor.gov.
An auctioneer is not required to hold a real estate license if a licensed Arizona real estate broker (authorized to handle all aspects of the real estate transaction) is present and supervising the auction of real property. An unlicensed person engaged to perform the services of an auctioneer shall not be compensated based upon the sale or amount of sale of the real estate, but may be compensated on an hourly rate or flat fee for the services provided. See Department of Real Estate Substantive Policy Statement No. 28, Auction of Real Property, by accessing www.re.state.az.us. Please contact the Arizona Department of Real Estate at (602) 468-1414 for questions pertaining to real estate licensing matters.
An auctioneer is required to hold a real estate license if he/she is handling all aspects of a real estate auction, including the closing. (According to Arizona Department of Real Estate.)

Contact

Arizona Department of Real Estate

Connie Johnson, Deputy Director of Licensing
2910 N. 44th St., Suite 100 ● Phone: 602-468-1414 ext. 315 ● www.re.state.az.us

Arizona Department of Revenue - License and Registration Section
1600 W. Monroe, Phoenix, AZ 85007 ● Phone: 602-542-4576 ● 800-634-6494, toll-free in state ● www.revenue.state.az.us

Arkansas

Updated 5/01/07

Requirements

The Arkansas Auctioneers Licensing Board in the state of Arkansas requires all Auctioneers to obtain a license. Applicants must be at least 18 years of age and have completed a notarized Application, including form CM600. Additionally, Auctioneers must do all the following: 1) Complete an Arkansas State Police Identification form; 2) Complete FBI Fingerprint Cards (2) (contact the AALB for information on this) 3)a current photo; 4) Letters of good standing from all states in which you currently hold a license in; 5) Must sit for a written exam and conduct a mock auction for oral exam; 6) Pay all appropriate fees listed below. Arkansas does not require Auctioneers to attend auction school in order to obtain a license. Licenses expire on June 30th of each year after issuance. There is no bond requirement for Auctioneers in this state because an Auctioneer Recovery Fund exists. Auctioneers contribute to this fund with their initial license fee.

Fees

Auctioneer License Exam: $100; License Fee and Recovery Fund Fee: $200; State Background: $20 (Check or Money Order made payable to AALB); Federal background: $24 (Check or Money Order made payable to the Arkansas State Police)
Reciprocal License: Licensure Fee: Contact AALB Office for fee amount; State Background Check: $20 (Money Order or Check made payable to AALB); Federal background: $24 (Check or Money Order made payable to the Arkansas State Police); Recovery Fund Fee: $100
Non-resident and live in a non-licensed state or non-reciprocal state: Exam Fee: $100; License Fee and Recovery Fund Fee: $200; State Background Fee: $20 (Checks only made payable to AALB); Federal background: $24 (Check or Money Order made payable to the Arkansas State Police)

Continuing Education

All Auctioneers are required to complete six hours per year from an approved sponsor of continuing education.

Reciprocity

The state of Arkansas does allow for reciprocal licensing with certain states. Additionally, those requesting reciprocal licenses must do the following: 1) submit a notarized application for license; 2) complete an Arkansas State Police Identification form; 3) complete FBI Fingerprint Cards (to obtain contact the AALB); 4) submit a current photo; 5) Pay all fees listed below; 6) submit letters of good standing from all states in which you currently hold a license; and 7) complete a notarized consent to service of jurisdiction form. Additionally, Arkansas has reciprocal agreements with the following states: Alabama, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Mississippi, North Carolina, Tennessee, Texas, and Wisconsin.

Contact

Kristy Arnold, Secretary/Treasurer
Arkansas Auctioneers Licensing Board
101 E. Capitol, Suite 112 Little Rock, AR 72201 ● Phone: 501-682-1156 ● Fax: 501-682-1158 ● E-mail: kristy.arnold@arkansas.gov ● www.aralb.com

California

As of 2006

Requirements

An auctioneer license is not required in the state of California. As of September 1992, the Auctioneer Commission formerly under the California Department of Consumer Affairs was eliminated. Currently there is no state agency that regulates or issues licenses to Auctioneers or auction companies. Individual counties may require a license.
A real estate license (broker's license) is required if an auctioneer is handling all aspects of a real estate auction, including the closing. A real estate license is not required; however, for an auctioneer only calling bids at a real estate auction.
A surety bond is required and must be filed with the office of the Secretary of State for the state of California.

Contact

Office of the Secretary of State - Kevin Shelley, Secretary of State
1500 11th Street Sacramento, CA 95814 ● Phone: 916-653-6814 ● www.ss.ca.gov

Department of Real Estate Enforcement Division
PO Box 187000 Sacramento, CA 95818-7000 ● Phone: 916-227-0864 ● Fax: 916-227-0863 ● www.dre.ca.gov

Department of Consumer Affairs
1625 N. Market Blvd. Suite N112 Sacramento, CA 95838 ● 916-445-1254 ● www.dca.ca.gov

Office of the Attorney General - Jerry Brown, Attorney General
Public Inquiry Unit
P.O. Box 944255 Sacramento, CA 94244-2550 ● VOICE 1-800-952-5225 (Toll-free in CA) or (916) 322-3360

Colorado

As of 2006

Requirements

An Auctioneer's license is not required for the state of Colorado. An auctioneer must hold a real estate license if he/she is handling all aspects of a real estate auction, including the closing. The brokers act requires that real estate auctions be conducted by a licensed broker and defines the activity as "...offering, attempting or agreeing to auction real estate, or interest therein, or improvements affixed thereon. ..." (CRS 12-61-101(2)(f)). However, a real estate license is not required if an auctioneer is only calling bids at a real estate auction but not engaging in subsequent negotiations, document drafting and the handling of earnest money.

Contact

Division of Real Estate - Fran Winston, Chief of Enforcement
1900 Grant St., Suite 600 Denver, CO 80203 ● Phone: 303-894-2166 ● Fax: 303-894-2683 ● Email: info@dora.state.co.us ● www.dora.state.co.us/real-estate

Connecticut

As of 2006

Requirements

A general Auctioneer's license is not required in the state of Connecticut. There may be licensing requirements for some cities throughout the state.
Auctioneers do not need a license from the Department of Consumer Protection. However, if they are selling upholstered furniture or bedding they still would require a second-hand dealers license and sterilization permit from the Department. Contact the DCP Product Safety Unit at (860) 713-6115.
An Auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing.

Contact

Trade Practices Division of the Department of Consumer Protection - Richard Maloney, Director
165 Capitol Avenue ● Hartford, CT 06106 ● Phone: 860-713-6100 ● http://www.ct.gov/dcp

Delaware

As of 2006

Requirements

A business license is required to conduct an auction in the state of Delaware. Application can be accessed through this link: www.state.de.us/revenue/obt/taxtips/tt-auctioneer.htm. The business license issued by the Division of Revenue is not a regulatory license. Many local jurisdictions have requirements for a business license and may have restrictions concerning the locations of conducting the referenced business activity. Check with the local government office in the town, city or county in which the auctioneer will conduct business. An auctioneer is not required to hold a real estate license according to Chapter 29, Title 24 of the Delaware Code.

Fees

Resident Auctioneer License: $75 annually, $25 for each additional location; Non-Resident Auctioneer License: $225 for each county in which they work

Contact

Division of Revenue - Ronald Kaminski
820 N. French Street Wilmington, DE 19801 ● Phone: 302-577-8778 ● Email:Ronald.kaminski@state.de.us www.state.de.us/revenue

Delaware Real Estate Commission - Joan B. O'Neill, Administrative Specialist
Cannon Building, Ste. 203 861 Silver Lake Blvd., Dover, DE 19904 ● 302-744-4519 ● Fax: 302-739-2711 ● Email: joan.b.oneill@state.de.us ● www.professionallicensing.state.de.us

Office of the Attorney General - Joseph "Beau" Biden, III
820 N. French Street ● Wilmington, DE 19801 ● 302-577-8338 ● http://www.state.de.us/attgen

District of Columbia

As of 2006

Requirements

An auctioneer's license is required for the District of Columbia. Requirements for license applicants: Applicants must submit a letter of good standing (if a corporation) and a business experience form, and miscellaneous application. In addition, applicants must have an interview with the Metropolitan Police Department. A real estate license is not required if an auctioneer is calling bids or handle other aspects of a real estate auction, including the closing. An auctioneer's license is not required to call bids or to handle the other aspects of a real estate auction, such as closing. The District of Columbia does not require an examination. The District of Columbia does not require a bond. The District of Columbia does not maintain its own recovery fund. Recovery is restricted to claims involving real estate licensees.

Fees

Annual license fees: $237 for auction sales, $578 for Auctioneers (with a $35 application fee and a $10 endorsement fee); Temporary Auctioneer (seven days) fee $100.

Continuing Education

The District of Columbia does not require continuing education for auctioneers.

Contact

Department of Consumer and Regulatory Affairs - Patrick Canaban, Psy, Director
941 North Capitol Street, NE, Suite 1100 ● Washington, DC 20002 ● 202-442-4311 ● Email: bbl.infocenter@dc.gov ●http://mblr.dc.gov/information/bbl/index.asp

Florida

Updated 5/01/07

Requirements

The state of Florida requires all auctioneers to obtain an auctioneer License in order to conduct an auction. Applicants must be 18 years old and must have served as an apprentice for at least one year, or have completed at least 80 classroom hours of instruction that meets standards adopted by the board. Additionally, all applicants must pass a required exam. Auctioneers are required to hold an escrow account. Licenses are renewed in November of odd-numbered years. Upon receiving their license, Auctioneers are required to display their license in their place of business. If applying for an initial Auctioneer License by examination, the following requirements must be met: 1) must complete an application; 2) completion of a license verification form (in which you have ever held a license.) Additionally, Auctioneers must show proof of one year apprenticeship approved by the Florida Board of Auctioneers or must have completed training at an auction school with at least 80 classroom hours of instruction, that metts the standards adopted by the board and provide proof of completion.

Fees

Auctioneer License by Exam: $446; Apprentice applying for Auctioneer License: $205; Reciprocity License: $230

Continuing Education

Florida does not require continuing education for licensed Auctioneers.

Reciprocity
Florida currently has reciprocal agreements with the following states: Alabama, Arkansas, Massachusetts, Georgia, Illinois, Indiana, Kentucky, Louisiana, Mississippi, New Hampshire, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia, and Wisconsin.

Contact
Florida Board of Auctioneers - Anthony Spivey, Executive Director
1940 North Monroe Street, Tallahassee, FL 32399 ● 850-487-9597 ● Fax: 850-591-4254 ● E-mail: Call.center@dbpr.state.fl.us (Include "Auctioneers" in the subject line)
www.myflordia.com/dbpr/pro/auct/auc_index.shtml

Georgia

Updated 5/01/07

Requirements
The Georgia Auctioneers Commission requires an Auctioneers License. Applicants must be 18 years or older; must have graduated from high school or obtained a GED; must complete an application; must submit a letter of certification of completion from an approved Auction School; and must pay required fees listed below. Licenses for auctioneers expire biennially and must be renewed. All licensees must carry with them (when participating in Auctioneering Business) their Georgia Auctioneer's License ID card. Additionally, Auctioneers are required by the State of Georgia to obtain a real estate broker license if they sell/auction real property.

Fees
Auctioneer License Application: $100; Auctioneer License Fee: $200; Recovery Fund Fee: $150 (check made payable to GA Auctioneers Recovery Fund); Renewal Fee (Received by Feb. 28 of renewal year): $150; Late Renewal Fee (received between Feb. 28 and May 31): $250; Reinstatement of License Fee: $400

Continuing Education
The Georgia Auctioneers Commission requires eight hours of continuing education biennially.

Reciprocity
The Georgia Auctioneers Commission is authorized by Georgia law to consider in its discretion licensure by reciprocity for applicants who are licensed in other states with similar licensing requirements. In order to apply for a reciprocal license, applicants must do the following: submit an application and current photo; provide proof and information on their escrow account; submit a letter of certification from the State where you are licensed; and finally submit the required fees listed on the fee schedule.

Contact
Georgia Auctioneers Commission
PO Box 13446 ● Macon, GA 31208 ● Phone: 478-207-2440 ● Fax: 478-207-1354 ● www.sos.state.ga.us/plb/auctioneer/

Hawaii

As of 2006

Requirements
An auctioneer's license may be required in some cities or counties in which the auctioneer operates. Check your city or county offices for more information. A Hawaii real estate broker, who has a listing contract with an owner of real property to offer to sell it through an auction process, may employ or contract with an auctioneer to call the bids. This auctioneer may require a county auctioneer license, shall call the bids in the presence of the real estate broker, and cannot offer to sell the real property unless properly licensed as a real estate broker. (According to Real Estate Branch, Hawaii Professional & Vocational Division.) An Auctioneer is required to hold a Hawaii real estate broker's license if offering real property for sale through an auction process, including acting as an agent of the owner of the real property. (According to Real Estate Branch.)

Fees
Annual license fees may vary by city or county.

Contact
Professional and Vocational Licensing (PVL)
P.O. Box 3469 ● Honolulu, HI 96801 ● Phone: (808) 586-3000 ● Email: pvl@dcca.hawaii.gov ● Email: pvlexam@dcca.hawaii.gov

City and County of Honolulu - Customer Service
P.O. Box 30310, Honolulu, Hawaii 96820 ● (808) 733-2540

Idaho

As of 2006

Requirements
54-2002. LICENSURE REQUIRED. No person shall engage in the business or act in the capacity of real estate broker or real estate salesperson in this state without an active Idaho real estate license therefore. Unless exempted from this chapter, any single act described within the definitions of "real estate broker" or "real estate salesperson" shall be sufficient to constitute "engaging in the business" within the meaning of this chapter. Any person who engages in the business or acts in the capacity of real estate broker or salesperson in this state, with or without an Idaho real estate license, has thereby submitted to the jurisdiction of the state of Idaho and to the administrative jurisdiction of the Idaho real estate commission, and shall be subject to all penalties and remedies available under Idaho law for any violation of this chapter. "Real estate broker" means and includes: a. Any person other than a real estate salesperson, who, directly or indirectly, while acting for another, for compensation or a promise or an expectation thereof, engages in any of the following: sells, lists, buys, or negotiates, or offers to sell, list, buy or negotiate the purchase, sale, option or exchange of real estate or any interest therein or business opportunity or interest therein for others; b. Any actively licensed broker while, directly or indirectly, acting on the broker's own behalf; c. Any person who represents to the public that the person is engaged in any of the above activities; d. Any person who directly or indirectly engages in, directs, or takes any part in the procuring of prospects, or in the negotiating or closing of any transaction which does or is calculated to result in any of the acts above set forth; e. A dealer in options as defined in this section.

Contact
Idaho Real Estate Commission
633 N 4th Street, PO Box 83720 Boise, ID 83720-0077 ● 208-334-3285 ● Toll Free in Idaho: 866-447-5411 ● Fax: 208-334-2050 ● www.idahorealestatecommission.com
www.accessidaho.org ● www.irec.idaho.gov/guides/guideline22-05.pdf

Illinois

Updated 5/01/07

Requirements

An auctioneer is required to obtain a license in the state of Illinois. Applicants must be 18 years of age and have graduated from high school or obtained a G.E.D. All applicants must take a written examination for licensure. Auctioneers may conduct auctions on a 45-day-permit sponsor card without having first passed the examination. For more information visit: http://www.idfpr.com/DPR/RE/auctioneers.asp

Internet Auction Listing Services Requirements: In Illinois, under the Auction License Act, all Internet Auction Listing Services are required to register with the state. Registration is $200 and renewal application fees are $450 for a two-year renewal. For more information visit: http://www.idfpr.com/dpr/re/NEWS/IALSReg.asp

Exceptions to Auctioneer License Requirements: The following list is not required to be licensed as an Auctioneer: a. Nonprofit organizations conducting an auction solely for charitable purposes; b. Any person who is the rightful owner of real or personal property sold or leased at auction; except for persons who as a normal course of business sell or lease property at auction; c. Any person who holds a valid broker or salesperson license under the Real Estate License Act who will be conducting an auction of real property; d. A registered livestock market agency business who employs licensed livestock Auctioneers; e. A vehicle dealer licensed by the state; f. A person under the age of 18, while under the direct supervision of a licensed Auctioneer and sells items under a $250 value.

Fees

Auctioneer License Application: $200; Renewal Auctioneer License Application: $450; Associate Auctioneer License Application: $100; Renewal Associate Auctioneer License Application: $250

Continuing Education

All auctioneers and associate auctioneers must complete 12 hours of continuing education courses approved by the advisory board. For more information: http://www.ilga.gov/commission/jcar/admincode/068/068014400C03100R.html. Six hours of the required 12 shall be from the following mandatory core subjects: a. Illinois statutes and rules governing auctioneering; b. Federal statutes and regulations governing auctioneering; c. Auctioneering ethics; d. Escrow and trust accounts; e. Contracts; f. Other subject matters approved by the board. Additionally, each renewal applicant may take the remaining 6 CE hours from any of the core mandatory subjects or may complete them from the elective subject categories; a. agency; b. business courses related to auctioneering; c. real estate related courses; d. auction management; e. bid calling; f. public speaking; g. advertising; h. specialty auction courses; i. other subject approved by the board. Auctioneers are exempt from CE for his or her first renewal pursuant to the Auction License Act, Section 10-30 (b)(2).

Reciprocity

The state of Illinois has reciprocity agreements with the following states: Alabama; Arkansas; Florida; Indiana; Massachusetts; Mississippi; Ohio; Tennessee; Texas; and Wisconsin. For more information on Illinois reciprocity, visit: http://www.idfpr.com/dpr/re/AucReciprocity.asp. *The reciprocity agreement between Illinois and Kentucky has been terminated. Additionally, continuing education from Kentucky is no longer accepted toward renewal of an Illinois Auction License.

Contact

Susan Sigourney - Auction Division, Real Estate Licensing Division
500 East Monroe Street Springfield, IL 62701 ● Phone: 217-785-9640 ● Fax: 217-782-2549 ● http://www.idfpr.com/dpr/re/auctioneers.asp

Indiana

Updated 5/01/07

Requirements

An auctioneer license is required in the state of Indiana. All applicants must be at least 18 years of age and have completed at least 80 hours of auction instruction from an approved auction school. Applicants must take a written exam. All licenses expire at midnight on February 28th every fourth year on the even year.
http://www.in.gov/pla/bandc/auction/statruls.html

Fees

Auctioneer License fee: $70; Auctioneer Application fee: $35; Auctioneer Renewal fee: $70; Reciprocal License fee: $70; Reciprocal Application fee: $35

Continuing Education

Auctioneers are required to complete 16 hours of CE from a provider approved by the Commission. An Auctioneer who is initially licensed in the fourth year of a renewal period is exempt from the CE requirement for that renewal period only. Auctioneers must complete at least six actual hours of courses in any of the following core subjects: a. Indiana rules and statutes governing auctioneering; b. Federal statutes governing auctioneering; c. Auctioneering ethics; d. Escrow and trust funds; e. Contracts; f. Any other subject matter approved by the commission. Auctioneers must take at least 10 actual hours of courses in any of the following elective subjects: a. Agency; b. Business courses related to auctioneering; c. Auction management; d. Bid calling; e. Public speaking; f. Advertising; g. Specialty auction topics.

Reciprocity

The state of Indiana has reciprocal agreements with the following states: Alabama, Arkansas, Florida, Georgia, Illinois, Kentucky, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Virginia, and West Virginia. Applicants for reciprocity must submit two written statements of good standing from the state which they are licensed and reside in.

Contact

Deborah Widemon - Indiana Professional Licensing Agency
402 W. Washington St., RM W072 Indianapolis, IN 46204 ● 317-234-3050 ● Fax: 317-233-5559 ● dwidemon@pla.IN.gov ● http://www.in.gov/pla/bandc/auction/

Iowa

As of 2006

Requirements

A general Auctioneer's license is not required in the state of Iowa. There may be licensing requirements for some cities throughout the state. Access city information: http://www.iowa.gov/state/main /livingcities.html. However, if an auctioneer is selling livestock or animals, there is a state licensing requirement and should contact the Animal Industry Bureau within the Department of Agriculture for more information. The Iowa Auctioneers Association may also be able to help answer questions about city requirements at www.iowaauctioneers.org or iaa1949@hotmail.com.

Contact

Iowa Department of Agriculture & Land Stewardship, Animal Industry Bureau - Patty Judge, Secretary
Wallace Building - 502 East 9th Street Des Moines, IA 50319 ● Phone: 515-281-7583 ● Email: agri@idals.state.ia.us ● www.agriculture.state.ia.us

Kansas

Updated 5/01/07

Requirements

Auctioneers who auction new goods, wares or merchandise that has not been previously sold in retail, must obtain a license in the county or city the auction will be held in. Auctioneers are required to file an application not less than ten days prior to the date of the auction. Included with the application, Auctioneers must list a detailed inventory and description of all goods to be auctioned. Additionally, applicants must file and deposit with the clerk a bond issued by a corporate surety in Kansas, in the sum of three times the cost to the vendor of the merchandise proposed to be offered auctioned. Within ten days after the last day of the auction, the Auctioneer must file with the city the auction was held in, an inventory of the goods auctioned and the price received. www.kslegislature.org/cgi-bin/statutes/index.cgi (Chapter 58, Article 10.)

Fees

Application fee: $25/per day of the auction.

Contact

Office of the Attorney General - Paul Morrison, Attorney General
120 SW 10th Avenue, Topeka, KS 66612 ● Phone: 785-296-2215 ● Kansas Web Site: www.kansas.gov

Kentucky

Updated 5/01/07

Requirements

The state of Kentucky requires all Auctioneers to obtain a license. Applicants must be at least 18 years of age; have a high school diploma or GED. Additionally, if applying as a principal Auctioneer must have been licensed as a Kentucky Apprentice Auctioneer for two years and must have participated as a bid-caller in at least ten auctions during the twelve months before applying for the exam. All applicants must complete a written exam and pay appropriate fees.

Fees

Principal Auctioneer Examination Fee: $100; Initial License Fee: $130; Initial Reciprocal License Fee: $230 for most applicants; Annual Renewal License Fee: $130

Continuing Education

A principal auctioneer completes six hours of continuing education each license year. An apprentice auctioneer or auction house operator completes three hours of continuing education each license year. A reciprocal licensee, whose home state does not require CE, completes six hours of continuing education each license year. License year = July 1st through June 30th

Reciprocity

The Kentucky Board of Auctioneers has reciprocity agreements with the following states: Alabama; Arkansas; Florida; Georgia; Indiana; Louisiana; Massachusetts; Mississippi; North Carolina; Ohio; Pennsylvania; Rhode Island; South Carolina; Tennessee; Texas; Virginia; West Virginia; and Wisconsin. Requirements for obtaining a reciprocal license in Kentucky: 1) resident of the reciprocal state, 2) licensed as an auctioneer for at least one year in that reciprocal state, 3) submission of a Letter of Good Standing or License Certification from that state, and 4) submission of an application and the related fee. http://auctioneers.ky.gov/reciprocity.html

Contact

Janet McWilliams, Administrative Director - Kentucky Board of Auctioneers
9112 Leesgate Road, #5 Louisville, KY 40222 ● Phone: 502-429-7145 ● Fax: 502-429-7147 ● Email: auctioneers@ky.gov ● http://auctioneers.ky.gov

Louisiana

Updated 5/01/07

Requirements

The state of Louisiana requires Auctioneers to be licensed. Applicants must be 18 years of age and must be a citizen of the US and legal resident of the state. Applicants must have good moral character and cannot have a felony conviction and must have done one of the following: attended and completed Auction School or completed a one year apprenticeship with a licensed Louisiana Auctioneer. Applicants are required to take an exam in conjunction with filing an application. The examination is given six times per year. All licenses expire annually on December 31. Licenses are valid January 1-December 31 of each year. Applications for renewal must be submitted no later than November 1.

Fees

Auctioneer License: $300; Auctioneer Renewal Fee: $150; Reciprocal License Fee: Visit http://www.lalb.org/fees_recip.htm to find out your reciprocal fee for your state.

Continuing Education

Louisiana requires Auctioneers to obtain six hours of continuing education each year, from an approved source.

Reciprocity

In order to be eligible for a reciprocal license, you must be a legal resident of the reciprocal state from which you are applying. Louisiana currently has reciprocity with the following states: Alabama, Arkansas, Florida, Georgia, Kentucky, Mississippi, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Contact

Louisiana Auctioneers Licensing Board - Sherrie Wilks, Executive Assistant
8017 Jefferson Hwy., Suite A-2 Baton Rouge, LA 70809 225-922-2329 Fax: 225-925-1892 auctionboard@eatel.net
www.lalb.org

Maine

Updated 5/01/07

Requirements

An auctioneer's license is required in the state of Maine. License applicants must pass a state exam. Examinations are given six times annually. A real estate license is required if an auctioneer is handling all aspects of a real estate auction, including the closing. A real estate license is not required, however, for an auctioneer only calling bids at a real estate auction. A person is required to hold an auctioneer's license to call bids at a real estate auction. The state of Main requires a bond in the amount of $10,000.
The state of Maine does not maintain its own recovery fund.

Maine (continued)

Fees
Annual license fee is $125.Examination fee for an auctioneer is $100 plus an application fee of $50.

Continuing Education
The state of Maine does not require continuing education.

Reciprocity
The state of Maine does not have reciprocity agreements with any other states.

Contact
Department of Professional & Financial Regulation- Board of Licensing of Auctioneers- Deborah A. Fales
#35 State House Station, Augusta, ME 04333 ● Phone: (207) 624-8521 ● Email: Deborah.A.Fales@maine.gov

Maryland

As of 2006

Requirements
Maryland State government does not issue licenses specifically for Auctioneers. However, Auctioneers are required to register with the State and County Government under certain conditions: 1. A company conducting business in Maryland must register with the Department of Assessments and Taxation. If the company is located outside of Maryland, they would register as a foreign company doing business in Maryland; 2. Maryland companies may use the Combined Registration Application or call 410-767-1313 to establish business tax accounts (including sales tax accounts). Maryland companies can use the same Combined Registration Form to set up unemployment insurance accounts. (Have your FEIN available.); 3. Auctioneers should contact the Clerk of the Circuit Court in each Maryland County in which auctions are conducted to determine if the auctioneering business may need business licenses from any of the Clerk's Offices; 4. Check County requirements by going to the "County Licenses" link on Maryland's Business License Information System.

Contact
Maryland Department of Business and Economic Development
217 East Redwood Street, Baltimore, Maryland 21202 ● Phone: 410-767-6799 ● 888-ChooseMD - 888-(246-67363 ● http://www.choosemaryland.org/

Office of the Attorney General - Doug Gansler, Attorney General
200 St. Paul Place, Baltimore, MD 21202 ● Main telephone number (410) 576-6300 or (888) 743-0023 toll-free in Maryland

Department of Assessments and Taxation (410) 230-1184 ● Labor License & Regulation (410) 230-6271

Massachusetts

Updated 5/01/07

Requirements
The state of Massachusetts requires all Auctioneers to obtain a license. Applicants must be 18 years old and must have completed and attended a recognized auctioneer school. Applicants must pass a written exam and post a $10,000 bond. All applications must be accompanied by two letters of recommendation signed by licensed Auctioneers.

Fees
Application fee: $100
License Renewal: $100

Continuing Education
Massachusetts does not require continuing education.

Reciprocity
The state of Massachusetts currently has reciprocity agreements with the following: Florida, Kentucky, New Hampshire, Mississippi, North Carolina and Illinois.

Contact
Massachusetts Division of Standards - Donna Cosco
One Ashburton Place, Room 1115, Boston, MA 02108 ● Phone: (617) 727-3480 ext. 21134 ● Email: donna.cosco@state.ma.us ● http://www.mass.gov/

Michigan

As of 2006

Requirements
An Auctioneer's license is not required for the state of Michigan. However, some cities and/or counties may require a license. Contact your city/county offices for more information. (Michigan has three bills that have been introduced to license Auctioneers. None of them have made it out of committee.) A real estate license is required if an Auctioneer is handling all aspects of a real estate auction, including the closing. A real estate license is not required, however, for an Auctioneer only calling bids at a real estate auction.

Contact
Department of Labor and Economic Growth- Bureau of Commercial Services
P.O. Box 30243, Lansing, MI 48909 ● Phone: (517) 241-9232 ● fax (517) 373-1044 ● Email: dmotis@michigan.gov ●
www.michigan.gov/cis/0,1607,7-154-10557_12992---,00.html ● www.mi.gov/realestate

Minnesota

Updated 5/01/07

Requirements

Minnesota requires Auctioneers who live in Minnesota to be licensed in their county of residence. Applicants must be a citizen of the state and must be at least 18 years of age. Auctioneers must fill out an application for licensure and a certification of compliance form in their county office. The application must be signed by a Notary Public. A surety bond is required in the amount of $1,000-$3,000 to the county in which the Auctioneer is auctioning in. (Fee is different in each county.) The license is good for one year.

Fees

Licensing fee: $20; Other fees may apply.

Continuing Education

The state of Minnesota does not require continuing education.

Reciprocity

A resident of another state that has issued an Auctioneer's license to citizens of Minnesota may obtain a reciprocal license in the county the auction will take place in. Reciprocal licensees must apply in the county auditor's office and provide a certified copy of their state's license and a copy of their state's Auctioneer License Law.

Contact

Contact your County Auditor's Office.

Mississippi

Updated 5/01/07

Requirements

Auctioneers are required to obtain a license in the state of Mississippi. Applicants must be 18 years of age and have obtained a high school diploma or a GED. Applicants must have successfully completed Auctioneer School, and must take an exam. Auctioneers are required to obtain a real estate license if engaging in real estate auctions. Auctioneers are required to hold a state bond in the amount of $10,000.

Fees

Examination Fee: $100; License fee: $200 (Biannually); Reciprocity Fee: $450 (biannually);

Reciprocity

Mississippi has reciprocal agreements with the following states: Alabama, Arkansas, Florida, Georgia, Illinois, Kentucky, Louisiana, No. Carolina, So. Carolina, Tennessee, and Texas.

Contact

Mississippi Auctioneers Commission - Kam Remsen, Chairman
P.O. Box 5088, Jackson, MS 39296 ● Phone: (601) 364-2384, ● Fax: (601) 364-2387 ● Email: auction@netdoor.com

Missouri

Updated 5/01/07

Requirements

The state of Missouri requires all Auctioneers to obtain a license. Applicants must apply with the county clerk where the auction will take place.

Fees

License fee for one month: $10; License fee for three month license: $20; License fee for six month license: $30; License fee for 12 month license: $50

Continuing Education

Missouri does not have any continuing education requirements.

Reciprocity

All non-residents must obtain a license in the county which the auction will take place in.

Contact

Missouri Division of Professional Registration
3605 Missouri Boulevard ● PO Box 1335, Jefferson City, MO 65102-1335 ● 573-751-0293 ● Email: profreg@pr.mo.us www.pr.mo.gov

Sales Tax Bureau ● Phone: 573-751-2836

Montana

As of 2006

Requirements

An Auctioneer's license is not required by the state of Montana; however, towns and cities may individually tax, license and regulate auctioneers. Check your city or county offices for more information. The required bond amount for an auctioneer is $5,000, payable to the Secretary of State with one or more sureties, and approved by the county clerk of the county in which the auctioneer resides. Nonresidents' bond should be filed with the county clerk in the Montana county in which he carries on his principal auction business.

Reciprocity

The residency requirements are waived for the citizens of any state to the same extent that the home state of the applicant waives residency requirements for citizens of Montana.

Contact

Department of Revenue - Mary Ann Gregory, Program Assistant - Business Licensing Information Center
1424 Ninth Avenue, Helena, MT 59620 ● Phone: (406) 444-0449 ● Fax: (406) 444-1872

Business and Occupational Licensing Bureau
301 South Park, Room 430, PO Box 200513, Helena, MT 59620 ● Phone: (406) 841-2300 ● Fax: (406) 841-2309

Nebraska

As of 2006

Requirements

An auctioneer's license is not required in Nebraska unless the auctioneer is selling motor vehicles, which requires a Motor Vehicle Auction Dealer's license.
An Auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction. This is not a state issued Auctioneer's license to enable a person to auction real estate in Nebraska. The Motor Vehicle Auction Dealer's license requires a $100,000 bond. Application forms can be found at http://mvdealerbd.ne.gov/auction.html, and links to the statutes are available at http://mvdealerbd.ne.gov.

Fees

Motor Vehicle Auction Dealer's License fee: $175 annually

Contact

Nebraska Real Estate Commission - Les Tyrrell, Director
P.O. 94667, Lincoln, NE 68509 ● Phone: (402) 471-2004 ● www.nrec.state.ne.us

Nebraska Motor Vehicle Industry Licensing Board
Nebraska State Office Building - 1st floor SW, 301 Centennial Mall South, P. O. Box 94697, Lincoln, NE 68509 ● (402) 471-2148 ● Fax: (402) 471-4563 ● http://mvdealerbd.ne.gov/index.html

Nevada

As of 2006

Requirements

An auctioneer's license is not required for the state of Nevada. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing.

Contact

Real Estate Division - Susan Clark, Real Estate Division Licensing Manager
2501 East Sahara, Suite 102, Las Vegas, NV 89104 ● Phone: 702-486-4033 ext. 237 ● Fax: 702-486-4275 ● www.red.state.nv.us

Office of the Attorney General - Catherine Cortez Masto, Attorney General
Carson City Office, 100 North Carson Street, Carson City, Nevada 89701-4717 ● (775) 684-1100 ● Fax: (775) 684-1108

New Hampshire

Updated 5/01/07

Requirements

Auctioneers are required to be licensed in the state of New Hampshire. Applicants must submit two letters of recommendations from licensed resident Auctioneers; submit a bond filed with the Secretary of State in the amount of $10,000. Applicants must also do one of the following: must have attended and successfully completed Auction School and must submit a certificate of passage; completed a minimum of six months apprenticeship over the course of ten auctions; submit a certified copy of a valid current Auctioneer's license held in another state that New Hampshire does not have reciprocity with; or have a license from another state that New Hampshire has reciprocity with. Applicants must take a written examination.

Fees

Resident License Fee: $85; Reciprocal License Fee: $125

Continuing Education

New Hampshire does not require continuing education.

Reciprocity

New Hampshire has reciprocal agreements with the following states: Florida, Georgia, Indiana, Kentucky, Louisiana, Massachusetts, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, and West Virginia.

Contact

Karen Dion - New Hampshire Board of Auctioneers - c/o Secretary of State's Office
State House, Room 204, Concord, New Hampshire 03301 603-271-3242 Fax: 603-271-6316 www.sos.nh.gov/auctioneers kdion@sos.state.nh.us
http://www.nhes.state.nh.us/elmi/licertoccs/auctionr.htm

New Jersey

As of 2006

Requirements

An auctioneer's license is not required for the state of New Jersey. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing. The state of New Jersey does not require a bond.

Contact

New Jersey Real Estate Commission
20 West State Street, P.O. Box 328, Trenton, New Jersey 08625-0328 ● Phone: 609-292-8280 ● Fax: 609-292-0944

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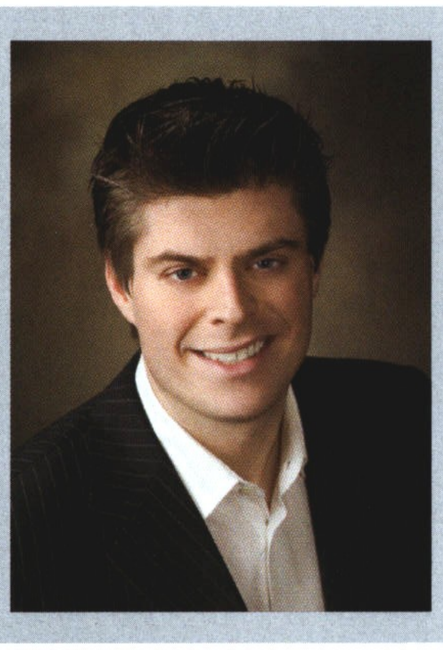

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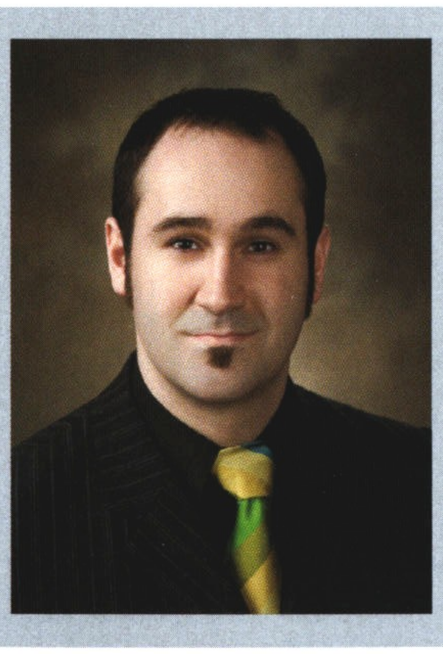
- Stan Wright, Diverse Equities Inc.



Jared Nickerson

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- JD Gray, JM Wood Auction Company

Daniel Hallebrand

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- Julie Freeman, Fine Jewelry Auctions Live

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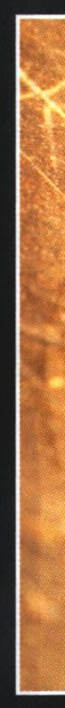


New Mexico

As of 2006

Requirements

An Auctioneer's license is required in the state of New Mexico. Exceptions to license requirements : Bona fide judicial sales, bona fide sales upon foreclosure of a chattel mortgage, landlord's lien or other lien or like interests. An Auctioneer is required to hold a real estate license if he/she will be calling bids at a real estate auction, unless a licensed salesperson is on site. In addition, an Auctioneer must hold a real estate license if he/she is handling all aspects of the auction, including the closing.

Fees

License fees are paid to the municipality or county where the auction is to take place.

Contact

New Mexico Regulation and Licensing Department - Edward Lopez, Jr., Superintendent
P.O. Box 25101, Santa Fe, NM 87504 ● Phone: (505) 476-4500 ● Fax: (505) 476-4511 ● www.state.nm.us

Office of the Attorney General - Gary King, Attorney General
P.O. Drawer 1508, Santa Fe, NM 87504-1508 ● Phone:(505) 827-6000 ● Fax: (505) 827-5826

New York

As of 2006

Requirements

Auctioneer services are a taxable service in New York and require authority to connect New York state sales tax. Local municipalities within New York may regulate this activity contact the local government entity where the auction is held for a determination on license requirements. A person that auctions motorized should contact the NYS Department of Motor Vehicles, a person that auctions livestock should contact the NYS Department of Agriculture and Markets, a person that auctions wine should contact the NYS Liquor Authority, and a person that auctions real estate (including bid calling and/or handling the closing) should contact the NYS Department of State for a determination on license requirements

Contact

Governor's Office of Regulatory Reform - Permit Assistance Unit
ESP, Agency Building 1, Albany, NY 12220-0107 ● Phone: 800-342-3464 ● Phone: 518-474-8275 ● Online Permit Assistance & Licensing : www.nys-opal.org

Office of the Attorney General - Andrew Cuomo, Attorney General
The Capitol, Albany, NY 12224-0341 ● (518) 474-7330

North Carolina

Updated 5/01/07

Requirements

The state of North Carolina requires Auctioneers to obtain a license. Applicants must be 18 years of age and must have a graduated from high school or the equivalent. Auctioneers are required to take a written exam. To qualify to sit for the exam, applicants must have held a North Carolina apprentice auctioneer license for the preceding two years or have graduated from a Board approved Auctioneer school. All licenses expire on June 30th of each year.

Fees

Auctioneer License (who did not serve as an Apprentice): $250; Auctioneer License (who DID serve as an Apprentice): $200; Renewal of Auctioneer License: $150

Continuing Education

Licensed Auctioneers are required to complete four hours of continuing education each year.

Reciprocity

North Carolina reciprocates with the following states: Alabama, Arkansas, Florida, Georgia, Indiana, Kentucky, Louisiana, Mississippi, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia, and Wisconsin.

Contact

Robert Hamilton, Executive Director - North Carolina Auctioneer Licensing Board
602 Stellata Drive, Fuquay-Varina, NC 27526 ● Phone: 919-567-2844 ● Fax: 919-567-2865 ● info@ncalb.org www.ncalb.org

North Dakota

Updated 5/01/07

Requirements

Auctioneers are required to be licensed in the state of North Dakota. Applicants must be 18 years of age and have been actively engaged as a licensed auctioneer for at least one year prior to filing an application. Additionally, they must provide proof of completing an approved course of study relating to auctioneers. Auctioneers are licensed annually. Prior to the issuance of a license, a surety bond must be filed and maintained in the amount of $5,000.

Fees

License Renewal Fee: $35

Contact

North Dakota Public Service Commission
600 E. Boulevard, Dept. 408, Bismarck, ND 58505 ● Phone: 701-328-2400 ● Fax: 701-328-2410 ● http://www.psc.state.nd.us/divisions/licensing-auctioneers.html
http://www.legis.nd.gov/cencode/T51C051.pdf

Ohio

Updated 5/01/07

Requirements

Persons conducting ANY and ALL types of auctions must be licensed in the state of Ohio. (This includes benefit auctions.) Applicants must have served one year as an apprentice, they must have acted as a bid caller in twelve auctions, and must have attended a board approved Auctioneer school. Applicants must take a written and verbal exam. Applicants must show proof of financial responsibility in the form of an irrevocable letter of credit or a surety bond in the amount of $25,000. Licensees whose last names begin with the letters A-J and X-Z renew their licenses on odd numbered years. Licensees with last names beginning K-W renew on even numbered years.

Fees

Auctioneer License fee: $200; Exam fee: $25; Auctioneer License Renewal fee: $200 (biennial)

Continuing Education

Ohio does not require continuing education.

Reciprocity

Ohio has reciprocal agreements with the following states: Alabama, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, North Carolina, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Contact

Donna Brinker Potter, Administrative Assistant III - Auctioneer Program - Ohio Department of Agriculture
8995 E. Main St., Reynoldsburg, OH 43068 ● Phone: 614-728-6240 ● Fax: 614-728-6328 ● auctioneer@mail.agri.state.oh.us ● www.ohioagriculture.gov/auction/

Oklahoma

As of 2006

Requirements

An auctioneer's license is not required for Oklahoma at the state level. Licensing is required at the municipal level, the provisions varying from city to city.
An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing. (According to Real Estate Commission.)

Contact

Oklahoma Real Estate Commission - Shepherd Mall
2401 N.W. 23rd, Suite 18, Oklahoma City, Oklahoma 73107 ● Phone: (405) 521-3387 ● Fax: 405-521-2189 ● Email: orec.help@orec.state.ok.us ● www.orec.state.ok.us
Community Links: http://www.youroklahoma.com/osfdocs/county.html

Oregon

As of 2006

Requirements

An auctioneer's license is not required in the state of Oregon. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing.

Reciprocity

For real estate only, Oregon has reciprocity agreements with Idaho, Georgia, Nebraska, Missouri, Alabama, South Dakota, Montana, Wyoming, Colorado, and Alberta, Canada

Contact

Oregon Real Estate Agency - Scott W. Taylor, Director
1177 Center St. N.E., Salem, OR 97310 ● Phone: (503) 378-4170 ● Email: scott.w.taylor@state.or.us ● www.oregon.gov

Pennsylvania

Updated 5/01/07

Requirements

Auctioneers are required to obtain a license in the state of Pennsylvania. Auctioneers must complete one of the following: serve as an apprenticeship as a licensed apprentice Auctioneer for no less than 2 years and participate in no less than 30 auctions; or complete and graduate from an approved Auctioneer School. Auctioneers are required to file a bond with the state in the amount of $5,000. Licenses are renewed on a biennial period and expire on February 28 of each odd numbered year.

Fees

Auctioneer License: $200

Continuing Education

The state of Pennsylvania does not require continuing education.

Reciprocity

Pennsylvania has reciprocal agreements with the following states: Alabama, Florida, Georgia, Kentucky, Indiana, Louisiana, North Carolina, Ohio, Rhode Island, South Carolina, Tennessee, Virginia, and West Virginia.

Contact

Michelle DeMaris, State Board of Auctioneer Examiners
PO Box 2649, Harrisburg, PA 17105 ● Phone: 717-783-3397 ● St-auctioneer@state.pa.us ● www.dos.state.pa.us/bpoa/aucbd/mainpage.htm

Rhode Island

Updated 5/01/07

Requirements

Auctioneers are required to obtain a license in the state of Rhode Island. Applicants must be 18 years of age and have completed an Apprenticship under a licensed Auctioneer for at least 6 months and conducted at least 10 auctions or have graduating from an Auctioneer School. All licenses a renewed on a triennial basis. Auctioneers are required to submit with the state a bond in the amount of $10,000.

Fees

Application fee: $10; Examination fee: $15; Triennial Licensing Fees: $600 the first year; Triennial Non-resident fee: $900

Contact

Joseph DaCruz, Jr., Chief Licensing Examinar - Rhode Island Department of Business Regulation, Division of Commercial Licensing and Racing and Athletics - Auctioneer Section
233 Richmond Street, Suite 230, Providence, RI 02903 ● Phone: 401-222-2416 ● Fax: 401-222-6654 ● CommercialLicensingInquiry@dbr.state.ri.us

South Carolina

Updated 5/01/07

Requirements

Auctioneers are required to be licensed in the state of South Carolina. Applicants must be 18 years old. Additionally, applicants must either be 1) licensed in a reciprocal state; 2) have completed one-year apprentice Auctioneer program in South Carolina; or 3) have successfully completed an accredited auctioneering school.

Fees

Auctioneer License fee: $300; Recovery Fund fee: $100; Examination Fee: $25; Credit Report: $10; Biannual Renewal: $300; Reciprocal Auctioneer License: $410

Continuing Education

South Carolina requires four hours of continuing education to be completed in the previous twelve months prior to renewal of license.

Reciprocity

South Carolina has reciprocal agreements with the following states: Alabama, Virginia, Texas, Kentucky, Rhode Island, North Carolina, Indiana, Ohio, Tennessee, West Virginia, Georgia, Mississippi, Louisiana, Pennsylvania, and Florida.

Contact and for more Information

Lenora Addison-Miles, Program Coordinator - South Carolina Board of Auctioneer Commission
PO Box 11329, Columbia, SC 29211-1329 ● Phone: 803-896-4675 ● Fax: 803-896-4484 ● Milesl@llr.sc.gov

South Dakota

Updated 5/01/07

Requirements

An auctioneer's license is required in the state of South Dakota for the sale of real estate. Applicants must complete 100 hours of pre-license education and pass a licensing examination. Real estate salesperson or broker associate acting under the auspices and supervision of a licensed real estate broker may sell real estate at auction without an auctioneer's license. A real estate broker may obtain an auctioneer's license without examination. A person is required to hold an auctioneer's license to call bids and/or handle the other aspects of real estate auction, such as closing, unless the listing is being held by a responsible broker, then the person could hold a broker associate license or salesperson license. The state of South Dakota requires an examination. Exams are conducted by appointment only and there is no fee. "The state of South Dakota maintains its own recovery fund and fees are made by assessment. The highest amount that can be paid from the recovery fund to any one claimant per any one occasion is $15,000."

Fees

Auctioneer License (for principals, associates and firms): $125 bi-annually

Continuing Education

Every two years, 24 hours of continuing education is required for real estate auctioneers. Education hours earned in another state are accepted with proper certification.

Contact

Dee Jones Noordermeer, Executive Director - South Dakota Real Estate Commission
425 East Capiton, Pierre, SD 57501-0490 ● Phone: 605-773-3600 ● dee.jones@state.sd.us

Tennessee

As of 2006

Requirements

An auctioneer's license is required for the state of Tennessee. Requirements for apprentice auctioneer applicants : Applicants must be 18 or older and must have successfully completed 80 hours of classroom instruction in fundamentals of auctioneering at an accredited auction school. Applicants must also pass a state exam.
Requirements for auctioneer applicants : Applicants must be 18 or older, have a high school diploma or GED, and served as an apprentice auctioneer under the supervision of a licensed, full-time auctioneer for two years. In addition, applicants must have successfully completed 30 hours of more rigorous classroom instruction in an auctioneering-related subject approved by the commission and must pass the state exam. Exceptions for license requirements : Any person acting as a receiver, trustee in bankruptcy, guardian, administrator, executor of other such person acting under order of any court; any trustee acting under a trust agreement, deed of trust, or will, or any secured party selling collateral after default by a debtor in accordance with the provisions of title 47, chapter 9; any auction conducted by or under the direction of any governmental entity, or pursuant to any judicial order or decree; any auction conducted by or on behalf of any political party, church or charitable corporation or association, if the individual conducting the sale receives no compensation and does not, by advertising or otherwise, hold himself out as available to engage in the sale of goods at auction; any person performing acts in the regular course of, or as an incident to, the management of, and investment in, property owned or leased by him, if such property was not acquired for the purpose of resale. When a sales tax, as provided by title 67, chapter 1, is not levied upon the sale of personal property, there is a presumption that such personal property was purchased for the purpose of resale; any auction conducted for the sale of livestock sponsored through or in cooperation with the state department of agriculture and/or the University of Tennessee extension service; any auctioneer conducting a sale of tobacco at or for a warehouse operated pursuant to title 43, chapter 19; or any livestock auction sale regulated by the United States department of agriculture packers and stockyards administration, if the sale uses: (A) The shipper's proceeds

Tennessee (continued)

account required by federal regulations; and (B) A Tennessee licensed auctioneer. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing. A person must hold an auctioneer's license to call bids and/or handle any aspect of a real estate auction, including the closing. The state of Tennessee requires an examination . Exams are given daily except Sunday and Monday.
The state of Tennessee does not require a bond. The state of Tennessee maintains its own recovery fund with a required fee of $50. The highest amount that can be paid from the recovery fund to any one claimant per any one occasion is$10,000.

Fees
Two-year license fees are $100 for an apprentice auctioneer, $150 for an auctioneer, $100 for a firm and $100 for a gallery or branch, $50. (In addition, $50 is required for the Recovery Fee). With $25.00 non-fundable application fee and renewals every 2 years.

Continuing Education
Six hours of continuing education are required by the state of Tennessee each renewal period.

Reciprocity
Tennessee has reciprocity agreements with Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Massachusetts, Mississippi, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, West Virginia and Wisconsin. No third party residency

Contact
Ms. Lynn McGill, Administrative Director, Department of Commerce & Insurance, Auctioneer Commission
Davy Crockett Tower, 500 James Robertson Pkwy., Nashville, TN 37243-1152 ● 615-741-3236 ● Fax: 515-741-1245 ● Email: lynn.mcgill@state.tn.us
www.state.tn.us/commerce/bards/auction

Texas

As of 2006

Requirements
An auctioneer's license is required in the state of Texas. Requirements for license applicants : Applicants must be at least 18 years of age; U.S. citizen or a legal alien; has not been convicted of a felony during the five years preceding the date of application; successfully completed 80 hours of classroom instruction at an auction school approved by the TDLR; successful completion/passing a written or oral examination (test is 75 questions and requires a score of 80 or better) demonstrating knowledge of the auction business and laws of the state, or shows proof of employment by a licensed auctioneer for at least two years during which the applicant participated in at least ten auctions. Requirements for license associate auctioneer applicants : Associate auctioneers must be employed by, and under the direct on-premises supervision of a licensed Texas auctioneer. An associate auctioneer shall offer his services only to a Texas licensed auctioneer. There must be a legitimate employee-employer relationship between the associate and the licensed auctioneer. An associate auctioneer must participate in all aspects of the auction business involving the laws of this state. To satisfy the eligibility requirements for an Auctioneer license under the Texas Occupations Code, an associate auctioneer must be licensed for two years and bid-call in at least 10 auctions, and must participate in, but not have sole responsibility for each of the following tasks at least once: appraising, inventorying, advertising, property make ready, site selection and preparation, lotting, registration, clerking, cashiering, bid-calling, ring working, property check out, security, accounting, and managing an escrow account. To obtain a license as an associate auctioneer an applicant must either be a citizen of the United States or a legal alien. Licenses expire one year from the date of issuance and must be renewed by that date to avoid late renewal fees. Exceptions to license requirements : A sale conducted by order of any U.S. court pursuant to Title 11 of the United States Code relating to bankruptcy; a sale conducted by the United States or State of Texas or its political subdivision in the course and scope of his employment; a sale conducted by a charitable or nonprofit organization, if the auctioneer receives no compensation; a sale conducted by an individual of his own property if such individual is not engaged in the business of selling such property as an auctioneer on a recurring basis; a foreclosure sale of realty conducted personally by a trustee under deed of trust; a foreclosure sale of personal property conducted personally by the mortgagee or other secured party or an employee or agent of such mortgagee or other secured party acting in the course and scope of his employment if the employee or agent is not engaged otherwise in the auction business, and if all property for sale in the auction is subject to a security agreement; a sale conducted by sealed bid; an auction conducted in a course of study, approved by the Commissioner, for auctioneers and conducted only for student training purposes; an auction conducted by a posted stockyard or market agency as defined by the Federal Packers and Stockyard Act, 1921, as amended (7 U.S.C. Section 181 et seq.); an auction of livestock conducted by a nonprofit livestock trade association chartered in this state, if the auction involves only the sale of the trade association's members' livestock; or an auction conducted by a conducted by a charitable or nonprofit organization chartered in this state, if the auction involves only the property of the organization's members and the auction is part of a fair that is organized under state, county or municipal authority. The state of Texas requires an examination. Examination fee is $50. Exams are given at the Prometric Learning Centers 8 am - 5 pm, Monday through Saturday. Prometric Learning Center locations throughout Texas include: Abilene, Amarillo, Austin, Beaumont, Corpus Christi, Dallas/Fort Worth, El Paso, Houston, Midland, New Braunfels, San Antonio, Tyler, Waco and Webster. An auctioneer must hold a real estate license if he/she is handling all aspects of a real estate auction, including the closing. However, an auctioneer is not required to hold a real estate license if he/she will only be calling bids at a real estate auction. A person must hold an auctioneer's license to call bids at a real estate auction. However, an auctioneer's license is not required to handle any aspect of a real estate auction, including the closing, if an attorney or licensed real estate broker conducts the closing. The state of Texas does not require a bond. The state of Texas maintains its own recovery fund with a fee of $100.

Fees
Associate Auctioneer: $25; Principal Auctioneer: $50

Continuing Education
Continuing education to renew a license as an Auctioneer or associate Auctioneer, a licensee must complete six hours of continuing education in courses approved by the department, including two hours of instruction in laws and rules that regulate the conduct of Auctioneers and associate Auctioneers.

Reciprocity
Texas has reciprocity agreements with Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Mississippi, North Carolina, Ohio, South Carolina, Tennessee, Virginia, West Virginia and Wisconsin. No third party residency.

Contact
Texas Department of Licensing & Regulation
P.O. Box 12157, Austin, TX 78711 ● 512-463-6599 ● 800-803-9202 (toll free in Texas) ● Fax: 512-475-2871 ● Relay Texas-TDD: (800) 735-2989
Email: auctioneers@license.state.tx.us ● www.license.state.tx.us/auc/auction.htm

Utah

As of 2006

Requirements

An auctioneer's license is not required in the state of Utah. An auctioneer must hold a real estate license if he/she is handling all aspects of a real estate auction, including the closing. (Administrative rule R162-6.2.4 allows unlicensed auctioneers to conduct auctions of real property under the supervision of a licensed real estate broker.) However, a real estate license is not required for an auctioneer to call bids at a real estate auction provided a licensed broker supervises.

Contact

Ted Boyer, Director, Department of Commerce Division of Real Estate
160 E. 300 S., P.O. Box 146711, Salt Lake City, UT 84114 ● 801-530-6747 ● Fax: (801) 530-6749 ● www.commerce.utah.gov/corporat/pdfforms/buslicguide.p

Vermont

As of 2006

Requirements

An auctioneer's license is required in the state of Vermont. License renewal : (a) Licenses shall be renewed every two years upon payment of the required fee. (b) Biennially, the director shall forward a renewal form to each license holder. Upon receipt of the completed form and the renewal fee, the director shall issue a new license. (c) Any application for reinstatement of a license which has lapsed shall be accompanied by the renewal fee and the late renewal penalty. A person shall not be required to pay renewal fees for years during which the license was lapsed. (Added 2001, No. 151 (Adj. Sess.), § 43, eff. June 27, 2002.). Requirements for license applicants : Applicants must apply in writing to the directory on a form furnished by the director and submit required fee. Applicant shall have: completed a course of instruction at an auctioneering school approved by the director with course requirements consisting of at least 40 clock hours; or completed an apprenticeship of at least 1,000 hours of experience obtained within one calendar year which includes active participation in at least six auctions under the direction and supervision of an auctioneer licensed and in good standing with this state or the state in which he or she is licensed and who has been in practice a minimum of three years. Such proof may be in the form of a sworn affidavit from the supervising auctioneer, including information as the director may reasonably require on forms provided by the director. Auctioneer apprentices shall contact the office for the appropriate forms prior to beginning the apprenticeship. There are no exceptions to the requirements. The state of Vermont does not require an examination. The state of Vermont does not require a bond. The state of Vermont does not maintain its own recovery fund.

Fees

License fee is $100 for an application. Biennial renewal fee is $175.

Continuing Education

The state of Vermont does not require continuing education.

Reciprocity

The director shall license otherwise qualified applicants who have obtained a license in another jurisdiction which has licensure requirements substantially equivalent to those in this state. (Added 2001, No. 151 (Adj. Sess.), § 43, eff. June 27, 2002; amended 2003, No. 60, § 36.)

Contact

Loris Rollins, Office of Professional Regulation ● 26 Terrace Street, Montpelier, VT 05609 ● 802-828-2191 ● Fax: 802-828-2465 ● E-Mail: lrollins@sec.state.vt.us

Virginia

As of 2006

Requirements

An auctioneer's license is required in the state of Virginia. Requirements for license applicants : Applicants must be 18 years old, complete a course of study at a Board approved auction school, and pass the Board's examination, or be licensed in another state with which the Board has a reciprocal agreement. Exceptions to license requirements : (See § 54.1-601 of the Code of Virginia § 54.1-601) (1) Any person who auctions his own property, whether owned or leased, provided his regular business is not as an auctioneer; (2) Any person who is acting as a receiver, trustee in bankruptcy, guardian, conservator, administrator, or executor, or any person acting under order of a court; (3) A trustee acting under a trust agreement, deed of trust, or will; (4) An attorney-at-law licensed to practice in the Commonwealth of Virginia acting pursuant to a power of attorney; (5) Sales at auction conducted by or under the direction of any public authority, or pursuant to any judicial order or decree; 6. Sale of livestock at a public livestock market authorized by the Commissioner of Agriculture and Consumer Services; (7) Leaf tobacco sales conducted in accordance with the provisions of § 3.1-336; (8) Sale at auction of automobiles conducted under the provisions of § 43-34 or by a motor vehicle dealer licensed under the provisions of Chapter 15 (§ 46.2-1500 et seq.) of Title 46.2; (9) Sale at auction of a particular brand of livestock conducted by an auctioneer of a livestock trade association; (10) Sales conducted by and on behalf of any charitable, religious, civic club, fraternal, or political organization if the person conducting the sale receives no compensation, either directly or indirectly, therefore and has no ownership interest in the merchandise being sold or financial interest in the entity providing such merchandise; (11) Sales, not exceeding one sale per year, conducted by or on behalf of a civic club or organization; or (12) Sales of collateral, sales conducted to enforce carriers' or warehousemen's liens, bulk sales, sales of goods by a presenting bank following dishonor of a documentary draft, resales of rightfully rejected goods, resales of goods by an aggrieved seller, or other resales conducted pursuant to Titles 8.1 through 8.10 and Chapter 23 (§ 55-416 et seq.) of Title 55. The state of Virginia requires an examination . The examination is administered by an independent examination vendor. In order to obtain an application, contact PSI at 800-733-9267. An auctioneer is not required to hold a real estate license if he/she will only be calling bids and/or handling all aspects of a real estate auction, provided the licensed auctioneer complies with the provisions of § 54.1-2103.A.8 of the Code of Virginia. A person must hold an auctioneer's license to call bids and/or handle any aspect of a real estate auction. The required bond amount for Virginia is at least $10,000. The bond must commence no later than the effective date of the license and shall expire no sooner than the expiration date of the license. Proof of bond is needed to obtain an initial license and to renew a license. The state of Virginia does not maintain its own recovery fund.

Fees

Biannual license renewal fees are $70 for an auctioneer and $80 for a firm.

Continuing Education

The state of Virginia does not require continuing education ; however, it will be implemented in the next 18 - 24 months.

Reciprocity

Virginia has reciprocity agreements with Alamabma, Florida, Georgia, Indiana, Kentucky, Louisiana, North Carolina, Ohio, Pennsylvania, So. Carolina, Tennessee, Texas and W. Virginia.

Contact

Virginia Auctioneer Board - Department of Professional and Occupation Regulation
3600 W. Broad St., Richmond, VA 23230 ● 804-367-8512 ● Email: auctioneers@dop.virginia.gov ● www.dpor.virginia.gov

Washington

As of 2006

Requirements

An auctioneer's license is required in the state of Washington. Requirements for license applicants : Applicants must be at least 18 years of age, complete an application, show proper tax registration, obtain a surety bond, submit a financial certification affidavit, and pay appropriate fees. Exceptions to license requirements : An auction of goods conducted by an individual who personally owns those goods and who did not acquire those goods for resale; auction conducted by or under the direction of a public authority; auction held under judicial order in the settlement of a decedent's estate; auction which is required by law to be at auction; auction conducted by or on behalf of a political organization or charitable corporation or association if the person conducting the sale receives no compensation; certain auctions of livestock or agricultural products; auction held under Chapter 19.150 RCW; or certain auctions of fur pelts. An auctioneer is required to hold a real estate license if he/she is handling all aspects of a real estate auction, including the closing. However, a real estate license is not required if the auctioneer will only be calling bids at a real estate auction. A person is required to hold an auctioneer's license to call bids at a real estate auction but is not required to hold an auctioneer's license to handle the other aspects of real estate auction, such as closing. The state of Washington does not require an examination. The required bond amount for Washington is up to $25,000, determined by gross sales. The state of Washington does not maintain its own recovery fund.

Fees

Annual license fees are $100 for principal and $200 for a firm. Renewal fees for an auctioneer are $85 (late fee $75), and $175 for an auctioneer company (late fee $100). Duplicate license for auctioneers $15 and $15 for firm. Certification for auctioneer $25.

Continuing Education

The state of Washington does not require continuing education.

Contact

Department of Licensing - Auctioneer Section
P.O. Box 9026, Olympia, WA 98507-9026 ● Phone: 360-664-6636 ● Fax: 360-664-2550 ● Email: plssunit@dol.wa.gov www.dol.wa.gov/professions

West Virginia

As of 2006

Requirements

An auctioneer's license is required for the state of West Virginia.

Requirements for license applicants : Applicants must serve an apprenticeship of two years under a licensed auctioneer, or a six-month apprenticeship if they attend and graduate from an accredited auctioneer school. Apprentice auctioneers must conduct at least six auctions under the supervision of a licensed auctioneer. A test is required for both apprentices and auctioneers, written for apprentices, and written and oral for auctioneers. Exceptions to license requirements : Court-ordered sales, charitable, religious, fraternal, etc. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing.
A person is required to hold an auctioneer's license to call bids at a real estate auction but is not required to hold an auctioneer's license if handling other aspects of the real estate license. The state of West Virginia requires an examination . Exams are administered twice per year. (April and October). The required bond amount for West Virginia is $5000 for an apprentice and $10,000 for principal.

Fees

Annual license fees are $50 for apprentice and principal; Examination fee is $50.

Continuing Education

Three hours of continuing education is required for license renewal.

Reciprocity

West Virginia has reciprocity agreements with Alabama, Florida, Georgia, Indiana, Kentucky, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Virginia.

Contact
Sandy Marinacci, West Virginia Department of Agriculture
1900 Kanawha Boulevard, Charleston, West Virginia 25305 Phone: 304-558-2201 Fax: 304-558-2203 www.wvagriculture.org

Wisconsin

As of 2006

Requirements

An auctioneer's license is required in the state of Wisconsin. Requirements for license applicants : Applicants must be at least 18 years old, hold a current seller's permit issued by Department of Revenue (608) 266-2776, and pass a state examination. Exceptions to license requirements : Exceptions are an auction required by court order, an auction conducted by a government official, an auction by the owner of the goods (under certain circumstances), a charitable auction, an auction with appraised value under $500, licensed fur auctions and motor vehicle dealer auctions, an auction conducted by or under the direction of a political organization or candidate, a person lawfully practicing within the scope of another license (except real estate). An auctioneer is not required to hold a real estate license if he/she will only be calling bids at a real estate auction. However, a real estate license is required if the auctioneer will be handling all aspects of a real estate auction, including the closing.
A person is required to hold an auctioneer's license to call bids at a real estate auction but is not required to have an auctioneer's license if he/she is handling other aspects of a real estate auction, such as closing. The state of Wisconsin requires an examination. Exams are given daily by appointment.
The state of Wisconsin does not require a bond. The state of Wisconsin does not maintain its own recovery fund.

Fees

License fees for Auctioneers: $53; Initial credential fee: $174; Renewal fee: $10; Temporary registration (has not passed pre-license examination): $174; Reciprocal credential fee: $199 reinstatement fee; Fees for an Auction Company: $53; Initial license fee: $56; Renewal fee: $81.00 Reinstatement fee; Examination fee is $109.

Continuing Education
Auctioneers must complete 12 hours of continuing education credits prior to the renewal deadline.

Reciprocity
Wisconsin has reciprocity agreements with Arkansas, Florida, Illinois, Indiana, Kentucky, North Carolina, South Carolina, Ohio, Rhode Island, Tennessee and Texas. Wisconsin may recognize other state licenses provided that state's requirements are "substantially" equivalent to Wisconsin's. No third party residency.

Contact
Tim Wellnitz, Bureau of Direct Licensing & Real Estate - Auctioneer - Department of Regulation and Licensing
1400 E. Washington Avenue, PO Box 8935, Madison, WI 53708-8935 ● 608-261-4486 ● http://drl.wi.gov/prof/auct/def.htm

Office of the Attorney General - J.B. Van Hollen, Attorney General - Wisconsin Department of Justice
P.O. Box 7857, Madison, WI 53707-7857 ● 608-266-1221 ● Fax: 608-267-2779

Wyoming

As of 2006

Requirements
An auctioneer's license is not required in the state of Wyoming. An auctioneer must hold a real estate license if he/she will be calling bids and/or handling any aspect of a real estate auction, including the closing.

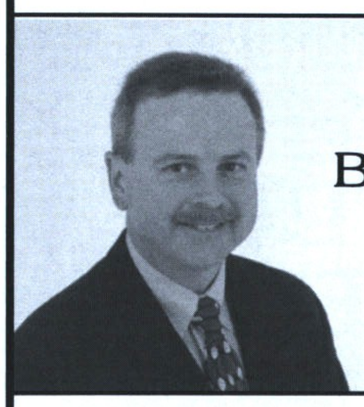
Contact
Attorney General
123 Capitol Building, Cheyenne, WY 82002 ● Phone: 307-777-7841

Secretary of State's Office
The Capitol Building; Room B-10, 200 West 24th St., Cheyenne, WY 82002-0020 ● 307-777-5407 ● Fax: 307-777-7640 E-mail: rules@state.wy.us

Wyoming Real Estate Commission
2020 Carey Avenue, Suite 702, Cheyenne, Wyoming 82002-0180 ● 307-777-7141

The Auctioneers Association of North Carolina is proud to endorse the following candidates at the 2007 NAA election:

Auctioneers Association of North Carolina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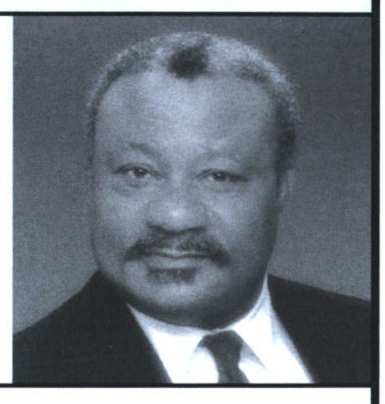
Willie A. Johnson, CAI
Director



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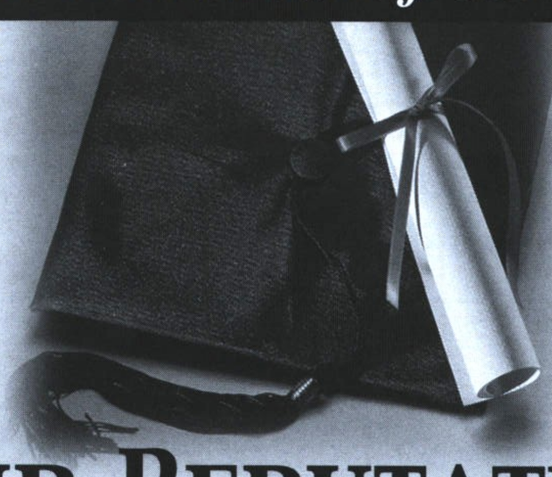

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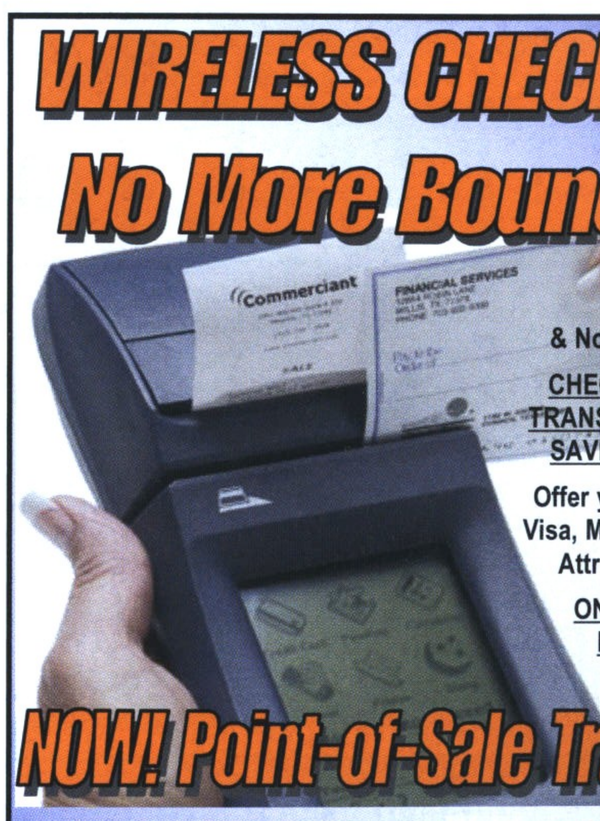

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The new auction services division, headed by President Mike Jones, CAI, GPPA, helps United Country's franchisees nationwide market by auction. Vice President is Shawn Terrell. Both has highly experienced Auctioneers who specialize in real estate.

In addition, United Country Real Estate specializes in waterfalls, caves, business and income opportunities, mobile home parks, apartment buildings, bed & breakfast inns, motels, hotels, all kinds of town and country stores, shops and service businesses, restaurants, bars, taverns, resorts, marinas, campgrounds, RV parks, golf courses, bowling centers, mini-storage rentals, flea markets, nurseries and more commercial properties! Each of the company's independently owned offices offer the finest selection in rural real estate, so be sure to visit their websites which offer a the finest selection of real estate for sale along with area information and resource links.

United Country Real Estate and auction services contact information is: 2820 N.W. Barry Road Kansas City, MO. 64154, Office, (816) 420-6200, (800) 999-1020, Fax, (816) 420-6219, E-mail, unreinfo@unitedcountry.com.

Merv Hilpipre

Auctioneer Merv Hipipre, of Waterloo, IA founded Hilpipre Auction Co. over 45 years ago. The family's auction tradition started in 1917 with the late C.A. Hilpipre, Merv's father. Merv Hilpipre was born with the passion to be a world class auctioneer. Watching his father conduct auctions developed his yearning to own his own company and to be the best. He started the company with nothing, and has built one of the finest auction companies in the land. Over the company's history, Hilpipre has conducted nearly 4,000 auctions. The company has always specialized within the industrial and construction equipment fields. Throughout its history, Hilpipre Auction Co. has provided its services to many different types of commercial businesses.

Hilpipre Auction Co. conducts auctions throughout the United States. It's conducted auctions which have required six days to complete. The company is recognized for its professionalism, speed of sale, and achieving top value for the assets sold. The corporate headquarters, with a permanent auction facility, are based in Waterloo, IA. This allows your assets to be sold at your company's location or brought to our auction facility. An in-house mailing list is maintained. Merv can be reached at www.hilpipre.com.

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Class members seated at seminar

ILLINOIS

NAA seminar draws more than 70

The weather was cool, but the topics were hot at the April, 2007 NAA Real Estate Seminar held in Chicago. Over 70 members attended two days of power-packed presentations by some of the industry leaders. Topics ranged from "the Ever Changing World of Real Estate Auctions" to "Qualifying Prospects" to "Bankruptcies and Foreclosures."

The first day presenters included Mike Fine, CAI, AARE, and Steve Good, CAI, both of the Sheldon Good Company. Other presenters included Pat Harvill, CAI, from Hudson and Marshall and Jerry Manning, CAI, AARE, CES, of Jerome J. Manning & Company, Inc.

That evening, over 50 in attendance attended a reception at the Sheldon Good offices and a dinner at Morton's Steak House. Steve Good provided transportation, the reception and set up the dinner as those in attendance had an opportunity to network and discuss real estate topics.

The second day included presentations by Mark Manley, CAI, AARE, CES, GPPA-M, and Tommy Rowell, CAI, representing Rowell Auctions, Marla Webb of the The Cambrian Group, and Marty Higgenbotham, CAI, of Higgenbotham Auctioneers International, Ltd.

DVDs of all the presentations are now available from the NAA office. An order form may found at www.auctioneers.org/education, or for more information, call the Education Office at (888) 541-8084, extension 23 or 28.

TEXAS

Students raised over $10,000

"The February graduating class did a fantastic job!" exclaimed Mike Jones, Director of the Texas Auction Academy in Dallas, when asked about the latest in-class charity auction that raised over $10,000 for St. Jude Children's Hospital in Memphis, Scottish Rite Children's Hospital in Dallas and the NAA Auxiliary in Overland Park, KS.

Thirty-two students sold a variety of auction items including an exotic hunt, winter fishing trip in Minnesota, Texas Auction Academy merchandise, NAA Auxiliary prints and items donated by the hospitals and instructors. When the final numbers were added up, Scottish Rite received $4956.25, St. Jude received $4033.75 and the NAA Auxiliary received $1,010 for sales of it's "Unsung Heroes" prints. Two very special moments took place, as the class dedicated $1675 to Scottish Rite Children's Hospital in the name of Instructor, Rocky Strickland who barely survived a near fatal heart attack the week before auction school started and who took his first out-of-hospital trip to visit the students as they were preparing to graduate.

The class also presented School Administrator Lori Jones with a special gift in acknowledgment of her hard work and dedication. Since 1993, the school has help raise tens of thousands of dollars by conducting the in-class auctions to help children, support the auction industry and to demonstrate to its graduates the satisfaction and duty of giving back to the community. Students attending the February class represented eight states including Texas, Colorado, Nebraska, Oklahoma, Minnesota, Nevada, Kansas and Louisiana.

Kansas Governor Kathleen Sebelius, seated, with members of the Kansas Auctioneers Association.

KANSAS

Auctioneers meet with governor

Kansas Governor Kathleen Sebelius recently posed with members of the Kansas Auctioneers Association in her office for April 21 as National Auctioneers Day.

Pictured with Governor Sebelius in the Governor's office are, left to right: Director: Aaron McKee, Manhattan; Exec. Director: LaDonna Schoen, Newton; Director: Allen Campbell, Ottawa; Director: Lance Fullerton, ElDorado; Aux. Pres: Deb Brock, Wichita; Past KAA Pres: Rick Brock, Wichita; Director: Larry Frederick, Coffeyville; Director: Jim Hollinger, Lyons; Past Aux. Pres: Betty Lindsay, Shawnee; 2007 KAA President: Ron Shivers, Abilene; Director: Tom Lindsay, Jr., Shawnee; Aux. Director: Doris Shivers; KAA Pres. Elect: Bob McBride, Rock and Director: Kevin Borger, Hutchinson.

The KAA board of directors and the Auxiliary board of directors met for the quarterly meeting in Topeka. Following their respective meetings they met with Governor Sebelius to declare April 21 National Auctioneers/St. Jude's day and April as National Auctioneers Month.

FLORIDA

Shearer delivers meals to needy; comments on security at auctions

Past NAA President and current Osceola County Deputy Sheriff Don Shearer, CAI, GPPA, CES of Orlando, FL, was a volunteer recently giving his time to deliver meals to homebound and disabled senior citizens in his community. The Council's Meals on Wheels Program celebrated Mayors Across America & Big Wheels Deliver Meals on Wednesday, March 21. This has become an annual event in Central Florida. Those participating in this event were City Mayors, City Commissioners, County Commissioner, City Managers, Police Chiefs, Sheriffs, Doctors, Business Owners, as well as other local dignitaries. Collectively the 'dignitaries' delivered 18 of 33 routes for a total of 185 clients.

Don Shearer hands a meal to a homebound lady.

Also, NAA Publications Editor Steve Baska recently asked Don Shearer what Don thought about the issue of security at auctions, in light of recent public shootings at a Virginia college, a Kansas City shopping mall and other areas. "Should Auctioneers carry concealed guns to protect themselves and their auction attendees?," Baska asked Shearer.

Shearer said "I do not believe that Auctioneers or auction personnel should carry firearms. The less people with firearms the safer we are. Too often people get caught up in the "heat of the moment" and over-react or act without caution such as "road rage". I personally witnessed two men heavily arguing at an auction. As things worsened I noticed one of them had a handgun in the small part of his back. I immediately approached the person and removed the gun. I advised the subject he may have the weapon back as he leaves the property.

I believe I may have prevented a terrible incident arising from rage. There are trained professionals in almost every locale that are affordable and could handle or defuse situations that may arise at auctions. They also can provide professional security and assist with crowd management and reduce theft. I am a firm believer in hiring certified law enforcement or security to work most auctions. They can save an auction company many headaches and money as well."

NEW JERSEY

NJ Supreme Court decision protects absolute auctions

In response to the recent Panetta v. Equity One case before the New Jersey Supreme Court dealing with the definition of "absolute auction," the NAA submitted a "Friend of the Court" brief. The resulting decision by the court was a victory for the NAA.

The NAA frequently helps varied state Auctioneer groups by assisting them in governmental and legal issues impacting the industry. The NAA has worked hard in the last few years to clarify what an absolute auction is so the public and NAA members can clearly understand the process of selling by auction with no minimum price required. The NAA last year issued a "Position Paper" on the issue and urged all members to conduct absolute auctions with utmost professionalism and transparency, not merely as a way to draw bidders looking for a low price at auction.

"The court explained what an 'auction without reserve' is and defined its main characteristics: the creation of the contract with each successive bid and the fact that the seller may not withdraw the item being sold after a bid has been made," said NAA attorneys Joshua Burkhart and Kurt R. Bachman of Indiana. "This is a great precedent for the NAA regarding absolute auctions."

In addition to creating a precedent on the definition of "absolute auction" the suit addressed the invalidation of contracts based upon the confusion of one party. The NAA was concerned that by invalidating a contract based soley on 'confusion' would create instability within the auction industry as buyers would be able to break contracts upon completion of sale by claiming confusion at the time of purchase. NAA's attorneys wrote: "To allow contracts created at an auction without reserve to be invalidated due to the confusion of one party will call into doubt thousands of contracts and sales. A buyer or seller at an auction without reserve cannot avoid the contract by unilaterally claiming confusion. Creating a confusion exemption for a sophisticated commercial entity, where only one party is confused, will undermine the finality of sales and significantly impact the auction industry."

continued

The New Jersey Supreme Court agreed with the NAA and stated: "Thus, had Covey's high bid in the without-reserve auction been conforming (which it was not), Equity One would have been without power to force a new auction. It follows that the Appellate Division's order that property be re-bid, based, not on fraud, accident, or mistake, but on some ephemeral notion of unilateral 'confusion', violated the well-established legal principles governing auctions in which the parties bear the same relationship to each other as the parties to a conventional contract."

To obtain a copy of NAA's amicus brief ("Friend of the Court") position on the Panetta v. Equity case, please contact Public Affairs Manager Chris Longly.

(Background: Covey vs. Equity One---The NJ lawsuit occurred when bidder Anne Covey and Joseph Panetta sued Equity One, Inc. to determine which of the two had a valid contract resulting from their bids for a real estate property. Confusion arose over whether the real estate included a "riparian grant" as part of the sale. NAA maintained that Anne Covey's bid was the highest conforming bid and created a contract for sale of the property in this absolute auction.)

Chuck McAtee, AARE
For NAA Director

VOTE FOR CHUCK

Chuck McAtee, AARE
For NAA Director

- Visionary in the Auction Industry
- Past President and Chairman of the Board for the California State Auctioneers Association
- 15+ years experience in the Auction Industry
- CAI Class II in '07
- Owner of Pacific Auction Exchange, Inc.

"My goal is to increase membership and involvement to the National Auctioneers Association through our Franchise Network of Strategic Partners"

OBITUARIES

George F. VanDeRee

George VanDeRee, 89, of Venice, FL, died April 21. He owned and operated a real estate, insurance business & auction house in Pompton Plains, N.J. from 1950 to 1970 and was friends with NAA's founder, B.G. Coats.

George's son, Auctioneer Neal VanDeRee, took over the family business in Venice, FL in 1985.

Survivors include George's wife of 59 years, Susan: a sister, Loretta Daly of West Paterson, NJ, daughters Beth McKinnon and Kathy, both of Venice: sons Mark of North Port, Ned, Neal, and Dave, all of Venice; 17 grandchildren ; 1 great-grandchild; and many nieces and nephews. He is also survived by his daughters-in-law, Yvonne Kelly and Susan, and his son-in-law, Michael McKinnon. George is predeceased by his daughter Paula.

He was born in Paterson, N.J. and moved to Venice from Pompton Plains, N.J. He joined the Merchant Marines during WWII and served in the North Atlantic and the South Pacific. He was a past president of his Rotary Club and Chamber of Commerce and was voted man of the year in 1969. George was instrumental in the Bikes for Tots program, and in Hands-Across-the-Sea. He was active in fundraising events for the Venice YMCA, Pop Warner football, and many other civic organizations too numerous to list. He is a past member of the Venice Kiwanis Club.

He is a long ago member of the NAA and the New Jersey Society of Auctioneers. He was also a long-ago Secretary Treasurer for the Florida Auctioneers Association. He is the founder of the VanDeRee Auction Corporation in Venice, FL.

After moving to Venice in 1970, he owned and operated several businesses including VanDeRee Auctioneers, Sparkle Plenty, VanDeree and Son's Insulation and he published a book on how to be an Auctioneer.

George was known as a generous and kind-hearted man who was loved by everyone. He had a great sense of humor as well as a strong sense of social responsibility and he was a strong advocate for

the welfare of children and families in need. He was well loved and will be greatly missed. In lieu of flowers, memorial donations can be made to TideWell Hospice and Palliative Care, 5955 Rand Blvd., Sarasota, FL 34238; or Save the Children, 54 Wilton Road, Westport, CT 06880.

Russell W. Kruse

The founder of Kruse International, Auctioneer Russell W. Kruse, died May 4 in Fort Wayne, IN. He was 85 and had just survived major heart surgery about three weeks earlier and was getting ready to be released for rehabilitation when he suffered a massive stroke that ended his life.

Kruse was an Auctioneer, appraiser and realtor for 50 years. He was formerly president of the Indiana Auctioneer's Association, a member of its Hall of Fame, chairman of the Indiana Auction Commission and held many other positions.

The funeral was held at County Line Church of God in Auburn, IN with officiating pastors Mitchell Kruse, Stuart Kruse, and Dane Kruse.

A story about his death and life that ran in the *New York Times* last month reported that "his sonorous voice auctioned off everything from funeral parlors to castles, but he achieved fame for thinking up and building the business of auctioning classic cars, including ones owned by the pope and Al Capone…Mr. Kruse became an auctioneer for the least exalted of reasons: his farm was flooded out two years in a row. He then went to a two-week school to learn to be an auctioneer, and around two decades later, in 1971, conceived the idea of selling classic automobiles at an auction. The result was Kruse International, which now holds 150 antique automobile auctions all over the world, selling more than $200 million worth of cars annually."

He was born to German-immigrant parents south of Auburn, IN, in 1922. He became a tenant farmer on 400 acres of level dirt along the Wabash River, going deep into debt to finance the operation. In the early 1950s, the river flooded, and the fish he caught with a pitchfork on what had been a cornfield did not pay the bills. The same thing happened the next year.

He and his wife, the former Luella Boger, had seven children. He needed a good income to raise them, and the auction business eventually came to the rescue.

Mrs. Kruse died in 2000. Mr. Kruse is survived by four of their sons, Dean, David and Dennis, of Auburn, and Daniel, of San Antonio; a stepson, Kevin of Lafayette, IN; his daughters Diann Kruse Ferris, of Vernon, UT, and Debbie Kruse Shoaff, of Leo, IN; 22 grandchildren, three step-grandchildren and 19 great-grandchildren.

He is also survived by his wife, Lyubov Koutsova of St. Petersburg, Russia.

In the early days for Mr. Kruse, his father-in-law, Lester Boger, had worked as a clerk at auctions, and thought Kruse might be a good Auctioneer. Kruse enrolled in the Reppert School of Auctioneering in Decatur, IN. He started as an independent Auctioneer, handling farm sales, machine shop liquidations and auctions of household

continued on 87

Auctioneers Gilmore and Braud close escrow

Kenner, LA – Sperry Van Ness/Gilmore Auction, one of the nation's premier accelerated marketing firms, has just closed escrow on three properties that were sold via auction. NAA Member and Past President of the Auction Marketing Institute, David Gilmore, CAI, AARE, and Francis Braud, national Auctioneers for Sperry Van Ness Accelerated Marketing Co. in Kenner, LA sold the three properties via a dual bid auction for just over $5.22 million for its client, a prominent New Orleans hotelier who owned the properties under separate legal entities.

New Orleans midtown property that sold by auction.

According to Gilmore, a dual-bid auction is where initial bids must are submitted prior to the actual auction. These initial bids are evaluated and selected bidders are invited to the live auction where the highest bidder is awarded the property.

"The accelerated marketing program enabled our client to quickly dispose of the properties and raise cash as the area recovers from the devastation of Hurricane Katrina. The seller was very pleased as all three sales far exceeded the seller's expectations and minimum prices."

Following is information on each of the three properties:

• Rockwood Inn & Suites, a 113-room hotel located at 42309 South Morrison (Highway 51) in Hammond, LA, was sold to VIMAL, LLC from Gretna, LA for $1.21 million. Built in 1974 and situated on 4.38 acres, the property includes a pool restaurant and lounge and is near Interstate 12. The starting auction price was $500,000.

• Pine Grove, a 48-unit apartment community located at 3990-4000 Florida St. in Mandeville, LA, was sold to Mr. Hud Braud from Monroe, Louisiana for $2.53 million. Built in 1976 and situated on 2.35 acres of land, the property was 85 percent leased at close of escrow and is projected to be a condo conversion. Four of the units need repair as a result from wind damage from Hurricane Katrina. The property is minutes from Lake Pontchartrain and the Causeway Bridge linking St. Tammany Parish to New Orleans. The starting auction price was $2 million.

• New Orleans Midtown, a historic 102-room hotel located at 3900 Tulane Ave. in New Orleans, Louisiana was sold to a private investor from Dunedin, FL for $1,485,000. Built in the 1930s, the hotel includes a pool and meeting rooms and is just minutes from the French Quarter. The property had five feet of water in it after Hurricane Katrina and is currently housing recovery workers. The starting auction price was $1 million.

Gilmore added that auctions are a beneficial way to sell a property. Auction sales can often be closed instantly or within an acceptable time frame, depending on the sellers' requirements and flexibility. They also transform surplus holdings into cash or earnings assets. An auction is a catalyst for motivating hesitant buyers into action. Accelerated marketing expands market reach by employing programs that expose properties to a regional, national and international audience.

For additional information, please visit www.svngilmoreauction.com.

New Mexico real estate auction is a success

A real estate auction event was held by AJ Karas Auctioneers, LLC at the Rivers Edge Estates subdivision, in Aztec, NM on Friday, April 13. There were seven 1 to 1+ acre lots selling at absolute auction. Each lot was sold at $45,000 per lot within 15 minutes. In comparison to traditional real estate, these lots were comparable to true market value without the carrying costs, said AJ Karas, of Pagosa Springs, CO. For more information visit www.ajkaras.com.

Ten Auctioneers sell at firm's largest auction ever

Wieman Land & Auction Co., Inc., of Marion, SD, recently conducted the largest sale it ever held for a single owner/farmer in the 58 years of the auction company, said Auctioneer Ryan J. Wieman.

"On February 7, 2007 our firm conducted a huge Farm Machinery Closeout Auction for Diamond Ring Farms of Midland SD, owned by Ed Marshall. It was an awesome and spectacular line of equipment with 16 CAT Track Tractors, 8 other Tractors – TLB and CAT Maintainer; 10 JD 9610 Combines; 14 JD Grain Heads; 5 Kinze 840 Grain Carts, plus an assortment of Tillage and Seeding equipment; Grain Handling equipment; Peterbilt Semis and Service Trucks; 12 Trailers plus Farm Misc. and Shop Tools," he said.

"This without a doubt was the Auction of the Decade, and was certainly the largest auction we have ever conducted. 10 Auctioneers (2 auction rings) started at 9:30 am and finished at 3:15 pm and sold $4.45 million dollars worth of equipment for one owner."

There were 1,329 registered bidders and an awesome crowd of about 4,000 people.

Farm equipment was part of the Wieman auction.

This was also the first sale where the firm sold over the Internet at www.proxibid.com.

"The auction was a great opportunity and a great success story for our business personal and for our industry," Wieman said.

For more information visit www.wiemanauction.com.

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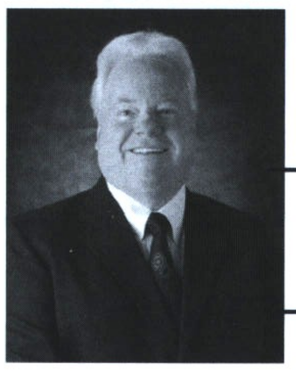

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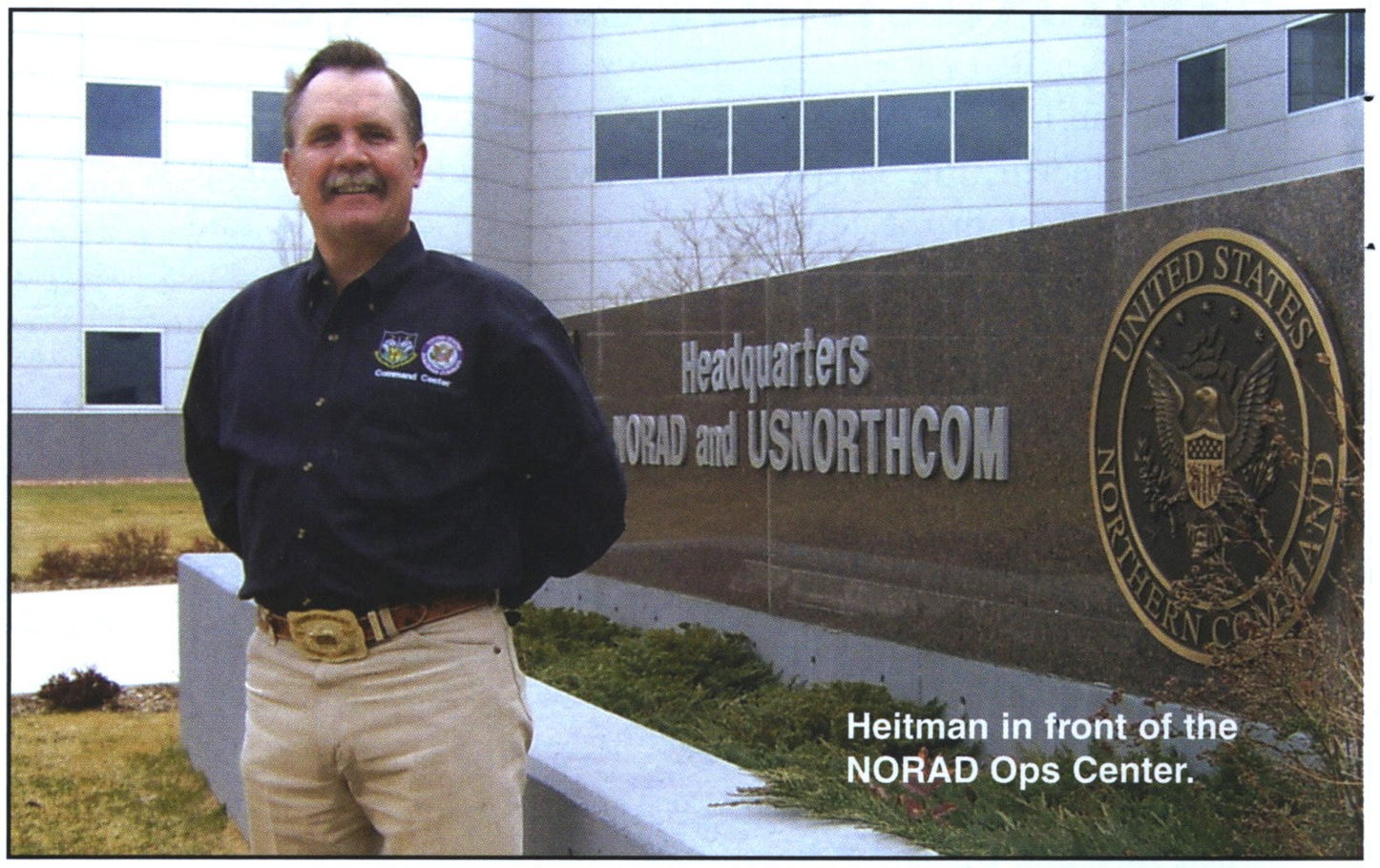


Heitman in front of the NORAD Ops Center.

Auctioneer Michael Heitman is one of those busy people who has a couple of careers going.

He combines his Montana auction business with his job as an aerospace operations watch officer for Homeland Defense. A civilian employee of the Air Force, Heitmann works full time at the NORAD Ops Center located at Cheyenne Mountain on Peterson Air Force Base in Colorado Springs.

His job there is with Defense Support of Civilian Authorities, which is charged with defending America from any offensive mission and monitoring all military missions doing transportation and support missions in the U.S., Canada, and Mexico. Heitmann also helped coordinate our country's largest-ever civilian medical assistance mission when Hurricane Katrina/Rita hit.

Heitman, 45, is accustomed to being where the action is in his career. He was one of the first Marines mobilized from his status as a Lt. Colonel in the Marine Corps Reserves in support of Operation Enduring Freedom after September 11 and spent the next two years on active duty.

"I was the NORAD Logistic Watch Officer the morning of 9-11," he recalls of that fateful day. "We watched the event unfold in front of our eyes. I was there when the order was given to launch fighters and shoot down any suspicious aircraft came from the National Command Authority. After the attacks, I was one of a team of about four officers that coordinated the staging and landing of all aircraft at military airfields," he adds.

Now that his two years of active duty are up, Heitman's Homeland Defense job is full time. Until a few months back, his schedule was to have seven days on and seven days off, 12-hour shifts. That obviously left ample time to tend to his auction business, MH Bar Enterprises. Now that he works a three-days on, four-days off schedule, "it still leaves me plenty of time to be an Auctioneer," according to Heitman.

Heitman in action

Enough time, in fact, that he is the 2007 Montana state champion bid caller and the 2007 Colorado state champion.

Auctions have been part of Heitman's life since he was a boy growing up in Montana and regularly attended auctions with his farmer dad. Even while he was a student at the University of Montana in Missoula, Heitman—a self-professed auction junkie—attended monthly auctions. Soon he worked for that company as a floor and ring man and started learning the auction business as an apprentice.

A family auction business

An Auctioneer since 1981, Heitman is all too familiar with juggling careers and family. In fact, for some years when he was stationed at the military base in Colorado and worked as a contract engineer there as much as possible, his wife and their two young sons lived in Cut Bank, MT, where the family owned the business his dad established.

Once he was no longer on active duty and took the civilian job at USNORTHCOM, life was easier, as he had seven days off after working seven. "That schedule allowed me to commute back and forth between Colorado and Montana," Heitman recalls. "I could resume auctioneering in Montana."

Heitman does all kinds of auctions, including antiques and collectibles, livestock and horses, collector cars and vintage equipment, benefits and charity, and, of course, farm and ranch auctions.

Just as he went with his dad to auctions as a boy, now Heitman's own sons are with him at auctions. Only now he's in charge instead of watching as son Stephen, now

10, works the ring as he learns to be an Auctioneer. Younger son Matthew, 6, helps on the floor. Wife Cynthia assists with setup and in the office.

This summer the family will relocate their home and business to the Calhan, CO area, where they have a building to use as an auction house. The busy Auctioneer also plans to continue doing contract work. He is a member of the NAA, which Heitman says he appreciates for networking opportunities, continuing education, Web page service, and "great fellowship among Auctioneers."

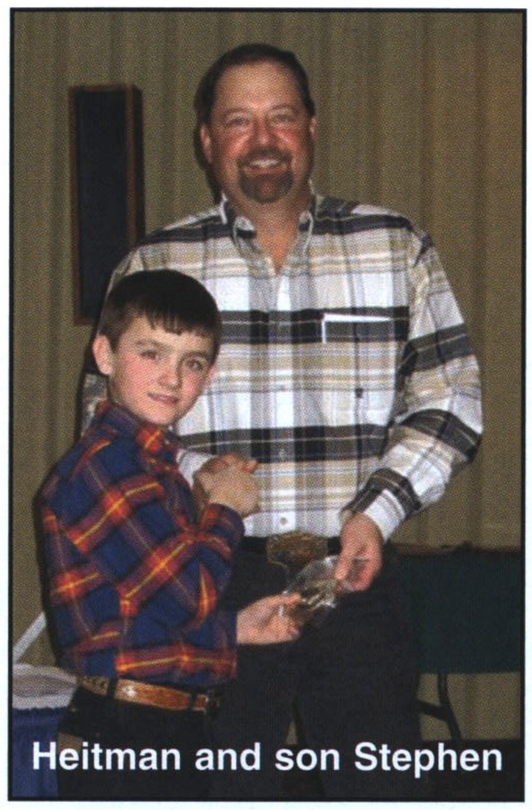
Such social interaction is one of Heitman's favorite aspects about auctioning.

"I enjoy the interaction between the Auctioneer and the buyers," he says. "I enjoy helping out the sellers, I enjoy the pace and the tempo of a sale, and I enjoy the social aspect of sales, too.

"The fact I work shift work and have extended periods of time off makes it easy to manage my calendar," he goes on. "When I leave for my time off, the work stays with the person taking over my work station. So I'm able to concentrate on my auction business with little or no distraction."

In between his two careers, Heitman—a Marine veteran--manages to fit in time to serve as the official Auctioneer for the Denver Chapter of the Marine Corps Scholarship Foundation.

His auction career has been bolstered by his experience in the military, as Heitman sees it. "You gain lots of confidence after years in high stress situations," he relates. "Talking to high level people in briefs and conferences forces you to be prepared to the max, and that's also how I try to conduct all aspects of the auction business."


Heitman and son Stephen

What do his fellow security officers think of his sideline in auctioning? "They think it's cool," he answers. "They've become auction customers, and sometimes they even ask me to chant!"

"On the other side of the coin, being in a business that deals with the public at the levels auctions do gives me a unique perspective when it comes to dealing with the public."

Heitman has a unique perspective on the war in Iraq, which he calls a life and death situation. Heitman feels strongly that the U.S. should continue its presence there.

"We have the most professional military in our history, and the leaders in place have a good plan if the politicians will let them execute it," he believes. "We need to look down the road long term. If we achieve success, this area will begin a period of prosperity they've never known."

Freelance business writer Billie Shelton, of Stanhope, IA has written features on many Auctioneers.

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Founders and first champions remember the start

IAC contest celebrates 20 years

By Sherry Blakeley

The International Auctioneers Championship inspires tremendous excitement each year at NAA's annual Conference and Show. The contest will turn 20 years old this July at the conference in San Diego, CA.

The IAC draws nearly 100 contestants annually. Contestants are judged on their appearance and poise, body language and eye contact with the crowd, and the clarity, speed and rhythm of their chant. Competitors, judges and onlookers all feel the positive stress as top-notch Auctioneers from around the world demonstrate their skills.

Attend an IAC. You'll always remember the excitement. Compete in one, and you've built memories and relationships for life.

For newer NAA members, it's hard to imagine a time when there wasn't an IAC. But for seasoned Auctioneers, you don't have to search far back in your memory to recall the days before the IAC was born.

The first IAC took place in 1988. For years before, board members batted around the idea of an Auctioneers competition. When Haskel "Hack" Ayers, of LaFollette, TN, became president, he set the idea in motion.

"The year I became president, that was my goal. If I didn't get anything else done, we would do the contest," he said. "So I presented it to the board. They approved it."

He explained his rationale behind the bid-calling.

"The word Auction attracts attention. The chant attracts more attention."

He appointed Robert Steffes and Chuck Cumberlin to organize the first IAC. "They did a tremendous job," he said.

He also gives credit to the Auctioneers who entered that first competition. Ayers said, "They didn't know what to expect. They paid money to get in, not knowing what was ahead. They came, they performed, they did well."

Paul Behr of Colorado won the first IAC.

Ayers said that some of the original competitors have entered nearly all the IACs since then. He praised the fortitude, for example, of Merv Hilpipre who became IAC Men's Champion in 2004 after years of participation.

Ayers said the contest is not just about winning. "Win or not, these Auctioneers become better and more professional than before the contest.

"They practiced their chant hard. They're normally better at the chant back home afterward, and it makes them better in demand. Win or not, they're on the stage back home.

"Added to that, the IAC makes the Auctioneers more knowledgeable about themselves and the profession. They learn how to present themselves and act. They're true professionals now and not just back behind the barn," he said.

Bob Steffes, CAI, GPPA of Fargo, ND was an NAA director when Ayers asked for his help.

Steffes recalled, "My first concept was that each contestant would be videotaped in his home area."

That idea died by vote. The NAA wanted a live Auction.

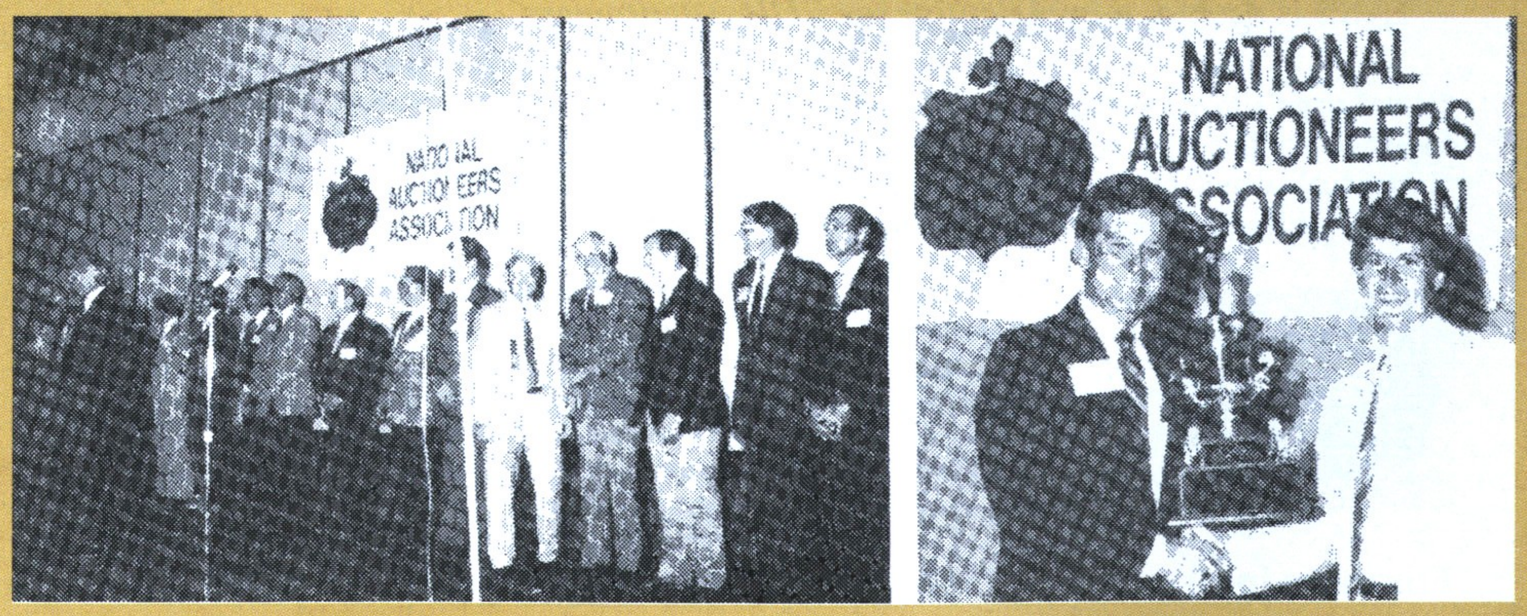
Steffes and his team went to work gathering up merchandise, toy farm equipment that first year, and putting together a judging panel.

"We wanted the panel to have some balance. We tapped a couple NAA members who employed Auctioneers at large firms and Auction houses. We had a cattle guy. We looked around for people to serve as judges who were buyers rather than Auctioneers.," he said.

Although both he and IAC associate Cumberlin were both former World Champion Livestock Auctioneers, they didn't pattern the IAC on the other contest.

"Livestock and auto Auctioneering competitions, and the IAC, each one serves its purpose."

He said, "Our board wanted to have an event that would attract young new members. The second purpose was to get a champion crowned in a competitive deal, then have that



On left are the 1988 IAC FINALISTS. In right photo is 1988 winner Paul C. Behr, on left, being congratulated by 1987 livestock auction champion Jeff Stokes.

champion represent the NAA to promote the Auction method of marketing."

He's pleased with the growing success of the IAC. "It's turned out even better than I thought over the years," he said. "It helps along the Auctioneers with their skills and they make relationships a lot of times that will last a lifetime."

Steffes gave credit to NAA Auctioneer Barney Dilgard and Joe Kiekafer for helping pull together the merchandise and making arrangements for the contest to be held at the host hotel.

Chuck Cumberlin, CAI, AARE of Brush, CO worked alongside Steffes to pull the contest together.

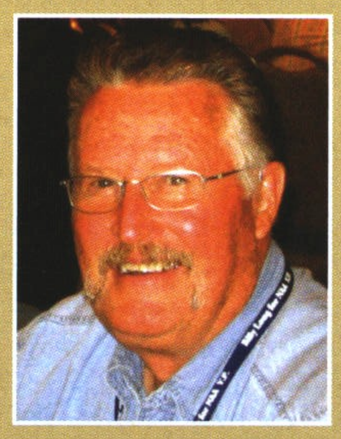
"I inherently expected the same kind of performance out of the Auctioneers as I knew from the Worldwide Livestock competition," he said.

That first IAC was a two-day contest with preliminaries on Tuesday and finals on Thursday. "We had about 40 contestants, and the finals were the highlight of the convention that evening," he said.

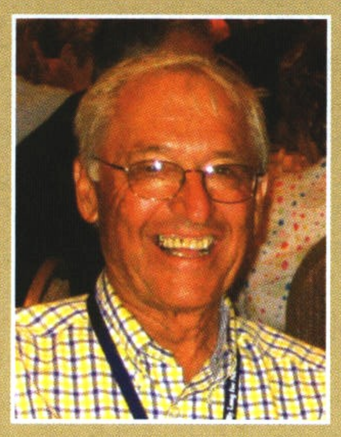
"We were working in new territory. So we picked some high level judges."

Cumberlin said that many contestants were top level NAA members.

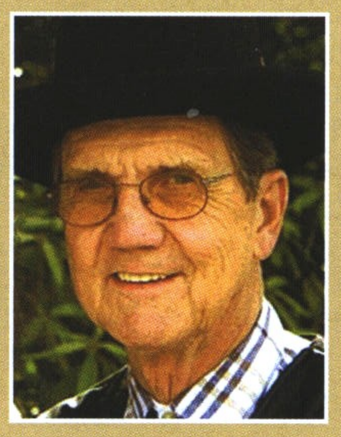
He said the IAC organizers challenged themselves to keep the competition open and fair. "It turned out well. I was very happy with the contest."



Cumberlin



Steffes



Ayers

First champions remember

Behr remembered when he first heard about the approaching competition. He said, "My initial reaction was that it was a great idea for the NAA, illuminating the auction industry through competition. I knew I wanted to be a part of it."

He practiced for the IAC, using two approaches he teaches others today. "Imaging was number one for me," he said. "I saw myself going up in front of the crowd, making my opening remarks, smiling, being relaxed and making the crowd relaxed.

"Then I planned to study the items and their features before it was my turn to sell."

It wasn't until the year following his IAC win that Behr won the World Livestock Championship selling cattle in1989.

"For both competitions, my chant stayed basically the same with the same rhythm, cadence and delivery," he said.

Behr said that the friendships he made through the IAC were as important as the win.

"Winning is important but not crucial. You hear TV sports announcers say that it's everything. Baloney – it's not everything," he said. "When you're in the IAC you get the value of competing and becoming a better Auctioneer. And you get fellowship, camaraderie and support."

He's still good buddies today with Auctioneers such as Marv Alexander and Neil Davis, IAC champs from other years.

"Even in competition where all the Auctioneers want to win, they'll root for the others.

"Aren't we part of a big family in the Auction profession?" he marveled.

When Behr won, he went up against both men and women in one open competition. A separate women's division became part of the IAC in 1994.

"We're a family of inclusion, not exclusion," Behr said.

Marcy Goldring-Edenburn took the crown as first Women's Champion at the IAC. Goldring-Edenburn, CAI, from Farmington, IL, entered the contest with a winner's attitude.

"I decided that if I entered I was going to win," she recalled. "After all, if you can't convince yourself, you're not going to convince anyone else.

"I felt I had something to offer. I had the quality they were looking for."

She said, "I was an active Auctioneer who had participated in every type of Auction there is – livestock, Real Estate, personal property, high end properties, everything. I had a wide knowledge of the industry. I had been a part of the NAA long enough that I wanted to and could represent our organization."

She said that interviews back then took place in private, not open to the public. "I think the questions that really nailed it for me were, 'Why are you in the Auction industry? What do you have to offer the public, and what is the NAA to you?'"

She also remembers the judges asking, "If there was a controversy in an auction, how would you handle it?"

She gave her views on what makes an IAC winner. "What I look for and anyone else should look for is someone who has command. It doesn't matter what gender they are or what they usually Auction. If they have stage presence, that's what matters. They must be able to be in control of themselves and therefore in control of the Auction."

She said, "There are two ways of being an Auctioneer. Ask or Ask and Tell – Selling weakly with a question mark or selling with an exclamation mark."

She and Behr met at NAA headquarters 10 years after the IAC and donated back their trophies for history.

In the Auction business since 1980, Goldring-Edenburn has this advice for Auctioneers who want to enter the 20th Anniversary IAC. "Believe in yourself," she said. "Do what you do naturally. I truly believe you compete against yourself."

Auctioneer and writer Sherry Blakely, of Beloit, WI has competed in the IAC.

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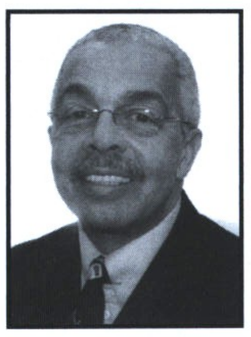

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June 10-12: Alabama Auctioneers Assoc., Gulf Shores, AL
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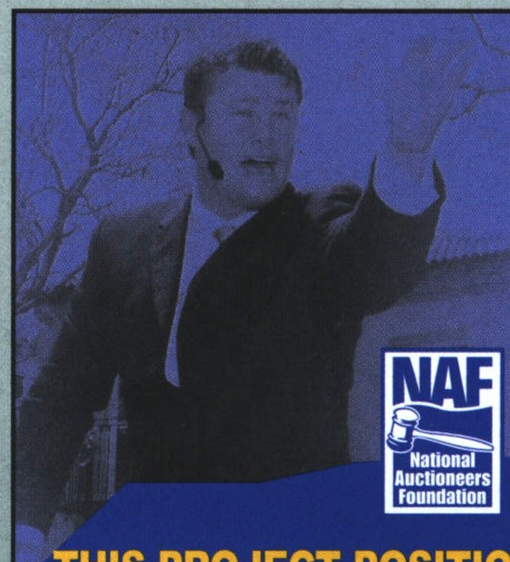

AUCTION INDUSTRY RESEARCH STUDY

The National Auctioneers Foundation has been proud to help fund the groundbreaking Auction Industry Research Study, which was commissioned by NAA and conducted by MORPACE International and Harris Interactive.

The results identified the gross revenue sales in each auction category, providing statistics for the media and Auctioneers to show how vital the auction method of marketing is to the U.S. economy. NAF provided $200,000 in initial funding for this study and helps fund quarterly updates.

THIS PROJECT POSITIONS NAA AS THE LEADING SPOKESMAN WORLDWIDE FOR THE AUCTION INDUSTRY

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Without this implicit duty, the auction method would not function efficiently. The critical issue is whether the Auctioneer may act as the agent of the buyer (in this limited manner) when the Auctioneer acknowledges the highest bid and records the highest bidder's name, memorializing the buyer of the real estate.

State law is split on whether the Auctioneer can serve the dual role of agent for the seller and the buyer. In most instances, Auctioneers should avoid acting as the agent for the buyer because it creates a conflict of interest. The law surrounding the Statute of Frauds, however, presents a narrow exception. For instance, some states have statutes that give an Auctioneer express authority to act for both the seller and buyer in transactions where a written memorandum is required to satisfy the Statute of Frauds. This statutory authority gives the Auctioneer the right to act on behalf of the seller and buyer to bind both parties to the transaction through a written memorandum.

Some states do not permit the Auctioneer to act as the agent for the buyer and seller in the same transaction. These states recognize the inherent conflict between the parties. In these states, Auctioneers are prohibited from serving the dual role for both the seller and the buyer.

In addition, Auctioneers should consider the terms and conditions of the auction. Auctioneers should require bidders to register prior to the auction and agree to specific written terms. The terms of the registration can expressly permit the Auctioneer to bind the buyer after the sale or may (on its own) be sufficient to satisfy the statute of frauds. Other terms of the sale may also be satisfactory. For example, where the Auctioneer's catalogue listed as a condition of sale that "the record of sale kept by the Auctioneer and bookkeeper must be taken by the buyer as absolute and final in all disputes," a bidder at the sale, by virtue of his or her participation, agrees to accept the Auctioneer's memorandum as satisfying the statute of frauds.

Each transaction is unique and the law in each state will determine what is required to comply with the Statute of Frauds. Furthermore, Auctioneers who regularly sell real estate should consult with an attorney licensed in their state to determine whether they have the authority, on behalf of the buyer, to execute a written agreement and bind the buyer to the transactions.

continued

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- Born into the Auction Business
- Life Member of NAA
- Graduate Missouri Auction School – 1982
- Graduate CAI – 1988
- Chairman of 2006 NAA Election Committee
- Served on Election Committee under A. Barry Cole, CAI for 12 Years.
- Served on NAA Auction Extravaganza 2004 to 2006
- Seminar Presenter for 1995 Conference & Show in Niagra Falls, NY.
- Served on Nebraska Auctioneers Association Board of Directors
- Endorsed by the Nebraska Auctioneers Association
- Served on Committee to Establish the NAA GPPA Appraisal Designation Program (1 of 5 Auctioneers from around Country)
- Member of St. Matthews Lutheran Church in Cedar Bluffs, NE. (Also served on Finance Committee for Church for 2 Years)
- Fremont Area Habitat for Humanity Auctioneer for past 15 Years
- Ducks Unlimited & Pheasants Forever
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Shill bidding

What would you recommend in regards to the matter of shill biding or commingling? Are they illegal by any parties at auction, and how can they be stopped?

Interested Auctioneer (name withheld by request)

Answer: Shill bidding is a practice whereby an agent or associate of the seller submits false bids for the purpose of artificially increasing bids from bona fide bidders. There are a variety of scenarios in which a seller's agent will make false bids to drive up prices. Spotting the false bidder is the key to stopping shill bids. The practice is prohibited in nearly every jurisdiction.

If Auctioneers become aware that a seller has employed a shill, the Auctioneer should consider his/her ethical duties. Auctioneers are bound by the National Auctioneers Association's Code of Ethics, which imposes a duty of honesty, integrity and fair dealing with clients. Further, the Uniform Auction and Auctioneer Licensing Act ("UAALA") prohibits Auctioneers from misleading the seller, buyer, or bidders during the sale. UAALA also expressly prohibits Auctioneers from knowingly using phantom bids or shills. See UAALA § 5-101. Knowingly accepting or participating in shill bidding would be misleading buyers during the conduct of a sale.

The effect of a shill bid is that a bona fide bidder is bidding against himself/herself because the shill does not intend to purchase the merchandise. For example, if a bona fide bidder submits a bid for $10.00 for an item and the shill bids $15, and the bona fide bidder makes another bid at $20, the bona fide bidder was cheated out of $10.00, because the shill did not intend to purchase the item. Obviously, the more expensive the merchandise the more the bona fide bidder is cheated in a shill bidding scheme.

How can Auctioneers spot or stop a shill bidder? Preventative measures may dissuade some shill bidding schemes. Auctioneers should incorporate language into their contract that the seller will refrain from using shills or similar devises during the auction. Second, Auctioneers should post their rules at each auction they conduct and should disclose that shill bidding is prohibited. Third, again incorporate language into the bidder registration process that further places bidders on notice that shill bidding is prohibited.

Stopping a shill bidding scheme can be a problem for an Auctioneer. Assume that a bidder submits a bid at key times of the Auction on various items and the Auctioneer suspects the bidder is submitting shill bids. The Auctioneer has a few options with respect to addressing the potential shill.

First, the Auctioneer can stop the auction and confirm that the shill bidder is the current bidder. This lets the shill know that the Auctioneer at least suspects the shill scheme. Second, the Auctioneer can ignore or refuse to accept the shill's bids. Third, have a ring man watch the shill closely and approach the shill to confirm the bid and his registration information. Finally, if the Auctioneer is fairly confident that an individual is acting as a shill and does not stop after being approached, the Auctioneer or the seller can ask the shill to leave the auction. (Auctioneers should exercise caution because it is possible that the alleged shill bidder has no connection to the seller and was making valid bids.)

Despite all of the preparations and efforts Auctioneers employ, there is no foolproof way to stop shill bidding. Knowing how to handle a shill may cause them to discontinue their shill practices. More importantly, each Auctioneer needs to protect his or her reputation and prevent others from thinking that he or she is knowingly involved with the use of a shill.

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Annual Business Meeting and Election. For your review, candidate information is available on NAA's website, www.auctioneers.org.

The International Auctioneer Championship (IAC) takes place all day on Friday, July 20. The preliminaries begin at 9:30 a.m. and the finals begin at 7 p.m. The IAC Buffet will be served between 5 – 7 p.m.

The State of the Industry Breakfast returns this year. On Saturday, July 21, MORPACE will share the latest results of the auction industry study. In addition, there will be a special presentation from Kelly McDonald on "The Importance of the Hispanic Market."

In addition to all of the exciting social functions and special events, more than 50 interactive, timely, and relevant educational sessions that apply to all levels of the auction industry professional will be taking place throughout the week.

As always, the environment at NAA's Conference and Show encourages social interaction as much as education. And this year the atmosphere will be filled with energy and fun. Sharing great ideas and having fun with great people will optimize your experience at the 2007 Conference and Show.

See you in San Diego!

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association news, continued from 73

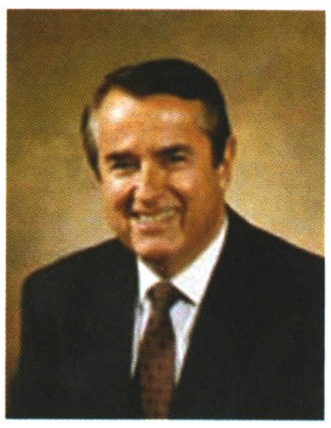
goods. Real estate auctions were most common. In 1971, the Auburn Chamber of Commerce asked him if he would help raise money for its annual classic-car show honoring the automotive companies who once manufactured there, including Duesenberg. Kruse suggested auctioning some of the antique cars, many of which were for sale anyway. Some 17,000 people came. A man bid $61,000 for a Duesenberg, but the seller rejected him. NBC News reported that an offer of $61,000 for a used car was turned down, and the Auburn event was on its way to celebrity, the *New York Times* reported.

Russell was also known for singing "Back Home Again In Indiana" at the start of each Kruse Auction. Memorials can be made to: WWII Victory Museum, PO Box One, Auburn, IN 46706, Attention: Bob Krafft.

Jane G. Newcom

Jane Gehring Newcom, wife of Auctioneer Rex Newcom, died recently. Services were at the Eden Mennonite Church in Moundridge, KS. Rex Newcom is a past president and a member of the Hall of Fame of NAA. Condolences may be sent to Rex's home: 626 Park Lane, Moundridge, KS 67107.

INTERNET TRICKS AND GREAT PLACES



JOHN PECKHAM IS THE EXECUTIVE DIRECTOR FOR THE REAL ESTATE CYBERSPACE SOCIETY. IN THIS COLUMN IN *AUCTIONEER*, HE PROVIDES TIPS FOR USING TECHNOLOGY IN THE BUSINESS WORLD.

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http://www.zoho.com

We are witnessing a trend toward moving applications onto the Internet and for many this can make a lot of sense. These folks have done a neat job of giving you a pretty much full featured word processor on-line. This word processor allows you to create and share documents online. You don't need to install any software on your computer. All you need is a browser and an Internet connection.

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TRICK #2: GOOGLE GOES MOBILE

http://www.google.com/mobile/

You know all about the myriad of tools Google offers on the web. Now you can access many of those great tools without being tied to your computer.

With Google's new mobile service you can use the best of Google tools right from your cell phone. You can search, access maps, get directions, use Gmail, get news and use lots more of the Google services. There is no cost for this service but you need to be hooked up with the appropriate cell service and pay for your air time.

GREAT PLACE #1: SLEEP WELL - PROTECT YOUR IDENTITY

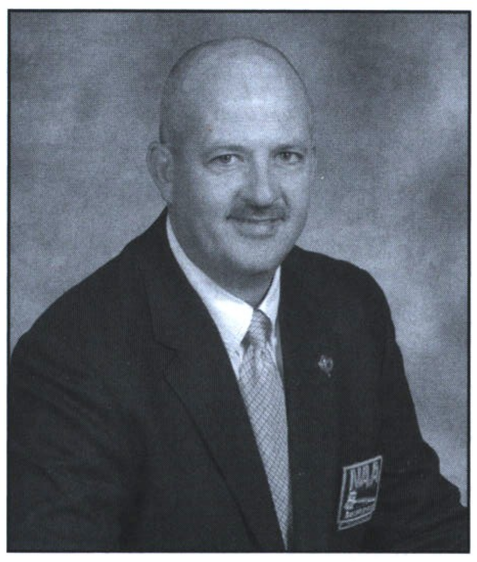
https://www.idtheftsmart.com/recyber/

Identity theft is the fastest growing crime on the face of our earth today. Attempting to resolve identity fraud issues on your own can be complicated and very time consuming.

Many "Identity Theft" plans simply send you a checklist of "things to do" when your identity has been stolen. Here's a place that takes an important extra step in helping you deal with the threat and /or actuality of identity theft.

This service helps you monitor your credit and provides you with complete fraud resolution services if you become a victim of identity theft. This world class company provides you with licensed ID theft investigators to do most of the legwork and paperwork for you - saving you unthinkable amounts of time and energy.

Copies of all previous "Real Estate CyberTips" columns complete with all direct links are available at www.REcyber.com/reintelligence/cybertips.htm. Jack Peckham is the Executive Director of the Real Estate Cyberspace Society and can be reached by E-mail at bostonjack@earthlink.net. The Society's worldwide web office is open 24 hours a day at www.REcyber.com. Direct links for each of the tricks and places here or in any previous Real Estate CyberTips Columns are available at www.REcyber.com/reintelligence/cybertips.html. StoneAge readers can obtain information on Society membership by calling 888-344-0027. Copyright (c) 2007. RECS.



At 211 degrees, water is hot. At 212 degrees, it boils. And with boiling water, comes steam. And with steam, you can power a train. —S.L. Parker

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NAA Resources

NAA Membership and Meetings

For meeting registration, membership applications, and changes to your membership record, contact the **NAA Member Service Department** by phone: 913-541-8084 or 888-541-8084, ext. 15; fax: 913-894-5281; or e-mail: info@auctioneers.org.

Access NAA Online

NAA's Web site, www.auctioneers.org, Provides fast and convenient access to people, practices, ideas, and resources. Your member account allows you to connect online with colleagues and stay in touch with what is happening in the industry and profession. NAA's Web site is innovative and easy to navigate.

Programs

St. Jude and NAA Partnership

NAA members have raised nearly $4 million to help children since 1999. Opportunities for members to participate vary from donating a percent of auction proceeds to holding a "special" fundraising auction for St. Jude Children's Research Hospital.

International Auctioneer Championship

NAA hosts the largest bid-calling championship in the world each July during the annual Conference and Show. Participants can register beginning in February through the Conference and Show registration process. This contest has both a men's and women's division and awards a $10,000 cash prize, a trophy and ring. A promotional video will also be aired nationwide and feature the winners.

International Junior Auctioneer Championship

The NAA's youngest Auctioneers compete in a bid calling contest in front of a live audience each July during the annual Conference and Show. Open to youth age 12 to 21, the IJAC Champion will win $1000, a trophy and complimentary registration into the adult division of the International Auctioneer Championship once the winner meets the minimum age requirement for the IAC.

International Ringman Championship

Professional Ringman to be featured in NAA's Ringman Competition.Ringman play a vital role and have significant impact on the success of an auction. NAA is eager to recognize their efforts and reward them for a job well done. A trophy, a $5000 cash prize and a championship ring will go to the champion of the IRC, sponsored by the Professional Ringman's Institute. A promotional video will also be aired nationwide and feature the winner.

National Auctioneers Day

On the third Saturday in April, National Auctioneers Day is designated to recognize the creative efforts of Auctioneers and the benefits of the auction method of marketing. For more information about National Auctioneers Day see the March issue of *Auctioneer*.

NAA Marketing Competition

NAA has developed a special awards program to recognize the creative efforts of Auctioneers. The award presentations take place during the annual Conference and Show in July. Call for entries along with the rules and regulations are included in the Conference and Show brochure that is sent with the February magazine. This was formerly called the Photography, Advertising and Auction of the Year contest.

President's Award of Distinction

The President's Award of Distinction is awarded to an Auctioneer for his or her contributions to the industry and profession. This prestigious award is given during the annual Conference and Show in July. The NAA President, along with the NAA board of directors, make this selection.

NAA Education Institute

The NAA is dedicated to providing professional development opportunities for the auction industry. Members enjoy discounts on all educational events, seminars and our designation and certificate programs. Designation programs include: CAI, AARE, GPPA and CES. Visit www.auctioneers.org to learn more about NAA's business-boosting programs, or e-mail us: education@auctioneers.org. Phone: 888-541-8084 (extension 23 and 28).

Online Education

Earn continuing education credits by taking auction-related classes at home. NAA Online, in partnership with the Nashville Auction School, provides six classes, with more planned in the future. Price is $95 for NAA members. For details call 931-455-5840.

Services

Auction Calendar

Members are allowed to post their auctions on the NAA Auction Calendar on its web site—www.auctioneers.org. NAA's site receives over 4 million hits per month and increases the exposure of member auctions.

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Discussion Forum

Allows members to share information online in a quick and easy manner. Any question that you have pertaining to the auction profession can be easily addressed by other members of the association. Check this frequently, as many topics are discussed on this forum. Call NAA Web Services at 913-541-8084 or 888-541-8084 ext. 25 or log on to www.auctioneers.org for more information or to sign up.

Free Web Site Development & Hosting

Members can individualize information about themselves and their company as well as post all of their auctions. This free web site development also includes free web hosting service. To take advantage of this service log on to www.auctioneers.org. With $75 domain name registration.

Government Relations

The Government Relations program tracks federal and state legislation impacting the auction industry and notifies you to take action on issues when appropriate. Through the Auction Action Network (AAN), you have the opportunity to sign up to become a member of NAA's government relations network to present a united voice on issues affecting the profession.

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State License Laws Guide

Guide covering principal requirements in each jurisdiction to assist members with questions on individual state requirements. Log on to the members only section of www.auctioneers.org for more information.

Travel Services

The lowest available member rates for travel—Guaranteed! NAA Travel handles all of the annual Conference and Show and Winter Seminar arrangements. This service is free and can be used for all your business or pleasure travel needs. Call NAA Travel at 877-363-9378.

Products

Audio CDs

Audio CDs of the recorded NAA Educational Conference sessions can be purchased by e-mail: craigm@cmcgc.com or calling 800-747-8069; fax: 818-957-0876. For a complete listing of available sessions, log on to www.auctioneers.org.

Books

This comprehensive 92-page legal guide, Waiting for the Hammer to Fall, A General Overview of Auction Law by Kurt R. Bachman, provides up-to-date information on issues Auctioneers encounter in their course of business. For more information call 888-541-8084, ext. 28; fax: 913-894-5281; or e-mail: info@auctioneers.org.

Membership Directory

This directory provides an up-to-date listing of all members and their contact information. This is updated annually and is published and sent to all members in April. For up to the minute membership directory, log on to www.auctioneers.org.

Merchandise

NAA provides a great selection of apparel and miscellaneous promotional items that members can purchase at very attractive prices. Log on to www.auctioneers.org for available products or 866-331-0112.

Newsletter

Have the four-page Auction Advantage newsletter sent to a list of your customers four times a year for only 45 cents per mailing per customer. The newsletter is customized with your photo and company contact information. NAA creates and mails the newsletter. For details call 913-541-8084, ext. 15.

Opportunity Kit

To request an *Auctioneer* or *Auction World* Opportunity Kit, please call 913-541-8084 or 888-541-8084, ext. 20; fax: 913-894-5281; or e-mail: wdellinger@auctioneers.org. To learn more about the benefits of advertising please call 913-541-8084 ext. 20.

Buyers Guide

We have collected information from those companies who have developed products and/or services with the auction company in mind.

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NAA provides to you customer survey cards, which you can give to customers at your auction to get their feedback with 17 questions like "How did you learn about this auction?" The results can be used to improve your business. Send the cards to NAA and get a detailed report back. An order form can be downloaded from the NAA website, or call member services at 888-541-8084, ext. 15.

NAA's Expert Witness in the Courts class was held in January in Charleston, SC and provided NAA members with training in how to prepare, testify and be confident when you are called to testify in court cases.

The Expert Witness class group included Judge George Kosko (center, in black robe).

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Next Month:

The July issue of *Auctioneer* will feature a cover story about NAA's partnership with the Auction Network, a new cable television network featuring auctions of varied types. This exciting partnership will enable NAA to encourage positive coverage of auctions, as well as Auctioneer contests and other aspects of the competitive bidding industry. Don't miss this story about this project that may well become the most visible promotional tool for the auction industry in the history of the business.

Another story will tell about a visit to South Africa by about 10 NAA officials and members. They share their impressions of the vibrant auction industry there, and the practices that make real estate and other auction niches so successful in that country.

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