

TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

4th Quarter • 2019

TLSO Awards Grand Champion: \$10,000

The Texas Lone Star Open held their 4th annual bid calling contest and PR event in partnership with the 2019 Red Steagall's Cowboy Gathering in the Ft. Worth Stockyards. The Texas Auctioneers Association hosted the competition and auction education in the Stockmans Club at Stockyards Station from 3pm-6pm on Friday, October the 25th.

The contest included twenty-six contestants from Texas and eight other states! They competed for the first place cash prize of \$10,000 and a custom silver buckle created by Hyo Silver. There was a great turnout by the general public. The audience was able to participate by bidding on great items and cheering for their favorite contestant. The contest was live streamed and recorded by Superior Livestock Auctions and is available for viewing on www.texaslonestaropen.com.

Angie Meier was the highest scoring female. Ryan Dean was the highest scoring rookie. We as an association raised money for Texas Scottish Rite Hospital For Children and showcased the auction business and profession! Plan to join us next year for great volunteer and networking opportunities, as well as fun and fellowship!!

After a fierce competition that was judged by six professionals in the auction industry, the winners were announced to the crowd. The 2019 winners are...

GRAND CHAMPION

Angie Meier, Ennis, TX

Angie Meier is a fourth generation auctioneer and champion ringman. She received her auction license from Texas Auction Academy in 2005. She is the 2005 Texas State Rookie Auctioneer, the 2007 Texas State Champion Ringman, the 2007 International Ringman Champion, the 2007 World Automobile Team Champion with her husband, Craig Meier, and the 2011 Texas State Champion Auctioneer.



She currently works as a contract auctioneer at five auto auctions weekly in the Dallas area. Angie also works real estate and benefit auctions nationwide.

RESERVE CHAMPION 2ND PLACE

Tanner Ragan, Sulphur Spring, TX

Tanner is a licensed auctioneer in the livestock and automobile industry.

3RD PLACE

Jerick Miller, Cambridge, OH

Jerick is a third generation auctioneer who sells at real estate, benefit, machinery, and motorcycle auctions. He is a proud advocate of the live auction method of marketing. He graduated from World Wide College of Auctioneering in 2012 and is the 2013 Missouri State Champion, the 2015 Iowa State Champion, the 2015 Greater Midwest Champion and a four time IAC finalist.

4TH PLACE

Sixto, Piaiz, Portales, NM

Sixto is a first generation auctioneer from Portales, NM. On a weekly basis Sixto sells anything from cattle, cars, heavy equipment, oil field equipment and estates, as well as selling at benefit auctions. He currently sells at a weekly car auction and cattle auction while also working for numerous equipment auctions across NM and TX.

5TH PLACE

Kyle Dykes, Killeen, TX

Kyle was born and raised in Killeen, TX. In 2011, he graduated from the Texas Auction Academy in Dallas, TX. After graduating from Texas A&M University in December of 2013, Kyle worked as the Commercial Marketing Coordinator for the International Brangus Breeders Association. Kyle became a full-time auctioneer in October of 2016 and currently works weekly auto auctions across the State of Texas. He is the 2013 Texas Rookie Champion and the 2017 Texas State Auctioneer Champion.

See more memories from the Lone Star Open on Page 10.

TAA Wishes You a Happy Merry Christmas and a Prosperous New Year!

PRESIDENT UPDATE

Joel Lemley, CES, CAGA

TAA 2019-2020 President

Auctioneers who hold a license in the State of Texas are fortunate to hold a distinguished permit to conduct an event that singles out professional practices under the law. Ever thought what it would mean to have a lawyer represent you or practice law without passing the BAR; or a CPA that is not peer reviewed every year to audit your business and create financial statements? How about asking a real estate agent to sell your house without a license to do so. What does having a license of any kind mean? These permits are issued to only those who have taken the time to study, learn, and exhibit the correct, proper, and ethical way of conducting business. These permits separate us from those who are just going through the motions in their practice; and when it is time to correct a wrong, that person is usually long gone.

Understanding the importance of having a license and the continuing education is what brings us to the word "Professionals". What makes you a professional? A coat and tie? A shiny watch or a fancy car? Of course not! What makes you a professional is your conduct under the proper and legal way of the business you practice. It includes your follow up, your checking and double checking for proper procedure, and the correct protocol to ensure your customer has had the best performance conducted from a person who has taken his or her job seriously. Be proud of your auctioneer license, put it on your business card, your website, your Facebook page, and always carry your license with you to prove you are a licensed professional.



I want to congratulate our new 2019 Texas Lone Star Open Grand Champion, Angie Meier. She won against some of the best auctioneers in the country and at the best auction contest in the USA. Her grand prize of \$10,000 and a Hyo Silver championship buckle proves she is the best not only in Texas but in the entire country. Congratulations Angie! I especially want to thank my co-chairman and co-founder, Troy Robinett for his hard work in putting this event together. We also could not have done it without Krista Richter, and Jackie Shillingburg and all the volunteers who came and helped in putting this event on. This event in the past 4 years has grown into the best representation of the Auction Industry bringing in the best auction professionals from around the country. We look forward to our 5th Annual Texas Lone Star Open in 2020.

On December 9th in Dallas, TX, we visited the Scottish Rite Children's Hospital for the Annual Christmas Auction. This event has become the highlight for so many children whose lives depend on the donations of Texas Masons, and many other people who work hard in making this Hospital available to families. Thank you to those who helped us out in selling toys to these great kids.

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THE PERSONAL NOTE

By: Doug Bradford, CAI, TAA Director

Do you remember the thrill of receiving a handwritten note from a close friend or relative wishing you a happy birthday? What about the feeling of getting a postcard in the mail from someone who was on vacation telling you about the great time they were having in wherever? Maybe you've been lucky enough to receive thank you cards and letters of appreciation from your clients for a successful auction of their estate or helping them surpass their fundraising goals. Think about how that made you feel. Pretty good I bet. You may have been in a great mood the entire day or longer.

The prevalence of the personal handwritten note has decreased greatly with the advancement of technology. Most of our communication is done through email, or more and more, via texting and messaging through our cell phones or various apps. While that's fine and often quicker to communicate more important information, there's still something special to me about receiving that handwritten personal note from someone.

The personal note conveys that someone thought enough of you or what you did for them or what they mean to you, to take time out of their day to sit down and write you a note of gratitude, sympathy, support, or congratulations.

One example is a note I received this year from one of my CAI classmates after returning home from our final year of CAI. This was someone that I didn't have a real connection with during our three years in the program. But this year we had a chance to talk for a while one night at Nick's. In the note, my classmate told me how impressed they were with my business plan and presentation, encouraged me to follow the plan, and offered their support if they could assist me. I still get a huge smile on my face when I think about the note or read it!

It's especially relevant and important in our industry as we build and maintain relationships with our clients. Whether it's thanking them for their business or simply the opportunity to speak with them and present our services, the handwritten note shows them you care and appreciate them. It makes you stand out from the other potential individuals or companies they may have considered or are considering. The little details can often help you win or maintain the client or generate future referrals.

The other thing it does is keep your name in front of potential clients or clients you may have done business with in the past, but not recently. I had an opportunity this year with a client I had worked for at some smaller events in the past several years. I was never able to persuade them to let me conduct the big gala because they always had the free volunteer auctioneer who was on the board or connected in some way. I followed the client, kept in touch with them, sent notes and birthday cards to my contact over the years. This year they called needing an auctioneer for their big gala. That most likely wouldn't have happened if I hadn't kept in contact and gave it the personal touch with those handwritten notes and cards. You may have a similar story.



A note doesn't have to be lengthy. A few sentences are ample if it conveys your message. Several sentences work also. It doesn't have to be fancy. You can find inexpensive note cards online and in-store. You can have some custom made with your logo if you want. What's most important is the thought and message you convey. Remember it's personal.

I've made a greater effort over the last couple of years to write more notes and send more cards to people, companies, and organizations that I know and care about, but also to people maybe I don't know. There is nothing wrong in reaching out to people that you want to get to know better or do business with. The key is to be genuine in your motives. It has to be heartfelt. If it isn't, it doesn't carry the same weight or have the same impact.

If you are already doing it, great! Keep it up! If you're not doing this already with your clients, friends, or loved ones, think about doing it. Do it in baby steps. Start out by trying to write one or two notes a week. Make a list of those you would like to reach out to and start doing it.

At the very least, you brighten somebody's day. You never know what making somebody smile and feel special will lead to and the impact it will have on their life.

AuctionTime.com

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The screenshot displays the AuctionTime.com interface. At the top, there's a navigation bar with categories like CONSTRUCTION, FARM EQUIPMENT, TRUCKS, and more. Below that is a 'LIVE AUCTION BOARD' section with two columns: 'Ring 1' and 'View Ring 2'. Each listing includes a photo of the equipment, a brief description, current bid price, and time remaining. For example, in Ring 1, there are listings for 2015 McCormick X5.50 Tractors, 2014 Versatile 290 Tractors, 2014 Versatile 450DT Tractors, and 2014 Case IH Magnum Tractors. In View Ring 2, there are listings for 2014 Case IH Magnum Tractors, 2012 Kubota Tractors, 2012 Challenger Tractors, and 2009 John Deere 9250 Tractors.

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The BidCaller interface is shown on both a desktop monitor and a smartphone. The desktop view displays a 'HENDERSON AUCTIONS' listing for a '2008 CAT320LLAR 320' with a current bid of \$20,000. The smartphone view shows a similar listing with a current bid of \$23,000. The interface includes navigation tabs for HOME, CONTACTS, BIDDING AUCTIONS, and MY BIDDING.

The Equipmentfacts interface is shown on both a desktop monitor and a smartphone. The desktop view displays an 'AUCTION CALENDAR' with a list of upcoming auctions, including 'Machinery Auctions' and 'Machinery Auctions' with dates and times. The smartphone view shows a similar 'AUCTION CALENDAR' with a list of upcoming auctions.

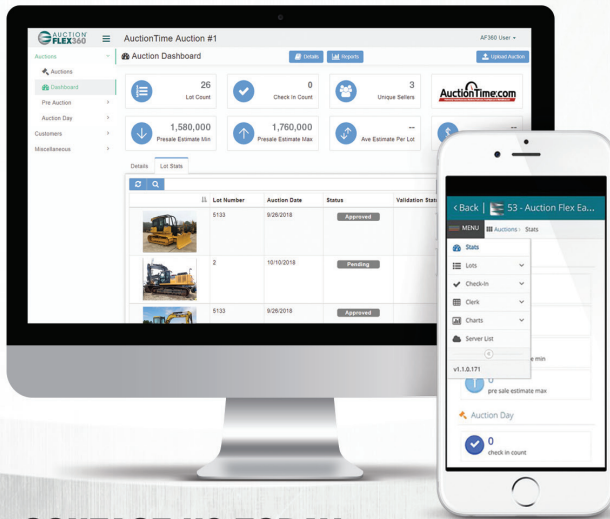
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REMINDER: A survey to help gather important public information regarding using the auction method is on the front page of www.ThinkAuctionFirstTX.com website. Please help us direct the public to this page to take the survey by posting it to your social media outlets!



The results will benefit us ALL!

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.



REMINDER: TAA HAS SCHOLARSHIP OPPORTUNITIES!

TAA will be awarding a **Scholastic Scholarship** and the **Jim Sample Endowment Scholarship** at the Convention in 2020. Please see both application forms inserts or find them on the TAA website at www.texasauctioneers.org/taa-scholarships or it can be requested from info@texasauctioneers.org. **Deadline for submission is April 1, 2020.**

TAA SPREADS CHEER at Texas Scottish Rite Hospital for Children

On December 9, the Texas Auctioneers Association and America's Auction Academy participated in the 2019 Holiday "Faux Auction" with the patients and their families at the Dallas Texas Scottish Rite Hospital for Children.

TAA volunteers explain to each child how to bid on toys. Thank you to TAA President, Joel Lemley, Texas & International Champion, Morgan Hopson and Texas Champion Ringman, Monica Higdon, for leading the way to auction items in this special format. Also thank you to Mike Jones, Scott Droddy, Philip Pierceall, Logan Thomas and "Santa" Doug Bradford for filling in to help auction. Thank you to all the TAA volunteers who attended and made this event a terrific memory for these patients and their families. Texas Scottish Rite provides the toys and a luncheon for the event and is a great charity partner to TAA. Doug Bradford dresses up as Santa and does special gifts to each child along with a hug. Thank you Santa Doug!

At this event, is when TAA presents their annual donation to help support their cause. This year we were able to give the largest donation to date of \$11,250! A special thank you to generous donors: Nancy Manning, Lemons Auctioneers

and all the TAA members who supported the TAA Annual Convention and Texas Lone Star Open where a percent of profits are designated. America's Auction Academy also makes a generous donation on behalf of the school each year. Mike Jones and Lori Jones are dedicated supporters of this charity and this event.

All are invited to support or attend this special annual event. Texas Scottish Rite Hospital for Children provides research and transformative treatment and therapies to tens of thousands of children from across the state and around the country, regardless of any family's insurance coverage or ability to pay.

We hope you can join us next year!



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A DREAM *Realized*

By: William 'Dub' McLaughlin

"SON, WHEN WE GET IN HERE, do not move your hands, nod, wink, twitch, or even smile... I don't need to buy any cows today", Dad said to me at age eight when I went to the Nacogdoches Livestock Exchange Auction. That was when I first fell in love with the auction method and auctioneering. Life takes us in all different directions and forty years later, I finally had the opportunity to attend auction school. While at school, our instructor told us we are joining a family and strongly urged us to attend the TAA Convention. The relationships we would create would be true bonds. Thinking, "what kind of cult have I gotten myself aligned with?" I figured I would attend the TAA Convention and see what this was all about. Besides, I needed to get my continuing education, so what did I have to lose?

Not knowing too many people, I was a little apprehensive as to where to go and what to do. As soon as I arrived, I was greeted with smiles and handshakes. There wasn't a single person not interested in saying hello. I decided to take the first of three TCAP classes (Texas Certified Auction Professional) because Texas will eventually discontinue the need for an auctioneer license, so being accredited will surely stand out. Taking this course was the best decision I have made. The presenters spoke on all sorts of subject matters. Sure, I knew a little about auctions, but not enough to be able to function or really where to start. The presenters took us through their success of what they found worked for them. We also learned what didn't work for them, so as to not repeat the same mistakes. We learned about advertising to cyber security and afterwards, they encouraged us to contact them if and when needed in the future.

The convention area had presentation rooms in the center of the building and the halls were filled with vendors associated with auctions. Several auction software platform vendors were willing to explain what they can offer and answer questions. Other vendors offered sound systems, internet platforms linking buyers with auctions, shipping solutions, and more. All were extremely informative and helped me get some direction as I move forward in my business decisions.

The first day I was there was an optional education day. The next day was the first day of the convention. The continuing education classes were very informative, interesting, and worth the expense of going. I attended the first timers' breakfast. There was so much knowledge, stories, and camaraderie among the hosts. Everyone was down to earth and welcomed any questions.

Other auctioneers suggested I compete in at least one of the contests at the convention. I competed in three.

Funny how I can make a presentation to a room of people and not be nervous, but being judged by your peers is tough. Iron truly does sharpen iron and I am exhilarated on the progress I have achieved after competing. After each competition, everyone congratulated me on doing well. Turned out, I was my best and worst critic and really appreciated and needed the encouragement of everyone. I now recommend to everyone to compete and become the best you can be!

By the end of the convention, I wasn't just a person who attended a convention, I became one of "them" and found a new family. I made contacts with folks all over the state and I am honored to call them friends and associates. I have no hesitation of contacting anyone I met to answer a question that may pop up. I also had the fortune of being able to work for some of the auctioneers I met at the convention.

All of these people are competitors in the same industry, yet I didn't hear anyone speaking bad about anyone. There is so much integrity amongst the members of the Texas Auctioneers Association. I am proud to say I am a member and look forward to the 2020 convention!



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ANNUAL CONVENTION & CHAMPIONSHIP

MAY 14-17, 2020

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Watch for January posting for Bid Request for clerking for May Convention Auctions!

TEXAS LONE STAR OPEN CHAMP **ANGIE MEIER**

When I first received our 3rd quarter newsletter, with the headline "\$10,000 to be awarded to TLSO Grand Champion", so many thoughts went through my head. First, I thought... "WOW, what an amazing purse to be won," and secondly, "The auctioneer to be named Grand Champion would have some tough competition." Well, I'm here to say, the 4th Annual TLSO was one of the toughest competitions I have ever entered. There was so much talent in the Stockmans Club that day. Twenty-seven auctioneers from around the country were there to compete for that amazing title and prize money. I am honored and still in disbelief that I was crowned this year's TLSO Champion.



I love auction contests. Be it auctioneer, ringmen, or team championships, I've entered them all! Every entry I have ever submitted I have hoped to just go out and do my personal best. Sometimes the judges like my style and sometimes they do not... But winning isn't what it is about to me. To me it is about fellowship, comradery, showcasing talents, networking, and learning from my peers.

The fellowship, comradery, and networking with contestants is my favorite part of competing. Some of the best friends I have are because I made

the decision to compete in contests. Everyone is there with the hopes of winning, but the competitive spirit flows with fellow contestants encouraging each other on. A true example of this was when we were down to the five finalist at the TLSO. Everyone shook each others hand, congratulated each other on making it thus far, and sincerely wished each other the best of luck in the final round.

Contests are a great place to see numerous auctioneers and ringmen showcase their talents. One of my favorite things as a fellow competitor is listening to the

other auctioneers from around the country and taking something away from each of them- be it things you like or things you don't like. Learning from one's peers is important in our industry. I feel no matter where you are in your career as an auctioneer or ringman, we should always keep an open mind. It's important to have the ability to be honest with yourself about your chant/ ringing style and have the ability to learn from others. I feel an auctioneer can always be faster with more clarity, have a smoother chant with rhythmic flow and continuity, and both auctioneers and ringmen can have more WOW factor. Whether you were in the audience or a competitor at the TLSO there was so much to take away from this event.

I am super PROUD of our board members Joel and Troy for being forward thinkers and creating the TLSO. This contest is one of THE BEST and most prestigious in the land. This contest brings top notch talent from all over the country to the Fort Worth Stockyards. I look forward to next year's competition and encourage everyone to consider giving it a shot!



President Update

continued from page 2

Don't forget! Before you know it we will be once again having our annual TAA Convention scheduled for May 14-17, 2020, in San Marcos, TX. This

is going to be a great time for all in the auction industry. Be sure to put this on your calendar. We will also be having, once again, our TCAP sessions

available for anyone looking for more and valuable education in the auction business. See you down the road and keep selling.

4th Annual Texas Lone Star Open



Bid Calling Contest Memories



SUNSET REVIEW TASK FORCE COMMITTEE Update

THE SUNSET REVIEW TASK FORCE COMMITTEE wanted to send out an update to the membership about the Sunset Process, and information that has come out in the recent days.

The Texas Auctioneer Association Board of Directors at the convention in Waco this year established a committee to work with the Texas Department of Licensing and Regulation and the Texas Sunset Advisory Committee in its review of TDLR and licenses it regulates. The Sunset Advisory Committee is in charge of recommending to the legislature if TDLR is still needed and operating effectively. Based on the commission's recommendations, the Legislature in 2121 will decide whether to continue the agency and, if so, how to improve its effectiveness, efficiency, fairness, and accountability.

The Sunset Task Force committee consists of Jim Swigert, Joel Lemley, Jackie Lemons-Shillingburg, Lori Lemons-Campbell, Brent Graves, Lance Swigert, Scott Swenson, and Todd Kercheval. These members have extensive experience with TDLR as well as the Sunset review process. In October, the Task Force committee sent out a survey to the TAA membership. The committee has reviewed the survey to which we received a great response from members with 1 year to 42 years of experience.

The committee is working on the association's response to the Sunset Committee which will be presented to the TAA Board of Directors for approval at the December 8th meeting in Dallas. Once approved, it will be presented to TDLR at another meeting for their use in defending their existence to the Sunset Committee. It will also be submitted directly to the Sunset Committee as defense for keeping our regulations.

There have been a couple of important items come out in the last week that you need to know about as this process continues. As part of the review process, TDLR, on behalf of the Sunset Committee, sent out a survey to all its licensees on Friday, November 22, 2019, via emails they have on file. We are asking you to please respond to the request by filling out the survey. <https://www.surveymonkey.com/r/SunsetTDLRLicensees>

Two very influential articles have come out about the state of licensing and regulations. Please take the time to read each of these articles. The committee received an email from Todd on Friday, November 22, 2019, which contained a link to a report from the Texas Comptroller Office published this month explaining why licensing is restrictive to the economy and what needs to be done about them.

See: <https://comptroller.texas.gov/economy/fiscal-notes/2019/nov/licensing.php>

We also received a link from Brent Graves to the The TEXAS Tribune, "Gov. Greg Abbott orders state agencies to reduce licensing regulations, cut fees." Abbott has set a December 1st deadline for agencies to tell his office how they plan to limit regulations, reduce fees and, "where appropriate," remove licensing barriers for people with criminal records." This was reported on November 21. <https://www.texastribune.org/2019/11/22/greg-abbott-reduceregulations-cut-fees/>

Should you as a member of this association desire to provide extra input to the Task Force Committee, please do so via email to Jim Swigert, jim@swicoauctions.com, and your opinion will be considered.

For continued support of our political action committee (AUC PAC), please use the form below:

Texas Auctioneers Association Political Action Committee				
CONTRIBUTION FORM				
FULL NAME		OCCUPATION	TODAY'S DATE	
ADDRESS		CITY	STATE	ZIP
PHONE		EMAIL		
AUC-PAC CONTRIBUTION		DONATION AMOUNT		
<input type="checkbox"/> Corporate Donation		Total: \$ _____		Contributions made to the AUC-PAC are neither deductible as a business expense nor as a charitable contribution.
<input type="checkbox"/> Personal Donation		Total: \$ _____		
AUC-PAC PAYMENT				
<input type="checkbox"/> Check (# _____) <small>*Payable to: AUC PAC</small>		<input type="checkbox"/> MasterCard	<input type="checkbox"/> Visa	<input type="checkbox"/> AMEX
<input type="checkbox"/> Discover				
CREDIT CARD #	EXP	SEC CODE	CARDHOLDER NAME	SIGNATURE
BILLING ADDRESS		BILLING CITY	BILLING STATE	BILLING ZIP
NOTE: Credit Card statement will show Texas Auctioneers Association				
I would like to support the AUC PAC through an in-kind donation (i.e. Supplies or Auction Items):				
In Kind Item(s): _____				In-Kind Value: \$ _____
Please fill out the donation form and send to AUC PAC, c/o Jim Swigert, 2130 CR100, Caldwell, TX 77836.				

CHAPLAIN'S MESSAGE: GIVING THANKS

Alvin Kaddatz

WE SERVE A MIGHTY GOD and should praise him on a daily basis.

Each year at Thanksgiving, we remember all of our blessings.

Thanksgiving comes at a time of the year when most farmers have completed the harvest of their crops. We had a late cotton crop this year & were able to get it harvested before Thanksgiving.

In Psalm 106 vs 1, scripture says "Praise the Lord. O give thanks unto the Lord; for He is good, and His mercy endureth forever."

We have so much to be thankful for. We can be thankful that God blessed our nation with independence from England. We are a Christian nation & our founding fathers used scripture & references to God in our Constitution. We can be thankful for salvation. Jesus died that we all might have eternal life. All of us who have accepted Christ as Savior will be at the great reunion.

We can be thankful for our veterans who served so that we will remain the greatest nation on the earth.

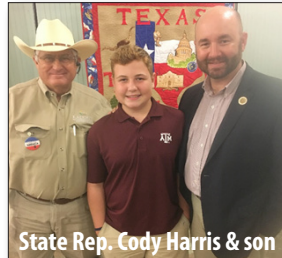


Edward Graham

Remember to pack a shoe box for Operation Christmas Child. I attended the Values Voters Summit in Washington D.C. in October. I visited with Edward Graham, son of Reverend Franklin Graham, and is a former Army Major who is serving with leadership at Samaritan's Purse. Samaritan's Purse is opening a distribution center at Coppell TX & will also handle Operation Christmas Child. I also visited with Randy Riddle, who is in charge of Operation Christmas Child.



State Representative Cody Harris recently did a fundraising auction for local and state candidates. We have an auctioneer in our state legislature.



State Rep. Cody Harris & son

Prayer Requests:

Ashley D. Harbour- Mt. Pleasant, TX
 Bob Mitchell- Terrell, TX
 Brenda Kaddatz- Hillsboro, TX
 Charles Montgomery- Seymour, TX
 Charlie Coleman- Corpus Christi, TX
 Cindy Kaplan- Plano TX
 Pam Hall, Dana Burgess' Mom- Graham, TX
 Dena Alderman- Taylor, TX
 Joshua Rush- Waller, TX
 Kyle Mitchell- Terrell, TX
 Linda Owen- Sherman, TX
 Patti Thomas- Mt. Pleasant, TX
 Stephanie, Steve Kaplan's Niece- Plano, TX
 Pat & Henry Storey- Early, TX
 Joey Sherman- Lubbock, TX
 Larry Brinkley- Idabel, TX
 Titus Wood, Dustin Wood's son
 Ryan Lystad, Terry & Lou Ann Water's son in law
 Betty Burgess- Graham, TX
 Deborah Mayer- Lincoln, TX

Soldiers:

Melissa Cloughly
 Evan Peasley
 David R. Taylor
 Corporal Blake Royston

People who've passed or lost loved ones that have gone to be with the Lord:

James Nolen- Itasca, TX
 Henry Lee Suggs- Rene Sample's Grandfather & Charlene Sample's Dad
 R.J. Smith- Lone Oak

Praise Reports:

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

America's Auction Academy supports FCAI at each auction school. A special Thank You to Mike Jones and Lori Jones, and the students. The next auction school will be Jan. 17, 2020-



Jan. 24, 2020.

TDLR:

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.

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 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, TX 76645

For online donations please visit: <http://www.fcai.org>

All donations are tax deductible.

May God bless and keep you.



Watch the TAA website and upcoming emails for a new Hall of Fame Interview Series featuring TAA Hall of Famer, Jim Swigert!

Interested in nominating someone to the TAA Hall of Fame?

See below.

HALL OF FAME RULES

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 that 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 maybe 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.

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: _____

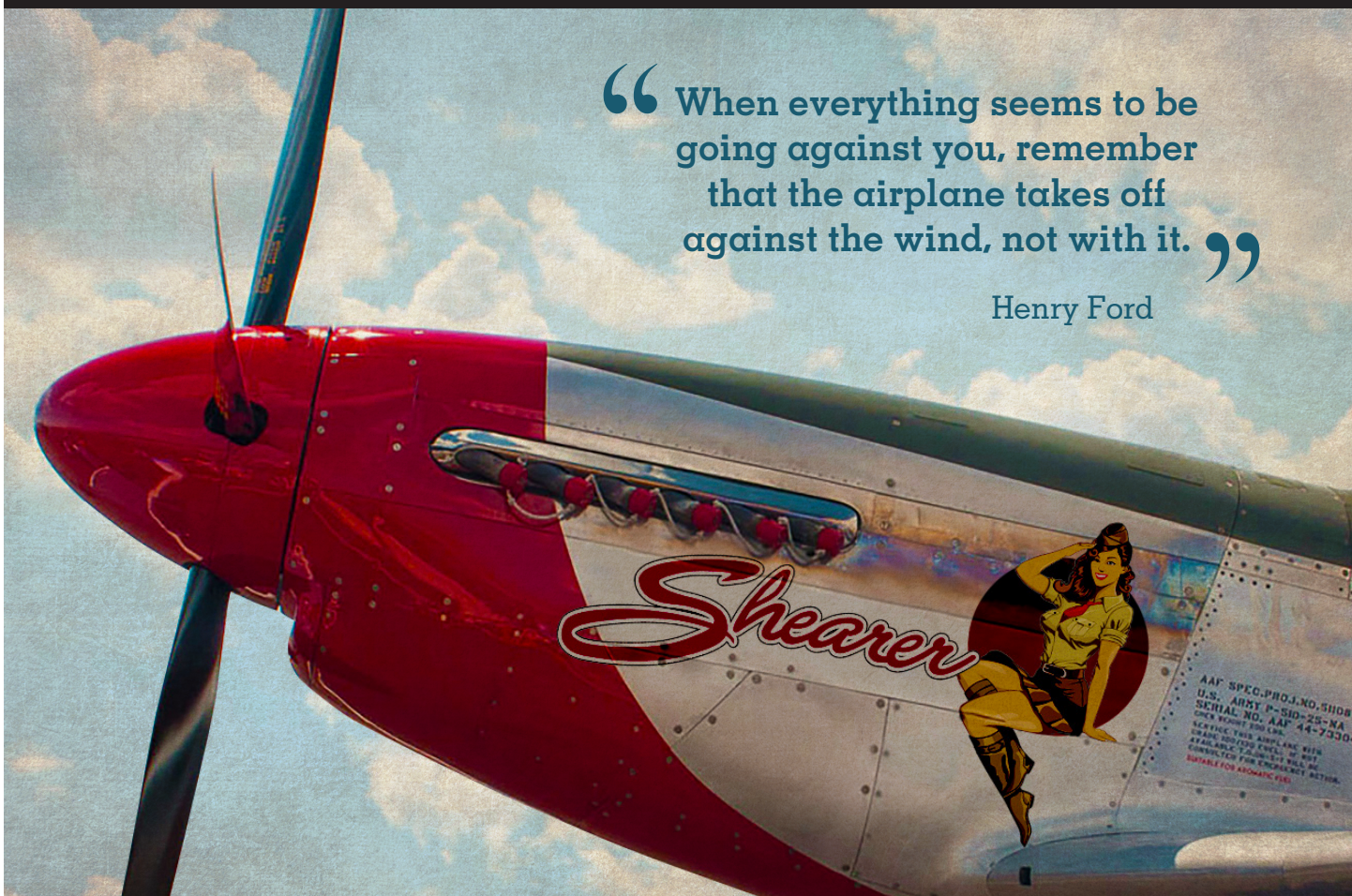
SEND COMPLETED FORM TO: 201 STILLWATER, STE. 8, WIMBERLEY, TX 78676

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

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“ When everything seems to be going against you, remember that the airplane takes off against the wind, not with it. ”

Henry Ford



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Jim Sample Endowment Scholarship App



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Congratulations SEPTEMBER 2019 GRADUATES!

(Bottom to Top– L to R) (Row 1 Sitting): Mike Brandly, Columbus, OH, Instructor; Tony Jowers, Arcadia, LA; Casandra Staacke, Conroe, TX; Jackie Carter, Houston, TX; Stacy Bratten, Trophy Club, TX; Tonya Weathers, Garland, TX; Julie Solheim, Edmond, OK; Christy Duenas, Rockwall, TX; Jacob Triplehorn, Houston, TX; Scott Swenson, Austin, TX, Instructor; (Row 2) Jeff Townsend, Mansfield, TX; Truman Elkins, Springtown, TX; Jarred Campbell, Idabel, OK; Brian Lowe, McKinney, TX; Randy McBroom, Bonham, TX; Jake Bangelsdorf, Fort Worth, TX; Shawn Conner, Lake Charles, LA; Jim Boultinghouse, Kempner, TX; Parker Allan, Martindale, TX; Danny Feller, Hunt, TX; Lori Jones, School Administrator, Dallas, TX; Mike Jones, School Director, Dallas, TX

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