

TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

3rd Quarter • 2020

Congrats 2020 Texas State Champion Auctioneers!

The Texas Auctioneer Association held their 63rd Annual Convention and Championship Contest Live on August 7-9, 2020 at the Embassy Suites in San Marcos, Texas. During this event, the state championship for all categories is held, as well as annual education and business training. This year the contest was challenging due to COVID safe setup requirements, but it was still held live & livestreamed following all local guidelines.

This year, the state championship format was challenging with 50 competitors in all categories. Each auctioneer contestant must be a licensed auctioneer in Texas, be a primary resident of Texas, and a current member in good standing of the Texas Auctioneers Association. For state champion, contestants must compete and move through three rounds of competition. The top 5 finalists compete and are judged on selling 3 items each. Five judges from the industry then score and select the winners in all categories. The 2020 State Champion Auctioneer finalists were: Cody Shelley, Wes Pool, Doug Bradford, Jedd Trice and Trinity Crow. Throughout the next year, the champions serve as ambassadors and mentors of the profession, and in December leads a special auction with TAA's charity, Texas Scottish Rite Hospital for Children in Dallas.

State Champion Auctioneer: Cody Shelley, Burleson, TX

Cody Shelley is a first generation auctioneer in his 10th year in the auction business. He graduated from South Western Oklahoma State University in 2012. He travels the



nation serving clients as a contract auctioneer marketing automobiles, purebred cattle, Quarter Horses and heavy equipment. In 2019, he was named the Mile High Auctioneer Open Champion as well as the World Automobile Auctioneer Champion. In 2020, he has been named both the Oklahoma and now the Texas State Champion Auctioneer. While not conducting auctions, Cody enjoys spending time at his home in Burleson, TX with his wife Ashley and their two children, Jakup (10) and Bexley (4).

State Senior Champion: Joel Lemley, Blackwell, TX

Joel has been working in the Auction Industry since 1995. He began working livestock sales as a ringman traveling all over the country representing breeders and associations in the registered cattle industry. He attended Missouri Auction School and founded an Auction Management Company in 2003 doing livestock sales and consignments in Texas and all over the USA. As a member of the Texas

Auctioneers Association since 2003, Joel was elected to the TAA Board of Directors in 2012, and served as President in 2019-2020. He has also served on the Texas Department of License and Regulation Auctioneer Education Board and is Co-Founder and Co-Chairman of the Texas Lone Star Open Bid Calling Contest. His association in the Auction Industry has also led to creating a successful appraisal business where livestock, equipment, and antique firearms are his specialty. Working with ranches, banks, and museums to hold auctions is a passion for him. He and his wife Shirley have been married 42 years and ranch, raise cattle, conduct auctions, and still live the American Dream.

State Rookie Champion: Austin Jet Jones, Stephenville, TX

Born and raised in the great state of Texas, Jet got his passion for selling at a young age on a summer break visiting

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PRESIDENT UPDATE

Jackie Lemons Shillingburg, CAI, AMM, PRI, TCAP

TAA 2020-2021 President

“We Did It!” We successfully conducted our 63rd Annual Texas Auctioneers Association Convention and State Champion Contest during a major pandemic. Our attendance numbers exceeded all expectations and the funds raised were generous and phenomenal.

I want to congratulate our 2020 Texas State Champion Auctioneers! Texas State Champion Cody Shelley, State Ringman Champion Levi Meier, Auction Team Champions Craig & Levi Meier, State Rookie Champion Austin Jet Jones, and Senior State Champion Joel Lemley. What an amazing group of ambassadors to represent the Texas Auctioneers Association in 2020-2021.

A HUGE Thank you to all of the Sponsors and Exhibitors that supported the TAA Convention and State Champion Contest this year. We could not have succeeded without you and we greatly appreciate your support.

I also want to congratulate the first inaugural graduating class of the Texas Certified Auction Professional (TCAP). TCAP is a 3-part course that was established by the TAA in 2018 to help the new or seasoned auctioneer strive for excellence in the auction profession. A hearty congratulations to Sheryl Bates, Charlie Bradshaw, Lori Lemons-Campbell, Doug Bradford, Natalie Dietz, Elizabeth Drake, David Drake, Scotty Gibbs, John Hebert, Daniel Lewis, Christina Pace, Jacquelyn Lemons Shillingburg, Stan Young, Lou Ann Young, and Dustin Wood.

Regardless of how unpredictable the year 2020 has presented itself, the



TAA attendees were able to bring a little bit of normal back into their lives for a treasured moment through the Leadership of Past President Joel Lemley, Executive Director Krista Richter, and the Board of Directors.

As your new President, I feel confident that your elected board will work harder than ever to keep up with the ever-changing needs and demands of the auction industry. Over the next few months, we will be working on our future goals for the TAA and its membership. Some of these goals include: to boost membership, engage our members more, provide quality education, bylaw changes, as well as work closely with the legislative committee concerning the survival of our auction license in the State of Texas. TAA Lobbyist, Todd Kercheval, met with the members during the conference and answered questions concerning the future or our auction license. He mentioned that the movement in the House for now is in stale mate due to Covid-19. Stale mate is good due to non-activity, but we must be ready when regular activities move back into full swing. Todd highly recommended that we continue to raise funds for AUCPAC before November 3, 2020. Due to this need, I would like to challenge every member of the TAA to give what they

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TCAP PRODUCES FIRST INAUGURAL GRADUATING CLASS

The Texas Certified Auction Professional Course was established in 2018 to help the new or seasoned auctioneer strive for excellence in the auction profession.

TCAP is a 3-part course that is designed to cover business, marketing, and logistics. These courses can be taken in no particular order, but with the current model, can only be taken once a year. To become TCAP Certified and use the credential, graduates will need to complete all 3 courses, be a TAA member, and a Texas Licensed Auctioneer in good standing.

This year produced quite the challenge for the TCAP Committee. We have had our struggles through rescheduling our conference and adhering to strict Covid-19 guidelines. The TCAP Committee made the decision for the safety of our National Instructors to shift gears and move into Virtual learning. For the first time, the Business course was recorded so that the TAA could offer this course as an additional education option throughout the year. This will allow a member to take two courses in a calendar year to speed up the graduation process.

The Business Course 1 and Logistics Course 3 educational classes were held successfully during the TAA 2020 Convention. Business Course 1 had 10 attendees and Logistics Course 3 had 19 attendees. Both courses were held virtually by experienced National & Local Instructors.



Due to low registration numbers the TCAP Committee decided to cancel the Marketing 2 course and move those attendees over to Business or Logistics.

A special thank you to our faculty for their support of the program during this challenging time to teach remotely and live. 2020 Faculty included: Mike Brandly, Aaron Traffas, Caleb Holt, Jack Christy and our panel participants:

Scott Swenson, Walt Cade, Jim Swigert, Lori Lemons-Campbell, Elizabeth Drake and moderators, Heather Kaspar and Jackie Shillingburg. We would also like to thank our online bid platform companies that sponsored lunch for the courses with introduction to their products: S3 One Goal, auction spear & Bidwrangler.

The first Inaugural class to graduate with the TCAP Certified distinction consisted of 15 graduates that were honored and pinned during the State Champion Finals and Awards Dinner. Press releases on the graduates will be shared through NAA, TAA, social media and their local media. The TCAP 2020 graduates are:

Sheryl Bates
Charlie Bradshaw
Lori Lemons-Campbell
Doug Bradford
Natalie Dietz
Elizabeth Drake

David Drake
Scotty Gibbs
John Hebert
Daniel Lewis
Christina Pace

Jacquelyn Lemons Shillingburg
Stan Young
Lou Ann Young
Dustin Wood

Congratulations TCAP graduates!





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2	2.00 - 2.00 - 2.00	20.00	2000	1	2.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00
3	3.00 - 3.00 - 3.00	30.00	3000	1	3.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00
4	4.00 - 4.00 - 4.00	40.00	4000	1	4.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00

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We stand proudly with the Texas Auctioneers Association. Together, we've led the industry for 75 years. We look forward to paving the way here in Texas for 75 more.

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2020 State Champions

continued from cover

a Tucson public auto auction. It was at that moment Jet found his life calling, running his mouth for a living!

He attended America's Auction Academy and to this day, those professionals are still schooling him. Over the years Jet moved to Idaho and worked selling heavy equipment, automobiles, full estates, as well as GSA Auctions, and other exotic auto and heavy equipment auctions throughout the United States. Jet has also worked multiple charity auctions with some of the best benefit auctioneers in the country. Jet's biggest fulfillment is the gratification of using his talents and skills to help people in need. In 2019, Jet moved back to his home state of Texas to further his career in the auction business. Jet bought a ranch in Stephenville with his girlfriend, a professional barrel racer and futurity trainer, along with their two dogs which they consider their kids. When Jet is not on the block selling, you'll find him dabbling in real-estate, heavy equipment, as well as his collection of classic cars and motorcycles. Jet

attributes his success as an auctioneer to his affiliation with members within the TAA and NAA, as well as many mentors throughout the country.

State Ringman Champion: Levi Meier

Levi, at 15 years old, is the youngest State Ringman Champion. He is a sophomore at Ennis High School, and 2019 graduate from the World Champion Ringman College out of Denver, CO. Levi is no stranger to auctions growing up in the auction industry working alongside his parents, Craig and Angie Meier. Levi has developed a passion for the auction craft. Levi is also active in his local FFA chapter, enjoys raising livestock projects, and helping his parents with chores on their cattle ranch. Levi also loves to forge custom knives, weld, and build metal fabrication projects in their shop at home. When not working, Levi loves any type of hunting, water sports, and snow skiing. When asked about his experience at the competition and how it felt to win, Levi said, "I really learned a lot, made some new

friends, and look forward to more competitions in the future". He went on to say, "I was really nervous and I think competing helps me deal with my nerves."

State Auction Team Champions: Craig Meier and Levi Meier

This father son team competed for the second time in the State Auction Team contests and won! Father, Craig Meier, is a past World Auto Auctioneer Champion, 2003 Texas Auctioneer State Champion, and 2016 Texas Lone Star Open Champion. Craig is co-owner of World Champion Ringman College and Heli-Hunter. He also teaches at several auction schools, mentors many auctioneers, and is active in the auto auction industry. Levi worked hard to ring for his father in this competition, which he has learned from a young age. They interact and encourage each other in a special family bond that led them to the championship.

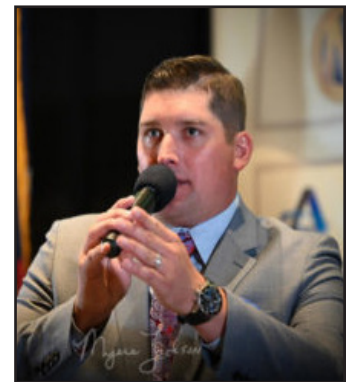
Congratulations to all the 2020 Champions!

YOUR 2020 TEXAS STATE CHAMPION AUCTIONEER

Cody Shelley

What a weekend it was in San Marcos at my first TAA Convention. After changed dates and many obstacles a group of very determined people did what it took to make this event happen. The Board pulled off an amazing and needed convention. With the times and trials we have all been facing in not only the auction business, but our everyday lives, it was amazing to get to gather with other auction professionals. The education was excellent coming from some of the greatest professionals in the business, sharing their insight on many different topics. As far as the contest goes it was a group of very qualified contestants

and I was fortunate enough to be crowned the Texas State Champion. I am humbled to get to see my name join the list of other auctioneers that have achieved this honor before me. I am looking forward to serving with the TAA Board this year and being an involved member for years to come.



**Miss the contest?
Watch the finals online at www.texasauctioneers.org!**

IT'S A FAMILY AFFAIR

Convention Reflections by the Meier Family

CRAIG MEIER

I attended my first TAA convention in 1998. I was so excited to find a place where I could gather knowledge from seasoned professionals, and learn skills that I needed to become a full time auctioneer. I was enamored with the auction contest and the dream of becoming a Texas State Champion Auctioneer. The thought of entering the contest in the coming year motivated me to practice constantly. I practiced every chance that I could and dreamed of having an impressive performance in front of the most respected and successful auctioneers in the state. A year later, I won the rookie contest and it changed my life. Not because of the title, or that someone saw me and was so impressed that they gave me the job of a lifetime, but because of the lessons that I learned along the way. I learned that hard work pays off, practice is a sound investment (pun intended), and iron sharpens iron. Not only did the contest teach me how to overcome my fears, but the preparation taught me HOW to improve myself.

Last year my youngest son, Levi, asked if I would be interested in competing in the team competition at the upcoming convention. Of course, I happily accepted. For a 14 year old kid, I thought Levi did an amazing job and was very proud of him. He placed 7th in the Ringman competition and we wound up second as a team. He knew some mistakes were made, and was already looking forward to coming back this year bigger and better. Watching him practice and dream of the upcoming contest took me back. Seeing the desire and dedication in him made me more proud than any trophy ever will. So, this years convention finally arrives. To add to the fun, my daughter, Riley, enters the Ringman and Team competition with my wife, Angie. Now, the stakes are really high..... household bragging rights.

I have competed in many contests across the country over the years, but the one held in San Marcus in 2020 will always be my favorite. Teaming up and working with my children in a competition was an experience unlike any other. I will never forget seeing their faces light up as they were announced as finalists and watching them hustle off to prepare for the final round made my heart swell. Levi placed first and is the youngest to ever win the State Ringman competition, and Riley placed a respectable third. Levi and I won the Team competition and Angie and Riley were a close second. I could not be more proud of my kiddos for overcoming their fears and doing so well against the odds. Win, lose, or draw, it was a great day for our family and a great day for my children, whose passion for the auction industry has grown even stronger.

With all of the current economic instability, civil unrest, and changes in our society, I think our kids and grandkids need direction and support more than ever. I hope to see more families working auctions, competing, and learning together. I pray that our future generations can continue to carry on our craft and the art of bid calling. Our children are the future, and will be the ones leading our industry in the years to come.

Thank you to everyone that played a part in making this past convention and competition possible, it was one that I will never forget.

ANGIE MEIER

This year's Texas Auctioneers Association Convention, held in San Marcos, TX, August 13th-16th, was truly a family affair and will be one that I will remember forever.

Craig and I live, eat, and breathe auctions. We have taken the kids to auctions their entire lives, teaching them the ends and outs of the business. When they were younger, they usually handled the concessions for the auction. Over the years the kids have shown a solid interest in the auction industry, and both, Levi and Riley, have a passion for working the ring. This is the first year we have had Riley and Levi at convention with us. I had asked them if they wanted to compete and both never hesitated, with a "YES!" Riley was a "first timer" competitor, entering both the individual and the Team Competition, I served as her auctioneer and teammate. Levi was entering his second competition as a Ringman and Team competitor with his dad, Craig. Last year Levi entered his first competition. He is the youngest competitor entry in TAA history. He competed as a Ringman and in our First Annual Team Competition with his father, Craig (winning second place!)

Riley (17) and Levi (15) both admit to having competition nerves, but when it was time to take the stage, they both shone bright! I cannot express all the emotions I felt watching them. Putting themselves in front of an entire association full of auction professionals and handling themselves as mature, young, professional ringman, just made my heart swell with pride. And, Craig and I, both being able to serve as their auctioneers was just the icing on the cake.

The Competition was fierce, with ringmen and teams from across the state coming to showcase their talents. As many know, the Ringman and Team finalists were announced at dinner. Riley and Levi were announced as finalists in both the individual and the Team competitions! Sibling rivalry never came into play with these two. They were both

excited for each other, stoked to make it to the next phase of competition, and wanted the other to do their best. When the dust settled and the scores were tabulated, Levi Meier took 1st place in the Ringman with Riley taking 3rd, and Craig & Levi won 1st place in the Team with Riley and I coming in 2nd. WHAT AN AMAZING NIGHT!!

RILEY MEIER

Entering the Texas Auctioneers Association contest for Ringman and Team with my mom was very educational. This was my first time competing. I entered to gain more experience and I have learned so much from doing so. The tips and strategies my mentors gave me helped me gain the confidence to go out there and do the best I could. When they called my name out for being a finalist in both the individual and team competition, my heart skipped. I had a goal of going out there and utilizing everything I have ever observed and learned and showcase that into a couple of minutes of competing. I let my fears get in my head, but I loved being out there and did my best.

Competing with my brother, Levi Meier, and seeing him win the State Ringman title was breathtaking. Levi is "IN IT TO WIN IT", and to see him work so hard and have it pay off made the experience. Levi has a passion for auctions as well as his reputation, every time he goes on stage. I admire his confidence and heart he applies towards his goals.

I learn new things at every auction I go to, however, THIS auction and contest I will never forget. I am ready for next year.

LEVI MEIER

It is an honor being the youngest Ringman Champion in history. It means so much to me to have that honor and to know that it'll go down in history. I also had some great competition, It couldn't get better than that.

I have made some amazing and talented friends along the way. It was a lot of pressure to know that I would be competing against adults and even my own family. It was a lot to bear, but I kept my head up and powered through.

Competing against my sister was tough because she is so talented and prettier than me. She's got a lot of talent and a lot of confidence, so I think she will dominate anything she enters. She even beat me in rock, paper, scissors over our mom being the auctioneer.

Competing with my dad was also an amazing experience. I work with him a lot at benefit auctions, so we have had a lot of practice. I wouldn't even be a champion without him or my mom, so for that, I am forever grateful. Even though my dad is terrible at rock, paper, scissors, he is not bad at auctioneering.



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FIRST TIMERS *Attend and Shine at TAA Convention*

By: Doug Bradford, CAI, TCAP, TAA Director

What has almost 400 members and wouldn't let COVID-19 stop it from having its annual convention? The Texas Auctioneers Association!

At this year's annual convention held in San Marcos, twelve individuals attended their first TAA convention. Some of those attendees also attended a session of the Texas Certified Auction Professional (TCAP) program. Many first timers attended the annual First Timers' Breakfast on Friday morning hosted by the Hall of Fame. This year, first timers were paired up with mentors they could reach out to during the convention and afterwards for guidance, advice, and a source of information in the future.

Two first timers were recipients of a free registration this year. One registration was awarded by the TAA Hall of Fame to Robert Welch of Arlington, TX. Robert's name was drawn from those first timers who early registered for the convention. The registration was given in honor of Henry Storey, a charter member of the TAA Hall of Fame who passed away in May of this year. Henry had never missed a TAA convention until last year due to health issues. I know Henry would be honored by this beautiful act. Mr. Storey was one of the auctioneers that welcomed me into the TAA when I felt like I knew no one at my first convention.

David Skidmore of Friendswood, TX attended the June 2020 America's Auction Academy class and his name was drawn for a free convention registration from all of those that joined the TAA during the class. David had this to say reflecting on his experience attending the TAA convention and a TCAP session. "As a new auctioneer and first-year member of the TAA, I really enjoyed being able to get together with other auctioneers at the convention. It was a lot of fun and I am looking forward to next year's convention in Round Rock and year two of the TCAP course for me."



First timers also represented themselves well in the annual auction competitions. Jett Jones of Stephenville won the Rookie Auctioneer title. Riley Meier of Ennis competed as ringman with her auctioneer mom and TAA President-Elect, Angie Meier, in the Team Competition, finishing as Runner-up. 2019 World Automobile Auctioneers Championship winner Cody Shelley of Burleson won the Texas State Auctioneer title.

Congratulations to all first timers on attending your first of what we hope will be many more TAA conventions!

**Thank you, Texas Auctioneers Association,
for making the 2020 Convention and Contest a big success.**

Congratulations!!!

*** 2020 State Champions ***
*** Hall of Fame Inductees ***
*** New Board of Directors and Officers ***



Gayle Stallings, CAI, BAS
Benefit Auctioneer
Virtual Fundraising Strategist
TAA member since 2005

“welcome new board members - Erica, Jed, Chad and 3rd VP Jarod

President Update

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can towards the AUCPAC as requested. If every member could give at least \$50.00, personally, towards AUCPAC, it would raise \$18,400.00. Please note that all donations need to be given through your personal accounts and not corporately. If you have questions concerning how to donate, please contact Krista Richter at krista.richter@yahoo.com.

Mark your calendars for next year as we prepare to get ready for our next conference in **May 20-23, 2021 at the Kalahari Resort, Round Rock, TX**. We will also be working on area meet ups in the future based on the Covid-19 pandemic updates.

together as an association. I believe that we need to focus our energy on adapting to change, rather than resisting it. I could not be prouder to be a part of the TAA and what we represent.

Great things happen when we work

Thank you and God Bless the Texas Auctioneers Association!

**Texas Auctioneers Association Political Action Committee
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RENE BATES ENDOWMENT Scholarship Fund



We lost one of our auction legends this year and that auction legend's name is Rene Bates. Rene was a true pioneer in the auction industry and made sure to sign up for the first Texas Certified Auction Professional (TCAP) Business Fundamentals Course 1 offered in 2018, by the Texas Auctioneers Association in

College Station, Texas. The following year, Rene signed up along with his wife, Sheryl, and attended the next course offered in 2019, Marketing 2 that was held in Waco, TX.

There is no doubt that Rene Bates would have attended the Logistics Course 3 in San Marcos, TX this year and graduated with the first inaugural class to receive the Texas Certified Auction Professional distinction.

In his honor, Lori Lemons-Campbell and Jackie Lemons Shillingburg started up the Rene Bates Endowment Scholarship Fund. The awarded recipient must be a current member of the TAA and is available for one TCAP course option per year. The scholarship will be awarded before the next annual TAA Convention being conducted at the Kalahari Resort in Round Rock, TX, May 20-23, 2021.

Though Rene Bates is not here with us in body, he is here with us in spirit, and through this scholarship, Rene's memory will live on for years to come.

UPDATE *The 2020 Texas Lone Star Open*

By: Troy Robinett, TAA 1st Vice President and Co-Founder TLSO

We can all agree that 2020 hasn't been the year we hoped it would be. Covid-19 has rocked our world both personally and professionally. Cancellations of sports, concerts, auctions..... the list goes on and on. I'm sad to say that we have to add the Texas Lone Star Open Bid Calling Contest to this list.

It became apparent to the TLSO committee a few months back that it was going to be really hard to pull off the TLSO. Then we had some city and county regulations placed on us that would make it even tougher. However, we kept looking for a way. Krista, Jackie, Joel and I brainstormed and spent hours talking it out trying to make it happen. I was optimistic, because upon speaking to our previous years' sponsors, most all of them were on board! Our dream

of holding the 5th annual TLSO was finally crushed with the announcement of the cancellation of the 30th Annual Red Stegall's Cowboy Gathering.



I'm a believer that we can find the "GOOD" in this. We believe the TLSO best days are yet to come. We have every intention of continuing on in 2021 and beyond. We are committed to staying on the cutting edge of open bid calling contests! We promote the auction method, the TAA, and the live auctioneer first and foremost as our goal!

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1ST TIMER'S GRANT

In Memory of Hall of Fame Member Henry Storey

By: Lori Lemons Campbell, CAI, GPPA, PRI, TCAP, 2017 Hall of Fame Inductee

On May 31, 2020, the Texas Auctioneers Association lost a Hall of Fame Member, Past President, and Charter Member, Mr. Henry Storey of Early, TX.



Henry was a family man, Christian, and his passion was auctioneering. According to the Texas Auctioneers Association, Henry Storey did not miss an annual TAA Convention for 50 years. Unfortunately, in 2019, Henry was unable to attend due to health issues.

In honor of Henry Storey's passion for the auction industry and the TAA, the Hall of Fame provided a grant for a 1st timer drawn from all the 1st timers who registered early.



The 2020 recipient was Mr. Robert Welch of Arlington, Texas. Robert graduated from America's Auction Academy in 2019 and has been exposed to the auction industry for over 15 years. He owns RLW Auctions, Liquidation, & Estate Sale Services of Alvarado, Texas. Robert

has been married to his wife Becky for over 30 years and they have 2 children and 3 grandchildren. Welcome to the TAA Robert & Becky!



A 1st Timers Experience by Donda Cordova

Donda Cordova is the Owner of Double S Auctions, Amarillo, TX

As I reflect several weeks after coming back from the Texas Auctioneers Convention, I look back on what I learned. The thought of coming to my first convention was intimidating. When you step outside your comfort zone and try something new it's always hard. Running a business and working with the public is one thing, but being around talented auctioneers is a whole different ball game. So to say, "I was concerned," would be an understatement. Boy, was I in for a surprise. The TAA welcomed me and my daughter with open arms and it was a pleasure to be around such positive people. The first timers got assigned a mentor during the convention and I had the pleasure of being assigned to Jackie Lemons Shillingburg. Even though she was taking over as President of the TAA, she still took the time to make sure I was comfortable and felt at home.

My daughter made me promise if we were going to drive all the way to San Marcos, I would enter the competition. Although I have been an auctioneer for awhile now, this would be another first



for me. Since I had never competed, I joined in the fun auction the night before to get my feet wet. Everyone was full of compliments and positive

encouragement, so it made everything a little easier. So turns out, now that I had my first competition, I am hooked and will be back for another one next year. I didn't make the semi-finals, so this is a new life goal to look forward to and work for. We all need life goals and especially ones that make us better at our profession.

The classes that we were able to take during the convention were worth all the effort to drive the 8 hours to the convention as well. From how to be a better marketer to how to be a better presenter, the quality of classes was very high. Overall, my daughter and I plan on making the trip now for several years to come. I so appreciate everyone I met that encouraged me through this process, and I so look forward to seeing them again next year. Thanks TAA.

Memories

2020 Annual Convention & Contest

Photography provided by Myers Jackson.



Thank you to Ideal Video Productions - Jim Bob & Wade Fisher!
 *See contest video on www.texasauctioneers.org





2020 Scholarship Recipients



Jim Sample Scholarship for America's Auction Academy Recipient *Austin Moore, Plainview, TX*

Congratulations to Austin Moore from Plainview, Texas. Austin is a sophomore at Hale Center High School. He is very active in FFA, track, and football. Currently in FFA, Austin shows market swine, judges' livestock, has been a chapter officer, was president of his Chapter Conducting team, and has an auction industry SAE (Supervised Agricultural Experience) where he works auctions with his father. Austin has been working auctions since he was in the second grade. Once in elementary school, he was asked what he wanted to be when he grew up. He responded, "I want to be a better auctioneer than my Dad." Congratulations Austin!



TAA Scholastic Scholarship Recipient *Rody Meier, Ennis, TX*

Congratulations Rody Meier of Ennis, Texas. Rody is the son of Craig & Angie Meier and has helped in the auction business from a young age. He is active in FFA and the Cowboy Church of Ennis. He graduated in the top 155 of his class, as well as being a member of the National Honor Society & drama club at Ennis High School. Rody plans to attend the University of North Texas and double major in marketing and theater. Best of luck to Rody!

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CONGRATULATIONS *2020 TAA Hall of Fame Inductees*

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

The 2020 Hall of Fame inductees are: Doak Lambert and Wayne Wheat. We wish sincere congratulations to each of them.

Doak Lambert, Decatur, TX



Doak Lambert currently owns and operates Lambert Auction Co., Inc, a full service auction company that specializes in the marketing of purebred livestock, rural real estate, western art, and automobiles. His experience in the auction business has spanned a period of over 30 years and includes conducting auctions all across the U.S.A. In 2000, he won the Texas State Auctioneer Championship.

As a 1985 graduate of Texas A&M with a B.S. Degree in Animal Science, Doak brings a vast knowledge of agriculture and marketing to his clients and to several

Big Foundation. His leadership also extends to serving on many committees, assisting in teaching at the Texas Auction Academy (now Americas Auction Academy), and advising on auction contest committees. He serves as a mentor to many auctioneers and is active in his church, international missions, 4-H, FFA, and youth sports in his local community. Doak celebrates 25 years of marriage to his wife, Wendy. Wendy Lambert is also an accomplished auctioneer specializing in fundraising and benefit auctions across the country and is the National Auctioneer Association's 2014-15 IAC Women's Division Champion Auctioneer and 2013 Texas State Champion. Together they have three children, sons, D.P. Lambert, who lives in Charlotte, NC, and Denton Lambert, who is a student at Texas A&M in College Station, TX, and daughter, Sydney Little and her husband Jake Little who reside in Farmers Branch, TX.



other community service organizations in which he is involved. Doak has served on the Board of Directors for the Texas Auctioneers Association, and for the National Auctioneers Association, as well as for the Decatur FFA Alumni, the Will Long Memorial Foundation, and the Live



Wayne Wheat, College Station, TX



Wayne is a graduate of New Mexico Military Institute and Texas A&M and served as a US Army Captain in the airborne Infantry. He has been in the auction industry since 1990 and won many contests including Texas Auctioneer Champion in 1993, World Champion in 1996 and International Champion Auctioneer in 1999. He served on the Board of Directors and as President of the Texas Auctioneers Association. He specializes



in benefit auctions nationwide as a certified Benefit Auction Specialist (BAS), as well as domain and intellectual property auctions in 12 countries, real estate, and state and business liquidations including national retail chains of Sears and Brueners. Wayne made time to write and publish two popular business motivational books amidst his busy auction career, "Bid and Grow Rich Quick" and "Before You Jump". Wayne has also coached Texas pole vaulting teams winning 12 State championships, 2 National championships and coaching one Olympic qualifier. Other interests include golf, fishing, martial arts, and tournament poker player.

Wayne shares that, "Being inducted to the HOF, was a very high honor and something that I'll always remember. As I said in my acceptance remarks, everyone told me 30 years ago that I could not break into the auction business.

I knew no one in the business and I had no network of friends in the auto industry or livestock market. But, I'm living proof that you can succeed even though people tell you that you can't. Our association has taken great strides in promoting the auction industry as highly trained professionals. One of my goals since winning the NAA International Championship was to brand auctioneers as 'clear' auctioneers. When I first got into the business and told people that I was an auctioneer, they would typically respond with, 'Oh, you're one of those guys that no one can understand'. I believe that we have worked well together to change that perception. I'm a proud life member of the NAA and now a life member of the TAA. I have had a dream career and have had the opportunity to work in an industry that I love. I could not be more blessed."



Congrats DOAK and WAYNE!

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WHY HAVE A WEDDING AT THE TAA CONVENTION?

By: Kenny and Renee (Sample) Bohot

It all started when Kenny and I decided that we didn't want to wait until Spring 2021 as planned. I started brainstorming possibilities of how we could have a wedding in the middle of a pandemic and be able to have everyone important to us there.

As the convention grew closer, I wondered if having it at the convention could be a possibility. It was a way for us to honor my Dad and have everyone important to me in my auction family there to celebrate with us, and even better, it was in my hometown! The Texas Auctioneers Association has been a part of my life and our family since I was in 6th grade and it was important that several of our auction families be there for our wedding.

I called Joel Lemley, ran the idea across him and why I wanted to do it. He liked the idea and made some phone calls. He called back to tell me it was a go and the race was on! We had three weeks to plan a wedding! Everything just fell into place, so Kenny and I both knew this was what was meant to be! I truly felt the love and the presence of my Dad with us on our wedding day.

I would like to thank Joel and the rest of the board and staff for allowing us to do this with our auction family and for assisting in the process. Thank you to everyone that was there to celebrate with us. I love my auction family and it was an honor to be able to celebrate and have everyone apart of it.



*Congratulations
Renee & Kenny!*



CHAPLAIN'S MESSAGE: TRUST IN GOD

Alvin Kaddatz

I enjoyed seeing everyone at the TAA Convention. We missed seeing some of you that have not missed in a while.

I talked to a customer who has some serious health issues. He told me to get in the pickup with him so we could look at some of his equipment. I didn't have a mask on, and we couldn't social distance. I told him I could follow him in my pickup. He said, "I know where I'm going when I die. I win either way. Get in and ride with me." If you have read scripture, you know that in the end, we win. Christ is coming back for all of us who have accepted him as Christ and Savior.

Please continue to pray for all of those effected by the Chinese virus and that a vaccine will be developed.

A motion was passed at the 2019 Conference and Show at NAA that the business meeting be opened with prayer. At the 2020 Virtual Convention for NAA, the board declined to open meetings with prayer. I appreciate our TAA Board and Membership acknowledging God at our TAA Conventions.

I saw a sign in South Texas that stated, "Kneel for Almighty God and Stand for the Flag".

Billy Loyd Sawyers, 65, died Saturday morning July 18th. Loyd was an Army veteran and auctioneer. He was a passionate follower of Christ and lived his life to the fullest. Loyd never met a stranger. And as Loyd would ask, "Has anyone told you Jesus loves you today?"

Long time TAA member Henry Storey went to be with the Lord. I was at the visitation. I visited with Pat and the family. Henry would close each of our FCAI meetings with prayer. He set a record attendance at TAA conventions. I know it was at least 50, maybe more. Henry was selected as a charter member of the Texas Auctioneer Hall of Fame and was a past president of the Texas Auctioneers Association which granted lifetime membership to he and Patsy. Henry was a member of Salt Creek Baptist Church where he served as a deacon for over 60 years.

Photos to the right are of the Bohot wedding at the TAA Convention and John Sisk and the Swigert Family at the Memorial FCAI Breakfast.



Prayer Requests

- Allen Huegatter's Mom - Bowie, TX
- Ashley D Harbour - Mt. Pleasant, TX
- Bob Mitchell - Terrell, TX
- Brenda Kaddatz - Hillsboro, TX
- Cindy Kaplan - Plano, TX
- Pam Hall (*Dana Burgess' Mom*) - Graham, TX
- Kyle Mitchell - Terrell, TX
- Pat Storey - Early, TX
- Deborah Mayer - Lincoln, TX
- Mike Jones - Dallas, TX
- Lori Jones - Dallas, TX
- Tracie Davis' Mother
- Logan Thomas' Wife
- Forres Meadows - Boerne, TX
- Charlie Waller - Uvalde, TX
- Doug Meier (*Craig Meier's Dad*) - Bardwell, TX



Soldiers

Melissa Cloughly
 Corporal Chandler Kasper
 SGM Chad M. Johnson

People who have passed or lost loved ones who have gone to be with the Lord

Rene Bates - McKinney, TX 2-27-20
 Jimmy Royston, Earth, TX - 6-1-2020 *Ben Royston's Dad*
 Henry Storey, Early, TX - 5-31-2020
 John Stamm, Wayland, MI - 5-26-2020
Roger French's Father-in-law
 Brother of Gary Worstell - 6-16-2020
 Charles Vaught - 7-18-2020 *George's brother*
 John Smith, Amarillo, TX - 7-4-2020 *Paul Smith's Dad*
 John Lemons *Jackie and Lori's uncle*
 Ross McClendon *Sheila Sisk's Dad*
 Jerry Blancett, College Station, TX - 7-8-2020
Mike Jones Father

Praise Reports

Joshua Rush – cancer free
 O.C. Mangold celebrated his 82nd birthday
 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 9-25 to 10-2-2020.
 Renee Sample Bohot who got married at the TAA Convention.

Michaela Pearson and Carson Kaddatz who are engaged.

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 Todd or me.

Please renew your FCAI membership if you have not.

Support Our Veterans

Let us know if you have any deployed troops. We send packages to them.
 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 you God will be with you wherever you go. – Joshua 1:19
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May God Bless You,
Alvin Kaddatz



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TAKING CARE OF YOURSELF MENTALLY IN ROUGH TIMES

By: Doug Bradford, CAI, TCAP, TAA Director

For many of us, 2020 has been a weird and unusual year. The big topic has been the COVID-19 virus. It has disrupted our businesses, our personal lives, how we socialize, how we enjoy food and entertainment, even what we must wear. The topic of racism, equality, and police brutality have reached new levels of awareness and awakening in our lives. Combine that with the normal trials and tribulations that come with everyday living and it can affect your mental wellbeing.

So how do you cope with it? How do you keep from getting too low? How do you find peace and balance?

I will preface the remainder of this article by saying I am not a medical professional so do not rely on me for advice. The following is based on my own personal experience, what I feel, what I believe, and maybe things I have read.

Since mid-March, a lot of us have been isolated or had limited contact with our friends, family, clients, and colleagues. We have done so in part due to government regulations, fear, and an abundance of caution. You may not have been able to hug or touch someone special to you. If you have parents in an assisted living facility or nursing home, you may not have been able to visit them. If you or someone you knew had to go to the hospital, you or they may not have been able to have anyone with them or visit them. That is hard.

For auctioneers that do not conduct online auctions of any form, you may have seen your entire business wiped out, or at minimum, greatly reduced. That is scary, especially if you do not have any emergency reserves or savings. So, what do you do?

My first suggestion is to talk with someone you trust and that

understands you. You must have an outlet to say what is on your mind and where you feel safe. Talking allows you to vocalize your inner thoughts, to let some of the negativity or desperation out of your mind and body. If you do not feel comfortable talking, write out your thoughts and feelings. Keep a journal or diary and write when you need to. Talk and write about both the negative things that bother you AND the positive or good things in your life.

Exercise. Take time out of your day to walk, stretch, run, play a sport, something to get you moving and allow you to just focus on something other than the things you cannot control. Make a point to step away from work every hour or two to give yourself a moment to just detach for a moment. Exercise is good for your overall and physical health, but sometimes it is just as important for your mental health as well.

My faith helps me stay level for the most part. It has become a big part of just being able to cope with things that come up. Some days feel like we cannot put anything else on our plates, but my faith tells me that God won't ever give me more than I can handle. And I believe that. I falter some days like everyone, but my faith brings me back to center. Regardless of what you believe, I think it does help to have a religious preference that you are actively involved in studying or participating in. I think there is something calming and assuring knowing you have something you believe in.

Try to focus on the positive things and not the negative. Understand what you can control and what you can't control. Focus on what you can control. Do not let the things you cannot control get in the way of what you can control. It is easier said than done. For instance, you cannot control



if the government prohibits you from holding a live in-person auction due to crowds of whatever size. However, you can start educating yourself about online auction platforms and begin to pivot to online auctions as a service you offer. Maybe you cannot increase the amount of money you make, but you can control the way you spend your money which may leave with you more money at the end of the month.

Work life balance is extremely important. Even if you love your job, you need a break from it. Too much work takes you away from your family. Our families help ground us and give us a different perspective on life. Plan out your day. Set specific tasks for specific times. Set your start time and define a stop time. It is only effective if you truly focus on it and follow it. Write it out. If you write it down, you are statistically more likely to do it.

Communicate with your friends and family. Tell them how you feel about them. Take the time to tell them you love them and care about them. I think one of the greatest gifts we can give someone is our time. That can be spending time with them eating, going to the movies, a concert, a sporting event. It can be time just visiting them. When you give your time, it really says you care about them. It really does not matter what you are doing as long as your spending time with them. It does them good and it does you good as well.

If you have feelings of anxiety or depression or if there is a history of

mental illness in your family and none of the above seem to help, consider seeking professional help. Talk with your doctor. You may need to speak with a psychiatrist or psychologist. There is nothing wrong with that. Yes, some may say there is a stigma with seeking help. However, this is about you taking care of you or someone you may know. Do not be afraid to ask for help if you think you need it or if something does not seem right. It may be a simple medication can help deal with the issue.

My dad once told me after he had retired, and my brother and I were grown that he felt like he had to be perfect in most everything he did when we were growing up. I never realized he felt that way. "When we

pull out of the driveway with the travel trailer, I knew everything had to be in tip top shape, that nothing could be wrong with the truck or the trailer because the safety of all of us depended on me and making sure everything was right." He had the responsibility of working at night while mom had us at night, taking care of repairs to the vehicles and house, of raising us boys with mom, and of being a husband and father. Those are normal responsibilities most people have. To my knowledge, my dad has never dealt with clinical depression or anxiety or other issues that required professional medical assistance. He had his faith and friends. He and mom loved the outdoors and we went camping all the time. They had people they could talk to who were

experiencing some of the same things they were. But sometimes, feeling like you have the weight of the world on your shoulders and no room for mistakes, that can hurt you mentally and emotionally. You can feel alone or trapped.

It is easy for life to get us down through major global and local issues that occur and through everyday items in our life. But remember, there are tools and options available to help you or someone you know cope with these mental health matters. You must take the first step and take action to get help. We know there will be highs and lows, but the goal is to keep those about even. Don't get too high and don't get too low. And never be ashamed to ask for help.



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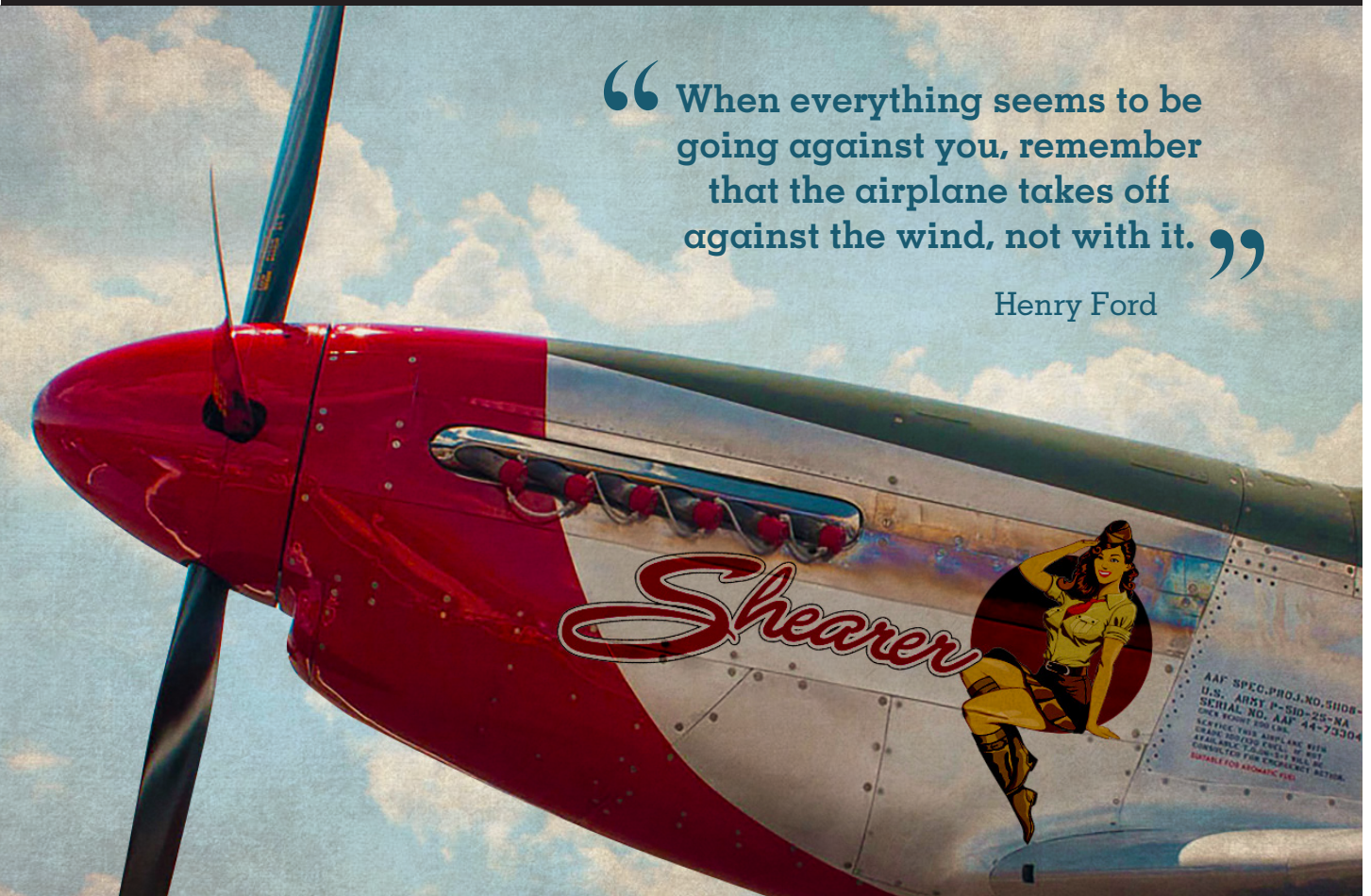
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“ When everything seems to be going against you, remember that the airplane takes off against the wind, not with it. ”

Henry Ford



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Congratulations AAA Graduates!



MORGAN HOPSON
2019 International Auctioneer
Champion Women's Division



CODY SHELLEY
2019 World Auto Auction
Champion Auctioneer

2020 CLASS DATES:
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2021 CLASS DATES:
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