

# TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

3rd Quarter • 2019

## \$10,000 to be awarded to TLSO Grand Champion

By: Troy Robinett, PRI, TAA 2nd Vice President & TLSO Co-Founder

WHEN THE TEXAS LONE STAR OPEN Bid Calling Contest was founded on a front porch in Blackwell, Texas one of our goals was to change the competitive auctioneering game forever! We wanted to highlight the Texas auctioneers Association in a mainstream public event, as well as educate the public on the auction method. We wanted to bring more attention to auctioneers and auction contests. We wanted the public to see the diversity in auctioneers chant's, salesmanship, and over all style. And we wanted auctioneers to be rewarded financially for all the hundreds, if not thousands, of hours they have put into the art form of bid calling!

The TLSO was the first open bid calling contest to pay our Grand Champion Auctioneer \$3500. Then we raised the prize money to \$5000. In 2019 we are once again raising our prize money to...**\$10,000! YES, I said TENTHOUSAND DOLLARS!**

From our founding we set this as a goal. To have a bid calling contest that pays \$10,000 would not only change an auctioneers life, it would change our industry! There have been a couple other open bid calling contests sprout up across America after the TLSO. Our Grand Champion prize being one of many things they have replicated.

So, we knew that this year was the year. This was the year to up our prize money! We were admittedly nervous. That

was until we reached out to the past Grand Champions of the TLSO, Craig Meier, Tony Langdon, and Toya McLeod. These Champion's could not have been bigger supporters of this decision. If fact, ALL three so generously donated \$1000 out of their own pockets to sponsor the



\$10,000 prize! We were left speechless by the generosity and support they have shown the TLSO! Craig, Tony, and Toya, we want to THANK YOU for your support! You have gone above and beyond to promote and support the TLSO and you all are the definition of a TRUE champion.

**Friday, October 25th in the Stockman's Club in the historic Fort Worth Stockyards** one auctioneers life will be forever changed. And, the competitive auctioneering world will forever be changed! Just as important, every auctioneer who competes in the TLSO will be a better representative of our industry for doing so.

We encourage you to come and be a part of this GREAT event. If you are interested in competing or sponsoring the TLSO, please contact myself 817-995-7509, Jackie Lemons-Shillingburg 713-542-0528 or Joel Lemley 325-668-3552. Visit [texaslonestaropen.com](http://texaslonestaropen.com) for rules & registration.

7th Annual

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# PRESIDENT UPDATE

## Joel Lemley, CES, CAGA

### TAA 2019-2020 President

**HI EVERYONE,** hope you are having a great summer and have taken advantage of the TAA Convention in Waco and the NAA Convention in New Orleans. Also, I hope you and your families have had a great vacation season together. Your board of directors, officers, and committees have continued through the summer to work for you and represent the Texas Auctioneers Association, including planning and filling your upcoming year with activities and education.

The Board will be meeting September 15th in Rockwall, Texas to begin our budget planning and convention preparation for 2020. Also, we are preparing for our 4th Annual Texas Lone Star Open Bid Calling Contest scheduled for October 25th in conjunction with the Red Stegall Cowboy Gathering at the Historic Fort Worth Stock Yards in Fort Worth, TX. This year's TSLO will be featuring the largest Grand Prize Awarded of any auctioneer contest in the country. They say we do things bigger in Texas, well get a load of this! This year's Grand Champion will be awarded \$10,000 along with a Grand Champion Hy-O-Silver Trophy Buckle! The TSLO has been benchmarked by many other contests throughout the country, but this year we feel we have set the bar to be the biggest and best auctioneer contest ever. We hope all of our TAA members will come and be a part of this great event either as a contestant or as a volunteer, helping our committee in setting up and putting this event on for our guests. The contest was designed to educate and introduce the auction process to the general public so please come and participate in this great TAA scheduled event. I also invite you to take advantage of this huge opportunity to be a sponsor



and promote your company throughout this event. Your help will ensure the future of the Texas Lone Star Open Bid Calling Contest and its representation of the Texas Auctioneers Association.

I want to take this time to introduce our new TAA Secretary/Treasurer, Montie Davis, who while not new to this board or service to the TAA has taken on a great responsibility that is so important to our organization. I want to thank Jim Swigert for his dedicated service holding the position of Secretary/Treasurer for so many years, as well as representing us in Austin, heading up our Auc/Pac and legislative representation.

Also, I want to introduce your new TAA Officers for 2020. President-Elect Jackie Lemons-Shillingburg, First Vice President Angie Meier, and Second Vice President Troy Robinett. Your organization is very fortunate to have these and the entire board of directors whom you elected to serve and be your representative to the Auction Industry in the State of Texas.

I want to reach out to each and every member of the Texas Auctioneer Association that if myself or any member of the TAA Board of Directors can be of any service to you, please feel free to contact any of us at any time.

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# BE THE INSPIRATION TO SOMEONE ELSE

By: Lisa Huisenga

When Tracie Davis asked me to write an article about Scottish Rite Hospital Children's Auction, I hesitated as it was a little out of my comfort zone. I am more a talker than a writer. Most people who know me would agree I like to talk so here it goes.

The Children's Auction at Scottish Rite Hospital is one of the highlights that the Texas Auctioneers Association host every year. It usually happens on the first Monday of December every year. The current contest champions (state, rookie, senior and ringman) perform the auction. Santa even makes an appearance. The patients and their families bid on toys with make believe money, having fun and forgetting their treatments for a short time. I love seeing the joy on the children's faces as they get so excited bidding on the gifts. The parents faces show the joy also. It is a little bit of happiness in their lives. I think I have only missed four times since becoming an auctioneer in 2004.

*I love seeing the joy on the children's faces as they get so excited bidding on the gifts...*

The last couple of years the Dallas Cowboy's Organization was also there at the same time, so you may see some of your favorite players or cheerleaders. The hospital provides a lunch for all the auctioneers that participate, which is a great time to hear more on how the hospital is helping the patients and their families, as well as some great fellowship with your fellow auctioneers.

There are many ways you can help TAA raise money for Scottish Rite Hospital:

- Bring an extra item to sell in the Fun Auction at the convention and designate the proceeds to go to Scottish Rite Hospital. I have always brought extra items for the Fun Auction to sell.
- Give a check to TAA directly designating the money to Scottish Rite Hospital anytime throughout the year.
- Miles Autry used to sell some of the ties and scarfs at his auction with all the money raised going to Scottish Rite Hospital. You can also do that at your auction whether it be live or online. Check with TAA on how to get some of the merchandise to sell.
- Buy some of the merchandise at the convention when they auction them off at the convention.

The Auction community is a very giving association, helping many people and organizations in need. If you find it in your heart to help Scottish Rite Hospital, please do. The auction typically takes place on the first Monday of December every year; except this year it's on the 9th (*the second Monday*). **Come and enjoy the Children's Auction on MONDAY, DECEMBER 9TH at the TEXAS SCOTTISH RITE CHILDREN'S HOSPITAL.** You will not regret it! TSR provides lunch for TAA volunteers immediately after the Auction. RSVP for this event to [info@texasauctioneers.org](mailto:info@texasauctioneers.org).

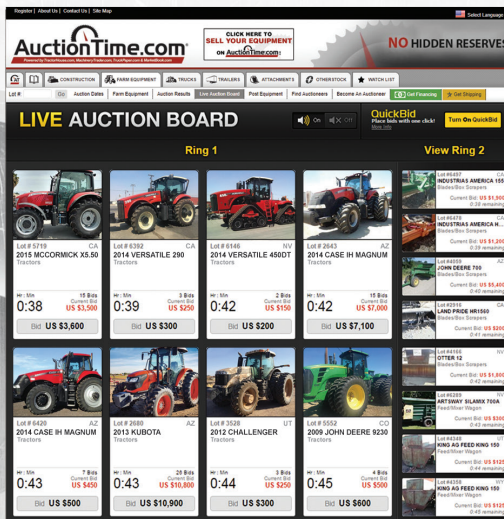
Watch for details sent out via email. If you have any questions, give the TAA staff or a Board Member a call. They will be more than willing to answer your questions. I look forward to seeing you in December at the Children's Auction. I will even buy you a bag of their famous popcorn if you wish. I can be a big spender every now and then.

*Come and get inspired. Then be the inspiration to someone else.*



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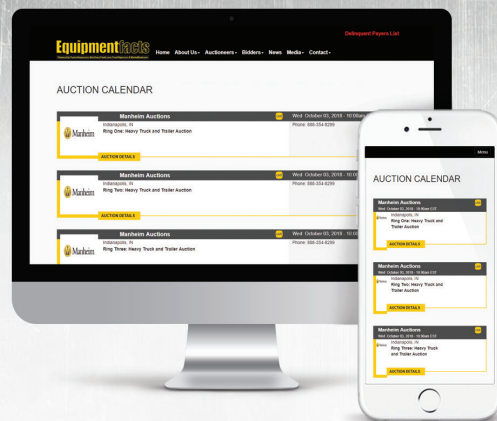
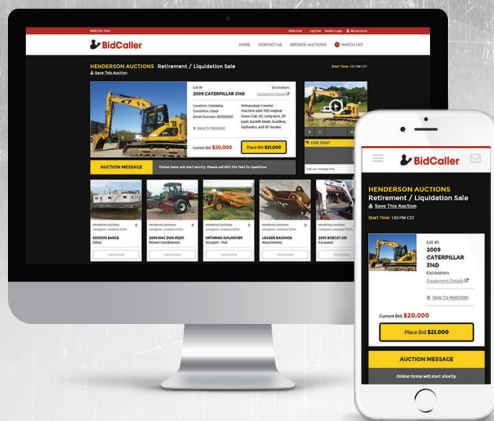
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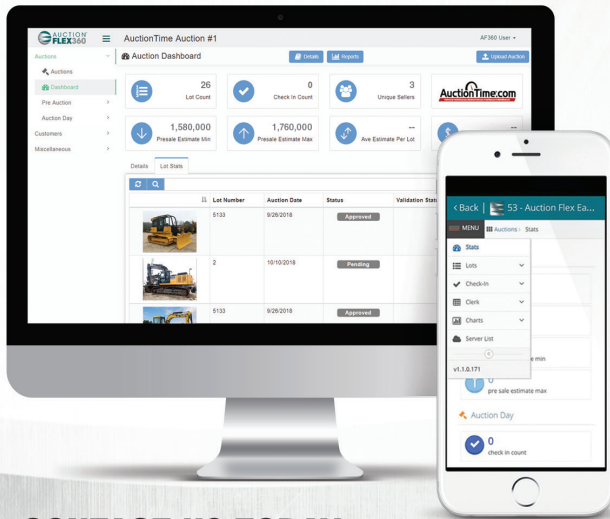
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# Texas Auctioneers Represent *at NAA C&S in New Orleans*

By: Doug Bradford, CAI, TAA Director

**TEXAS AUCTIONEERS** were represented well at the 2019 National Auctioneer Association Conference and Show in New Orleans. The annual convention held in July each year, had Texas auctioneers taking designation courses, volunteering in different capacities, running for the NAA Board of Directors, competing in the International Auctioneer Championship, graduating from the Certified Auctioneer Institute (CAI), working on the trade show floor, and promoting the auction industry in Texas and around the world.

Several auctioneers attended the Auction Marketing & Management (AMM) pre-conference designation course learning new technology and trends on how to better brand and market their auctions and their businesses. Philip Piercell was a candidate for the NAA Board of Directors and gave an inspiring speech. Heather Kaspar and Doug Bradford received their CAI designation pens at the annual CAI breakfast. Lance Swigert with S3 One Goal and Alvin Kaddatz with Fellowship of Christian Auctioneers International were visible and very active on the trade show floor. Lou Ann Young and Doug Bradford provided ringman assistance during the fun auction and the International Auctioneer Championship.

Perhaps one of the biggest highlights of the conference was Texas auctioneers Stan Young, Morgan Hopson, Angie Meier, and Craig Meier participating in the IAC competition. While Craig and Angie made the finals in the men and women's division, it was 2019 Texas State Auctioneer Champion, Morgan Hopson, who emerged as the 2019 IAC Women's Champion.



The big topic on most everyone's mind outside of the conference was the weather. At different times during the week, it was known as Hurricane Barry and Tropical Storm Barry. Barry caused a lot of concern and stress for many attendees, causing some to cancel their plans to attend, cut short their trip, and in some cases, made it impossible for some to get into the city. For those who were there and chose to stay through the storm or simply got delayed in getting out, it was an extra special time of fun, fellowship, and growing our auction relationships in our auction family, all the while embracing a favorite mantra of the residents of New Orleans, let the good times roll!





# CHAPLAIN'S MESSAGE: GOD'S PROTECTION

## Alvin Kaddatz

**NAA HELD CONFERENCE & SHOW** in New Orleans July 9-13. Hurricane Barry was predicted to hit the Gulf Coast and might be causing damage in New Orleans. On Wednesday morning, we had flash flooding. Many of the NAA attendees left to go home. We even had some Texans to leave on Thursday morning.

God promises us through his word: "For I know the plans I have for you," declares the Lord, "plans to prosper you and not to harm you, plans to give you hope and a future." *Jeremiah 29:11*

"Fear not, for I am with you; be not dismayed, for I am your God; I will strengthen you, I will help you, I will uphold you with my righteous right hand." *Isaiah 41:10*

I left on Saturday and drove up through Mississippi to miss the storm. Congratulations to Morgan Hopson for winning the Women's Division Championship at NAA.



Congratulations to Angie & Craig Meier who were finalist in the International Auctioneers Championship at NAA.

FCAI was blessed with a great praise, worship, & business meeting.

Jeff McCon from Louisiana presented the message and Denny Stouffer from Maryland provided the songs.

### This is the FCAI Board:

President: Joe Joyner  
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Secretary: Donna Bolton  
Treasurers: Denny Stouffer & Alvin Kaddatz

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President-Emeritus: O.C. Mangold  
Secretary-Emeritus: Joani Mangold  
Treasurer-Emeritus: John Sisk

Lou Ann Young & TiWanna Kenney both held the alligator at the welcome party at NAA.



Carson Kaddatz played in the Fellowship of Christian Athletes (FCA) Victory Bowl game in Waco.



Please continue to pray for Clem Veters who lost his wife & daughters in June.

Pray for Loyd Sawyers. Mary Sawyers went to be with the Lord. She attended several conventions & polished shoes & boots for those attending.

America's Auction Academy supports FCAI at each auction school.

A special thank you to Mike, Lori, and the students. The next auction school will be September 20-27, 2019.

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me. If you need assistance with a matter at TDLR, you can contact myself or Todd.

### Prayer Requests:

Mr. and Mrs. R.J. Smith, Lone Oak, TX  
Sandy Dunning, Plano, TX  
Joshua Rush, Hempstead, TX  
Cindy Kaplan, Plano, TX  
Brenda Kaddatz, Hillsboro, TX  
Nancy Manning, Quinlan, TX  
Pam Hall, Graham, TX  
Corporal Blake Royston (*deployed soldier*)  
Betty Burgess, Graham, TX  
Patti Thomas, Mt. Pleasant, TX  
Linda Owen, Sherman, TX  
Mark Carriker, Boerne, TX  
Ashley Harbour- Patti & Brett Thomas' son, Mt. Pleasant, TX

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# MARKETING TO THE PUBLIC *Update*

By: Heather Kaspar, CAI, GRI, BAS, SRES, TAA Director

**GATHERING RESEARCH DATA** is always a tedious process, but we are making headway! I want to send out a huge THANK YOU to those on the committee that have been working with me on this project! After receiving feedback on our initial set of survey questions, we uncovered the opportunity to ask more tailored questions and decided to take a new approach to managing the data as it came to us.

Our association has such a wide variety of auctioneers that conduct auctions in the state, so I thought it would be great to let you guys know what sort of data we are gathering in this next round!

Information about person filling out survey:

- Basic demographic information
- Prior auction attendance
- Would they consider buying and/or selling at auction
- How they prefer to sell items
- Input on why one would have an auction
- Types of auctions they have attended
- What they believe a typical auction item is

Real Estate Auctions:

- Feelings that arise when someone becomes aware of a real estate auction
- If they would consider buying and/or selling real estate at auction
- If there are any perceived benefits by buying/selling at auction

Online Only Auctions:

- Overall perception of online auctions
- Whether or not they have participated in one outside of eBay

Estate & Personal Property Auctions:

- Perception of auctions versus other sale methods
- Input on what makes them effective or not effective

Fundraising Auctions:

- Whether or not a professional auctioneer adds value
- Input on how they add value

General Questions About Profession:

- Awareness of auctioneers being licensed in Texas
- Their perception on why a license is required

- Whether or not they think a license is necessary
- Perceived importance of membership to state and national associations
- Perceived importance of specialized designations within the industry

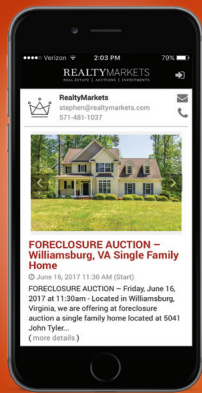


The Texas Auctioneers Association's goal is to have a clear picture of how auctions and auctioneers are perceived to the general public. This information will help us drill down and give our members the ammunition they need to combat negative perceptions and educate the public in areas that need it and highlight the attributes of our profession and industry that the public already has faith in.

Gathering research data is a process. For those that previously signed up to be on this committee or anyone new that would like to play a part in this information gathering process, please text me at 979.421.0325 or email me at [heather@buckupauctions.com](mailto:heather@buckupauctions.com).

Stay tuned for more updates and information!





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# UTILIZE THE SBA *to Grow Your Auction Business*

## Doug Bradford

TAA Director

**THE SMALL BUSINESS ADMINISTRATION** has many resources to help you grow your auction business. You may not think of the SBA when you think of auctions. And, that wouldn't be unusual.

When you come out of auction school, you have a good foundation of the basics of starting your auction business. To start building your business, you most likely talk with other auctioneers, auction companies, your state and national associations, or perhaps a specialty association (auto auction associations or livestock auction associations). If you didn't grow up in the auction business or haven't worked in it long, you have a lot of questions. Depending on your background and experience prior to entering the auction business, you may not have a lot of business acumen. Do you need a business plan? How do you write a business proposal? How do you prepare a profit and loss statement?

The SBA is a great resource of providing insight on how to start and grow your business. They have webinars, templates, links, and regular email blasts on a



variety of business topics. Whether it is marketing, finance basics, writing a business plan, doing business with the government, or navigating through a global economy, the SBA can provide a very useful foundation upon which to get started.

Depending on your location, you may be able to meet in person with partnering organizations that provide free business advice to you on a variety of topics. In many cases, the individuals giving advice are current or recently retired business executives with numerous years of running and growing businesses. Some local offices have recurring networking events or special presentations on a variety of business topics to help you grow and manage your business.

The SBA is another toolbox you should keep with you. Knowing how to write a

business plan or a proposal is important. A proposal by itself can set you apart from your competition when vying for an auction job. Understanding how to prepare a profit and loss statement lets you know whether you are making or losing money. Yes, you can find this information in other places, in other ways, and by other organizations. But the really nice part about the SBA is that most of it is free of charge to you. That is a big plus when you are just starting out, depending on what you want to do and what your financial situation is.

Do not rely solely on the SBA for your business advice. Do your research, your due diligence. Talk to other successful auctioneers you admire and find out the tools they used to be successful. Read business books and magazines. Listen to podcasts on auctions and related business topics. Utilize the internet and social media to learn trends and tricks. But, use the SBA as a tool in your toolbox to help you grow your business. The more of the right tools you have, the more likely you are to be able to grow your business successfully and avoid unnecessary pitfalls.



*Are you up for the Challenge?*

**OCTOBER 25, 2019**

**Fort Worth, TX**

**[www.TexasLoneStarOpen.com](http://www.TexasLoneStarOpen.com)**



# '19 TEXAS STATE CHAMP Morgan Hopson Wins IAC

## NAA PRESS RELEASE REPRINT

### BONHAM AUCTIONEER NAMED 2019 NAA WOMEN'S INTERNATIONAL AUCTIONEER CHAMPION

DALLAS – Morgan Hopson, of Bonham, Tx, was recently named champion of the National Auctioneers Association's (NAA) 2019 International Auctioneer Championship (IAC) at the NAA's 70th Annual Conference & Show at the Hilton New Orleans Riverside Hotel in New Orleans, La.

The National Auctioneers Association estimates that only 17% of auctioneers nationwide are women. The 30-year-old, first-generation auctioneer, Hopson, isn't merely participating in the male-dominated field; she's taking it by storm, recently being named the 2019 Texas State Champion Auctioneer as well. Prior to Hopson being named champion of the IAC, only 56 other men and women, internationally, hold the distinct honor of winning this prestigious contest.

"It was my privilege to share the stage with 68 competitors, in the men's and women's divisions, from the United States, Canada, Mexico and Ireland, who are some of the best and brightest auctioneers in our industry," Hopson said. "I am extremely honored and very humbled to have been named the NAA's 2019 Women's International Auctioneer Champion and look forward to serving as an ambassador for our industry."

Twenty-two women competed for the honor to be known as one of the best auction professionals in the world. Hopson, Certified Auctioneers Institute (CAI), received a \$5,000 cash award, trophy, and championship ring. Seven judges scored contestants on poise, command and bid calling ability in a preliminary bid-calling round, an interview round with three industry questions, and a final round of bid-calling for the top seven competitors.



The revered competition is held in a single day in front of live attendees with tens of thousands of viewers on IAC Live! via Facebook and YouTube.

Hopson will represent the NAA and the entire auction industry throughout this year with her co-champion from the men's division, Trey Morris, of Murray, Ky. Both will serve as ambassadors for the NAA by speaking to other trade groups, professional associations, and national and international media outlets about the power of the auction method of marketing and the professionalism of members of the NAA.

One of the highlights of the year, for the champions, will be a special trip to conduct the annual NAA Toy Auction for patients and their siblings at St. Jude Children's Research Hospital in Memphis, Tenn. The NAA formed its partnership with St. Jude in 1995. To date, it has raised more than \$5.5 million in support of St. Jude to help advance cures and means of prevention for catastrophic pediatric diseases through research and treatment.

Hopson is an auction professional and real estate associate, licensed in both Texas and Oklahoma, with United Country Buford Resources Real Estate

& Auction specializing in selling farm and ranch land, hunting properties and luxury real estate at auction. Hopson also specializes in consulting with non-profits and associations to help them meet their fundraising goals through live auction and special appeals. She travels throughout Texas, Oklahoma and the Midwest conducting benefit auctions and works with organizations such as the Crohn's and Colitis Foundation, Community Bankers Association of Oklahoma and the Independent Bankers Association of Texas. Outside of the auction industry, Hopson is passionate about giving back to the community and is currently serving in a leadership role for the Junior League of Oklahoma City.

Hopson attended Texas Christian University (TCU) in Fort Worth and earned a Bachelor of Business Administration as well as a Bachelor of Arts. "My business and music background serves me well as an auction professional. As an auctioneer, we are often entrusted with our client's most treasured asset, whether that is real estate or their biggest fundraising opportunity of the year. Having problem-solving skills, being able to listen to our clients' goals and needs, and bringing a professional presence to the stage while evoking emotion from our audience is key," Hopson said.

"Being named the 2019 NAA International Auctioneer Champion is something that I do not take for granted," said Hopson. "Throughout the year, I look forward to promoting and educating others about our great association and the auction method of marketing as I serve as an ambassador for the NAA. This association has had an incredible impact on my life. It's truly an honor to be given the opportunity to represent auctioneers and auction professionals around the world."

# AUC PAC Thank You

We want to thank the Texas Auctioneers Association legislative committee for their hard work and dedication to Texas auctioneers and the auction industry. For continued support of our political action committee (AUC PAC), please use the form below.

Texas Auctioneers Association Political Action Committee  
**CONTRIBUTION FORM**

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ADDRESS	CITY	STATE ZIP
PHONE	EMAIL	

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<input type="checkbox"/> Corporate Donation	Total: \$ _____	<i>Contributions made to the AUC-PAC are neither deductible as a business expense nor as a charitable contribution.</i>
<input type="checkbox"/> Personal Donation	Total: \$ _____	

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# HALL OF FAME *Nominations*

By: John Sisk, CAI, PRI, FCAI, HOF

**I CANNOT DESCRIBE THE FEELING YOU HAVE** when you realize you are the one they are talking about and it finally soaks in, **YOU** are about to be inducted into the **Hall of Fame**. The only thing I can compare it to is; after 24 times stepping on stage as a contestant in the auctioneers contest and once again making the top 5, several 2nd's and 3rd's, yes, and 4ths/5ths already under my belt, then they call out 3rd place. Heyn maybe I got 2nd again; then they call out 2nd place. Oh well, **I made the cut at least**; then they called **MY name**. Why, I had already started to walk off stage and everybody, including the other finalist that received those other places where I had been so many times, began congratulating me and shaking my hand, and they gave me my plaque that said **2009 Texas Auctioneers Association State Champion...WOW...** even started to cry.

Being inducted into the Hall of Fame is way more exciting than winning the auctioneer championship. But I hear there are those that say, you have to be in the "click" to get in there. That's what I used to say about the contest. So, you see, I can tell you with all honesty and integrity, that is far from the truth. I have been around the TAA since 1981. Many of you weren't even born then. I got inducted in the HOF in 2012. If it was a "click", I think I would have found the "clicker" long before 2012. Yes, I have served on the board of directors for a total of 10 years at various times over the years. Yes, I've been an avid supporter of the TAA. I agree with continuing education. I find with each auction I do, I learn something. You would think after 38 years I'd know it all. Yes, along with Charles and Chatty Cass, Frog Adams, and myself, we founded the Fellowship of Christian Auctioneers International. But, let me say this, if it weren't for Alvin and Travis Kaddatz and their wives and employees along with Mike Jones and Lori Jones, the FCAI would not be what it is today. Yes, I could have been president of the TAA, I believe; was asked to run, but didn't want to seek it.

I am not now, nor was not then, a "somebody" by any stretch of the imagination. But, I am a team player with attitude. I do voice an opinion, if I have one, no matter what the issue or who suggests it; and I agree to disagree about something without making someone my enemy. Attitude is, at times, not a good thing to have. But, being a "somebody" such as a board member, president, champion, or any other single thing, does not get you in the Hall of Fame. I will say it helps because it goes to your character and your concerns about all auctioneers, not just a few. But, just because you have

never been a Member of the Board or held any position does not disqualify a person for the HOF.

So let me try to explain how people get nominated for the Hall of Fame.

1. First of all, **YOU THE MEMBERSHIP**, must nominate auctioneer(s) for the Hall of Fame. **Any TAA member can nominate** as many persons they deem worthy of the position.
2. You can download an HOF application off the TAA website or get the one in this newsletter. Fill it out as best you can. You may not be able to answer all the things that are asked on that form. That's okay.
3. Then mail/email it to the TAA office. Krista or her staff will see if the applicant has been a TAA member in good standing for 10+ years, has no issues past or present with TDLR, because integrity is a must.
4. The TAA Board will then make a motion to accept the applicant(s). If passed by the TAA Board, they will then pass them down to the HOF members. The HOF members will then discuss each applicant and see if there is anything that has been brought to their attention, good or bad, about the applicant. Other things that are taken into consideration: Are they successful in their business? If they served on the board, did they continue to attend conventions after their term service (dedication)? What kind of service(s) do they offer outside of the auction business in their community, etc.?
5. The HOF members will then list all of the nominees and they vote on one or two, hopefully two, candidates to be inducted. No more than two candidates per year can be inducted for the HOF
6. Those that are not selected remain on the HOF candidate list for 3 years. If they are not selected in that time frame, they need to be resubmitted as a candidate. That's all.

Upon completion of the HOF voting, only the HOF President and the Treasurer knows the outcome of the vote. So PLEASE help us nominate qualified persons that will be representing our profession and The Texas Auctioneers Association. See you at the convention where we'll all get to see who was selected.



**RULES & NOMINATION FORM CAN BE FOUND ON THE FOLLOWING PAGES.**

# HALL OF FAME *Rules*

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## **RULES GOVERNING THE HALL OF FAME**

The Hall of Fame Board is to be made up of all Hall of Fame members, and one (1) member of the TAA Board of Directors Ex Officio to be appointed by the TAA Board of Directors to serve a one-year appointment with nonvoting privileges. The TAA Board will make this appointment at the TAA Annual Membership meeting each year for the coming year. Officers of the Hall of Fame shall consist of the President, President-Elect, and Secretary-Treasurer. These officers shall be elected from the Hall of Fame members and voted on by the Hall of Fame Board. Terms of office shall be for one-year for the offices of President and President-elect. New inductees must attend at least two HOF meetings before becoming President of HOF. No President or President-Elect shall succeed himself until he has been out of office for one year. Hall of Fame members must remain in good standing with the Texas Auctioneers Association and the Texas Department of Licensing and Regulation, during their active years.

## **RULES FOR ELIGIBILITY AND SELECTION HALL OF FAME CANDIDATES**

In order to be nominated, nominees must have been an active member of the Texas Auctioneers Association for at least 10 consecutive years and shall be a member in good standing at the date of nomination. Nominees shall have attended various conventions and seminars with preference given to individuals who have served as an officer or a member of the TAA Board of Directors. Nominees must have been successful in the auction business and must be well respected in their community.

## **PROCEDURE OF NOMINATING CANDIDATES & RULES FOR VOTING**

No more than three (3) candidates shall be selected in any one-year and no more than two persons will be elected in any one year. Printed forms for nominating candidates shall be available from the TAA Secretary-Treasurer and printed in the fall edition of the TAA newsletter. These forms shall set out the requirements for Hall of Fame members. TAA members who meet the Hall of Fame nomination requirements may be nominated. Any candidate who has been nominated and is not successful in the selection process shall remain as a candidate for a period of 3 years. If not selected in this period then their names shall be deleted until nominated again.

1. TAA members will submit nominees to the TAA Board of Directors. The TAA Board will determine eligibility of those nominated. Nominations will be accepted throughout the year and the TAA Board will submit the names of all nominees deemed qualified to the Hall of Fame Secretary-Treasurer as confirmed during the year.
2. The Hall of Fame Secretary-Treasurer will circulate the names of the nominees to the current Hall of Fame members within 30 days of the annual meeting.
3. The HOF members will vote for the following year's inductee(s) at the annual HOF meeting at the TAA Conference & Show each year. Hall of Fame Members may submit proxy votes by expressing their choice in writing, dated and properly signed. Any candidate receiving the majority of votes by those voting shall be inducted in the TAA Hall of Fame.
4. The Secretary-Treasurer shall then share the votes with the Hall of Fame President to confirm the inductee for the coming year.
5. The President shall then communicate the final results (those nominees elected to become Hall of Fame Members) to the proper person so plaques can be made for their recognition and presentation at the next year's convention.

The stated rules of the TAA Hall of Fame may be changed in an emergency situation when agreed upon by the majority of the Hall of Fame Board Members and the TAA Board of Directors.



## TAA HALL OF FAME NOMINATION FORM

---

### I. NOMINEE INFORMATION

Name of nominee: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

### II. AUCTION INDUSTRY INFORMATION

Company Name: \_\_\_\_\_ Position in Company: \_\_\_\_\_

Number of Associates or Partners: \_\_\_\_\_

### III. PERSONAL AND FAMILY INFORMATION

Spouse's name: \_\_\_\_\_ Do they participate in the auction industry?  Yes  No

If yes, in what capacity?

\_\_\_\_\_

List any children, their ages and if they participate in the auction industry:

\_\_\_\_\_

List any additional family members if they participate in the auction industry:

\_\_\_\_\_

Any additional personal information will be considered:

\_\_\_\_\_

### IV. GENERAL INFORMATION

How long has the nominee been a member of TAA?

\_\_\_\_\_

List any TAA board and/or committee positions held:

\_\_\_\_\_

List any other services/donations you have provided to TAA:

\_\_\_\_\_

How long has the nominee been active/associated with the auction industry?

\_\_\_\_\_

What percentage of the nominee's time is actively spent in the auction industry?

\_\_\_\_\_

What field of auctioneering does the nominee specialize in, if any?

---

List any past affiliation with the NAA; positions held, committees, services, etc.:

---

List the nominee's contributions to the auction industry/profession:

---

List regular auctions conducted, if any, and/or any special individual auctions conducted that brought attention and credit to the auction industry/profession and including no fee auctions to the community and/or any organizations:

---

---

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

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Previous recipients of the TAA Hall of Fame Award have established general qualifications, which they think each nominee should possess or have. Please reflect your personal assessment of the nominee with respect to honest; high ethical and moral standards; willingness to share with others; standing in their community; standing, involvement, and contribution to TAA and NAA associations.

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List the nominee's education background:

---

List any national/state/community organizations that the nominee is affiliated with:

---

**V. SUBMITTED BY:**

Name: \_\_\_\_\_ Date Application Submitted: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**SEND COMPLETED FORM TO: 201 STILLWATER, STE. 8, WIMBERLEY, TX 78676**

Phone: 512-285-2727 \* Email: taa.execdir@gmail.com \* Website: texasauctioneers.org

---



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# President Update

*continued from page 2*

Your input is welcome and any suggestion that can assist us in making your organization

better is always accepted. While convention is a long way out, please put on your calendars now

the TAA Convention Scheduled for May 14th-17th in San Marcos, TX. This folks, is going to be a "Good One".

## SAVE THE DATE

*Texas Auctioneers Association*

## ANNUAL CONVENTION & CHAMPIONSHIP

### MAY 14-17, 2020

### EMBASSY SUITES SAN MARCOS, TX



# Chaplain's Message

*continued from page 7*

### Prayer Requests *con't*

Melissa Cloughly (*deployed soldier*)  
David Taylor (*deployed soldier*)  
Titus Wood- Dustin Wood's Son  
Terry & Lou Ann Water's Son in Law  
Ryan Lystad  
Kathy Eschberger, Elgin, TX

### Praise Reports:

America's Auction Academy-raised funds for FCAI

FCAI- motion passed that the business meeting will be opened with prayer at NAA Conference and Show.

TAA Convention- \$1,892.00 raised for FCAI

### Loved ones that have gone to be with the Lord:

Marvin Kent Gassaway 5-4-19  
Monika Vettters 6-6-19  
Veronica Vettters 6-6-19  
Laura Vettters 6-6-19

Dusty CLater (Stepfather) 6-21-19  
Marcus Connelly- Lou Ann & Terry Waters (brother in law) 7-1-19  
Mary Sawyers- 7-23-19  
Mother of Ronnie Garner Jr. 7-12-19

Please renew your FCAI membership if you haven't renewed.

But thanks be to God, which giveth us the victory through our Lord Jesus Christ. *1 Corinthians 15:57*

Be strong and courageous, do not be terrified, do not be discouraged, for the Lord your God will be with you wherever you go. - *Joshua 1:19*

If you have a soldier deployed overseas, let us know. We send out our packages to them. If you would like to be on the FCAI e-mail list, send your

e-mail address. Check our website or Facebook for praise reports, prayer requests, thank you notes and obituaries.

You can send contributions to FCAI, visit our website, or call 254-582-3000 with a credit card. Our address is: 535 HCR 4223, Hillsboro, Texas 76645  
For online donations please visit: <http://www.fcai.org>.

All donations are tax deductible.

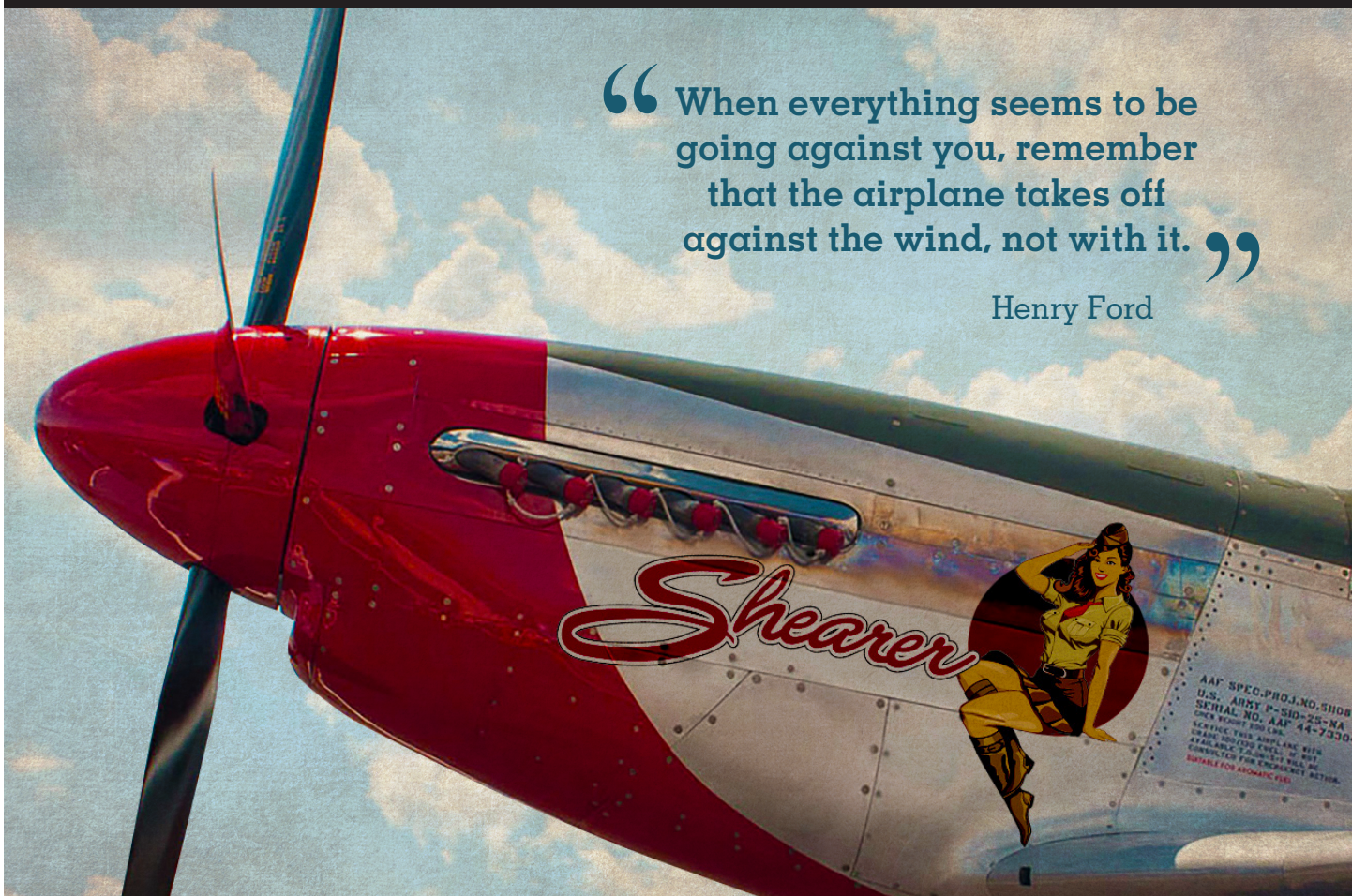
***May God bless and keep you.***



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Henry Ford



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## Learn Auctioneering from CHAMPION AUCTIONEERS & TOP BUSINESS LEADERS



*Congratulations* JUNE 2019 GRADUATES!

(Bottom to Top - L to R) (Row 1 Sitting) Conner Guinn, Jennings, LA; Aaron Levine Phoenix, AZ; Sarah Fulton, Ardmore, OK; Barbara Bass, Tyler, TX; Kim Ross, Paris, TX; Kenisha Schuster, Austin, TX; Gina Aguilar,

Richardson, TX; Jessica Buhidar, Corpus Christi, TX; Kasey Fuchs, Burton, TX; Melissa Voigt, Bastrop, TX; Ashlyn Tutor, Huntsville, TX; Suzi Hanks, Hitchcock, TX; Cheri Boots-Sutton, Instructor, Frisco, TX; Lori Jones, School Administrator, Dallas, TX (Row 2) Mike Jones, School Director, Dallas, TX; Jason Williams, Stateboro, GA; Michael Wilson, Dublin, GA; Michael Guinn, Jennings, LA; Ross Kohler, Fernandina Beach, FL; Nick Maher, Ireland; Zach Looper, Fayetteville, AR; Jason Forehand, Sylvania, FA; David Beckendorff, Katy, TX; Hudson Sisk, George West, TX; Tom West, San Benito, TX; Tommy Jackson, Monroe, LA; Jefre Outlaw, Austin, TX; Ruairi McSorley, Ireland; Rick Bernstein, Vienna, VA; Jerry Kasinger, Spokane, WA; Michael Strunc, Paris, TX; Scott Swenson, Instructor, Austin, TX; (Row 3) Cralon Hughes, Joaquin, TX; Michael Woodard, Brush Creek, TN; Willard Rayburn, Shreveport, LA; Preston Calhoun, Hutto, TX; Harold Eason, Alvarado, TX; Terry Doonan, Trophy Club, TX; Lane Marbach, Victoria, TX; Bruce Johnson, Carthage, TX; Wayne Harvey, Kountze, TX; Rob Gash, Cedaredge, CO; Jerrett Lamb, Pipe Creek, TX; Kenny Kyle, Lake Charles, LA; Artie McDaniel, Garland, TX; Trent Bates, Lewisville, TX.



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# 4th Annual TEXAS LONE STAR OPEN *Live Bid Calling Contest*

**OCT. 25, 2019** *from* **3PM-6PM**

**HISTORIC STOCKMAN'S CLUB, STOCKYARDS STATION - FT. WORTH STOCKYARDS**

## TOP PAYING CONTEST IN THE U.S.!

**Space is Limited to 30 Contestants!** The Texas Lone Star Open Bid Calling Contest will take place during the Red Steagall Cowboy Gathering & Western Swing Festival and will be held at the historic Stockmans Club, Stockyards Station in Fort Worth located at 140 East Exchange Avenue. The contest will be an "open format" signature fundraiser promoting the auction method of marketing. A percent of proceeds will benefit Texas Scottish Rite Children's Hospital and the All American Beef Battalion "Steak for Troops".

**RULES & INFORMATION:** This competition is **open to all Auctioneers over 18**. The top 4 scores will move to the Final Round PLUS 1 Judges Wild Card pick. All contestants will compete together with no separate divisions. Contestants will be judged according to the Texas Lone Star Open scorecard. The decision of the judges is final. The order of the contestants will be established by random draw during the **MANDATORY meeting at 2:00PM in the Stockmans Club Room**. Attendance is **mandatory** at the Friday meeting and contestants must be dressed and ready to compete. Contestants must have **items checked in by 1:30PM** with clerks. Contestants not at meeting by 2:00PM will be ineligible and fees non-refundable. The finalists scores will start new in the finals round. Contest will be videoed and will be livestreamed. (Rules and information subject to change.)

**ITEMS:** Contestants must provide 1 item of minimum retail value of \$100 and 1 item will be provided by TAA by a draw at contest. Items for final round: 3 Items will be provided for each finalist by TAA.

**PROMOTION DEADLINE:** To be Included in the printed & online catalog, you **MUST** send registration & maximum 25-word picture/description of each preliminary item **by OCT 5**.

**ALL CONTESTANTS WILL RECEIVE:** FREE listing in the online and printed catalog, video access of competition and a FREE Friday ticket to Red Steagall Cowboy Gathering\*.

**HOTEL:** Towne Place Suites Marriott: 805 East Belknap, Fort Worth, TX 76102. 817-332-6300. Ask for the 'Texas Lone Star Open' rate - \$109. Contact TAA with any issues. **\*\*Welcome Meet & Greet at Hotel: Thursday from 6:30-7:30pm\*\***



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- **Reserve: cash payout**
- **3rd Place: cash payout**
- **4th Place: buckle award**
- **5th Place: buckle award**

## REGISTRATION

Open to all auctioneers over 18. **No entries will taken after October 21.**  
\*Name and contact information listed below will be listed in the catalog.

FULL NAME (print clearly)  I am in the first 3 years of auction business.

EMAIL CELL PHONE #

MAILING ADDRESS CITY STATE ZIP

**PAYMENT:**  \$400 by (Sept 25)  \$500 (Sept 26-Oct 21) **\*Fees non-refundable after Sept. 25**

Check PAYABLE TO TAA (# \_\_\_\_\_)  Visa  Mastercard  AMEX

CARD # EXPIRATION DATE SECURITY CODE

CARDHOLDER NAME ZIPCODE FOR CARD BILLING

**All confirmations will be emailed.** Contestants will not be confirmed until payment & signed disclosure are received.

**DISCLOSURE:** By signing this entry form, I am acknowledging that I am an auctioneer over the age of 18 and am in good standing in my community. I declare that there are no warrants, judgments or disciplinary actions applicable or associated with my name. I pledge to follow the Texas Lone Star Open rules and adhere to any judgments or decisions.

Signature: \_\_\_\_\_

Date of Birth: \_\_\_\_\_



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info@texasauctioneers.org  
or fax to 888-394-1123

Texas Auctioneers Association  
201 Stillwater, Wimberley, TX 78676



Texas Auctioneers Association

# TEXAS LONE STAR OPEN

Promotional Partner Options

October 25, 2019 | 3PM – 6PM

Historic Stockman's Club, Stockyards Station - Ft. Worth Stockyards

140 East Exchange Avenue, Fort Worth, TX 76164

During the Red Steagall Cowboy Gathering & Western Swing Festival.

## AUCTION EVENT CATALOG ADS

The TLSO catalog will be a full color 3.5 wide x 8.5 high, bound catalog. It will be available online 1 week prior to the event and printed for distribution at the event for all attendees and contestants. It will include contestant listing, item photos and resource information. It is linked via Social Media, Red Steagall Festival & Superior Livestock. Total distribution last year: 2000+! **Send ad in jpg or pdf format by Oct 5 to [info@texasauctioneers.org](mailto:info@texasauctioneers.org).**

Ad Size	Dimensions	Pricing	Ad Size	Dimensions	Pricing
<input type="checkbox"/> 1/4 Page	3.5 w x 2.125 h	\$125.00	<input type="checkbox"/> Inside Front Cover*	3.5 w x 8.5 h	\$750.00
<input type="checkbox"/> 1/2 Page	3.5 w x 4.25 h	\$250.00	<input type="checkbox"/> Inside Back Cover*	3.5 w x 8.5 h	\$750.00
<input type="checkbox"/> Full Page	3.5 w x 8.5 h	\$500.00	<input type="checkbox"/> Back Cover*	3.5 w x 8.5 h	\$1000.00

## DIGITAL ADS

- TLSO Web Site Banner Sponsor\*** - only 2 available | \$500.00 each
  - Will run July - November
- TLSO Facebook Ads** - only 2 available | First Come First Serve | \$400.00 each
  - Available with Web Banner Sponsor or Cover Ad purchase only.
  - Will run July - November

## GRAND CHAMPION AUCTIONEER SPONSOR

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\*Must have logo by Oct 5 (jpg or pdf)

## LONE STAR SPONSORS

- Silver** | \$1000.00
  - Logo ad on livestream video. Half-page ad in catalog. Listing & recognition on signage and Facebook ads.
- Gold** | \$1500.00
  - Logo ad on livestream video. Full page ad in catalog. Listing & recognition on signage and Facebook ads.
  - Introduction at event.

\*Must have logo by Oct 5 (jpg or pdf)

## Registration:

FULL NAME (print clearly) \_\_\_\_\_ EMAIL \_\_\_\_\_ CELL PHONE # \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

HOW YOU WANT TO BE LISTED IN THE CATALOG (NAME/EMAIL/CONTACT INFO) \_\_\_\_\_

**Payment:** Please mark selection above.

**TOTAL: \$ \_\_\_\_\_**

Check (# \_\_\_\_\_) Make Checks payable to: TAA       Visa       Mastercard       AMEX

CARD # \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

CARDHOLDER NAME \_\_\_\_\_ ZIPCODE FOR CARD BILLING \_\_\_\_\_



Please return this form via email to [info@texasauctioneers.org](mailto:info@texasauctioneers.org) or fax to: 888-394-1123.

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