

TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

1st Quarter • 2021

SUPPORTING AUCTIONEERS FOR THE FUTURE: *2021 Scholarships*

See scholarship application inserts!

TAA will have 3 scholarships available for members this year! Please remind anyone you know that may be a candidate for the TAA scholarship programs listed below. Applications are available online at www.texasauctioneers.org under the MEMBERSHIP tab. You may also email any questions to info@texasauctioneers.org.

Deadlines for all: April 1, 2021.



1) TAA Scholastic Scholarship - This Scholarship is to advance education by providing a scholarship to be awarded to a deserving candidate who is a student with a parent(s) or grandparent(s) holding a current TAA membership. The candidate must be enrolled in an institution of advanced education of higher learning, including junior college, college, or vocational educational schools. The winner will be required to forward proof of enrollment and scholarship is paid to the school.

2) Jim Sample Endowment Scholarship - Sponsored by Trey Gallaway & Company. This scholarship honors the memory of Mr. Jim Sample who impacted the auction industry and its future. The scholarship will provide any eligible person considering attending auction school in Texas, tuition to the America's Auction Academy. The scholarship is paid to the Academy once enrolled.

3) Rene Bates TCAP Scholarship - Sponsored by Lemons Auctioneers & Online Pros. This scholarship honors the memory of Mr. Rene Bates who supported continuing education and mentoring of auctioneers in Texas. Any TAA member can apply for this scholarship which will provide tuition to all three courses of the Texas Certified Auctioneer Program.

SCHOLARSHIPS



See the Annual
Convention
Insert For

More Details!

Complete Convention Schedule &
Registration Forms can be found
online at www.texasauctioneers.org.

PRESIDENT UPDATE

Jackie Lemons Shillingburg, CAI, AMM, PRI, TCAP

TAA 2020-2021 President

Are You Ready?

Greetings Fellow TAA members! 2021 is proving to reveal as many challenges, if not more, than 2020 presented. We are dealing with new first's continuously and do not dare to ask the question, "What's Next?" The Texas Auctioneers Association (TAA) was founded in 1956 based on the principles of actively promoting and enhancing the Auction Method of Marketing through education, public relations, and information sharing. We as an association must support and help one another through uncharted territory so that we can reach our professional goals. To do this we must take advantage of the competing, training, networking, and educational opportunities available through our association.

Change

Change is here to stay! As the auction community continues to adapt into this new environment of change within our industry, we look to continually bring in new tools and practices to help our business models thrive and grow. We must not forget that change means growth and that great things never come from comfort zones.

Strive

Always continue to strive to be the best auctioneer that you can be. Success is not achieved over night. If it were that easy, then everyone would do it. Success is achieved by hard work and by continuing to improve your craft. You must know your limits, have a plan, visualize your goals, ignore the negativity, embrace positivity, face your fears, and the most important lesson of all, "Never Give Up!"



Educate

Why is continuing education within our industry so important? It increases your personal development. Whether you are wanting to learn how to fine tune your bid calling skills, transition from a bid spotter to a professional ringman, market your auctions effectively, start up your own auction business, learn best practices for conducting a benefit auction, staying on top of the current Texas Law Infrastructure that effects your auction license, and more, continuing to educate yourself is crucial to your success.

How Can You Achieve All of These Goals?

By attending the 2021 TAA Annual Convention at the Kalahari Resort in Round Rock, Texas. Save the Date, May 20-23, 2021. The TAA Speaker & TCAP Committee have lined up amazing educational opportunities during convention along with offering the Texas Certified Auction Professional (TCAP) Course.

President's Welcome Party

This Year's Presidents Welcome Party theme will be "Surfin Safari." Come dressed in your, best beach attire and enjoy the nights festivities along with the fun auction. We will offer fun for all ages at this event, so Don't Miss It!"

continued on page 26

TEXAS AUCTIONEERS ASSOCIATION

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WHAT ARE YOU DOING *As A Benefit Auctioneer In Your Area?*

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

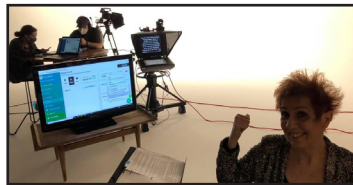
Considering that our TAA public survey told us Fundraising Auctioneers are the most trusted with the general public, what are you doing as a benefit auctioneer in your area, regarding the future of fundraising events and how has the public responded?

An interview with Gayle Stallings, CAI, BAS - FUNauctions, LLC.

The realization became evident that the COVID-19 pandemic was not going to go away in a couple of weeks or even months. I needed to re-think relevant ways to establish my credibility as a trusted resource for this new shift into doing virtual fundraisers as a way to replace the non-profit organization's decision to cancel or postpone the in-person gala for spring or fall in 2020.

1. Attended more than 50+ virtual galas around the country to learn what worked and what didn't work for virtual fundraisers.
2. Participated in weekly national Zoom meetings with benefit auctioneers to share best practices and trends so I was better prepared to help nonprofit organizations who were considering doing a virtual fundraiser.
3. Posted weekly articles on social media from national online publications in the catering and special events industry to share the insights from within the industry as the shift evolved to virtual and hybrid events.

Since April 2020, Gayle has conducted 15 virtual fundraisers to help nonprofit organizations raise more than \$2.1 million in Central Texas, Houston, and Fort Worth.



4. Invited clients to:

- 1) attend any upcoming virtual fundraisers that I was conducting;
- 2) receive suggestions to register for webinars on best practices for virtual fundraisers; and
- 3) sign up for a demonstration to be able to compare mobile bidding platforms.



5. Participated as a webinar presenter in May for the Austin Nonprofit MeetUp group with two of my client organizations as co-presenters after conducting their first virtual fundraisers in April.

6. Posted behind-the-scenes photos on social media and on my company website from virtual fundraisers. The objective was to show the difference between doing an in-person event versus a virtual fundraiser where the technical set-up and equipment had changed to needing two or three monitors to conduct a virtual fundraiser instead of seeing tables full of guests.

7. Changed my title from Benefit Auction Specialist to Virtual Fundraiser Strategist. Visit Gayle's website at www.funauctions.net.

*Exciting Changes to ...*Champion Ringman Contest!

Every contestant in the 2021 State Ringman Contest will have the same auctioneer. This is a distinct opportunity to showcase their talents with world renowned auctioneer, John Korrey serving as their auctioneer for both the preliminary and final rounds.

John is the 1992 Colorado State Champion, 1998 International Livestock Auctioneer Champion, 2002 Greater Midwest Livestock Auctioneer Champion, and 2002 World Champion Livestock Auctioneer.

This Colorado Hall of Fame Auctioneer has a storied career, conducting auctions in thirty

five states and four foreign countries. John serves as the lead auctioneer for the National Western Stockshow in Denver, CO and has been awarded the Ritchie Bros/Johny Paiz Auctioneering Excellence Award.

Don't miss your opportunity to showcase your abilities with a true gentleman and giant of our industry!

John will host a thirty minute session, following the mandatory contestants meeting to formally introduce himself to the contestants, and answer any questions.



Please do not contact Mr. Korrey prior to the contest. If you have any questions prior to the convention, please reach out to anyone on the Contest Committee: Cody Shelley, Jarod Hamm, Morgan Hopson, Toya McLeod or Troy Robinett.

Attention Licensed Auctioneers!!

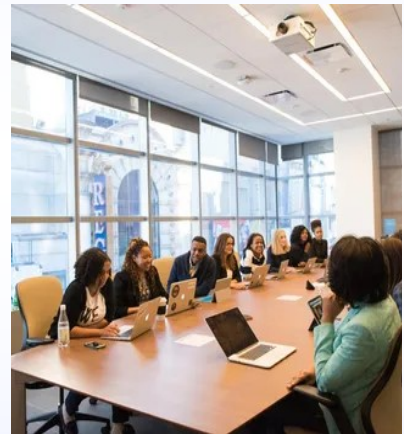
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MAKE THE MOST of Your First TAA Convention

By: Doug Bradford, CAI, TCAP, TAA Director

Your first TAA convention is one of the most memorable experiences you may have in your auction career. On behalf of the TAA Board, we want it to be an awesome experience for you. Not just the first time, but every time. How do you get the most out of your first TAA Convention? Read on for some strategies to get you involved and have the best experience possible.

Prepare Before You Attend

Preparation is key. Register early. Rooms book up early. TAA has a limited number of rooms at the convention rate. Once there gone, that's it. There may be overflow hotels nearby, but that can be a pain traveling back and forth between hotels. Stay at the hotel. Make it easy on yourself.

Registering early also helps you get the best convention rates for classes, contests, and other events associated with the convention.

Review the schedule and the speakers and try to determine the sessions you want to attend. You may not be able to attend every session you want, but you can try to determine the ones that interest you the most or may help you the most. We try to offer a variety of topics each year that will help you be a better auctioneer and build your business.

Give yourself a budget to spend on food, drink, auction items, and miscellaneous items. With the convention registration, many of your meals and activities are included, but you will still need a little extra money for things that aren't included.

Get Involved

The first time can be scary if you don't know anyone or just a few people. Attend the First Timer Breakfast to meet other first timers, Hall of Fame members, and Board members. These are valuable folks to get to know and people that can help you navigate the convention and answer questions. They were first timers too!

Don't be afraid to introduce yourself to others. That is how you meet like-minded individuals. When you have a break in class, introduce yourself to someone you don't know. Try to sit with someone different at lunch or dinner each time. At happy hour or after the day is over, meet others. The best networking and learning happens in the hallways and the little nooks and crannies of the hotel when everything else has ended.

Participate in the Fun Auction. Bring an item or two to auction off and show your skills. It's for fun. You are not being

judged. This helps you get over some of that shyness or stage fright you might have if you are new or don't have a lot of experience on the mic in front of folks. The other thing to do is compete in the auctioneer and ringman competitions. Again, this gets you experience, helps you with stage presence, and here you are judged by experienced auction professionals who will give you helpful feedback. You also get exposure that might lead to future auction opportunities.



Attend the annual business meeting to learn about important issues and possible changes occurring within the association. This is also where we elect board members. Get to know your board members. They are here to help you as a member of the Association.

Consider taking the Texas Certified Auction Professional classes to help bridge the gap between auction school and building your business. There are three tracks to take: Business Fundamentals, Marketing, and Logistics. You can take them in any order. When you complete all three, you will receive the TCAP certification, helping to show the community you take the auction profession seriously and that you believe in the power of continually educating yourself.

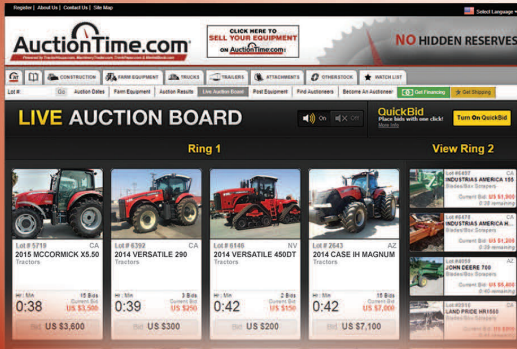
What To Bring

Bring a great attitude, an open mind, and a willingness to learn. Those things will carry you the farthest at your first convention. People are more willing to help you and educate you when they see your willingness to listen and absorb the information that is being distributed.

Bring your business cards. If you don't have any, get some basic ones created with your name, business name, contact information, license number, and website if you have one. VistaPrint and others can create great looking business cards at very affordable prices. It may seem archaic, but people still use business cards. Get tired of collecting business cards? Use your cell phone to take a picture of someone else's business card.

Bring comfortable clothes to wear during sessions and after hours. Since we will be in Round Rock at the Kalahari Resort, make sure you have your swimsuits with you to take advantage of the water park. For competition and/or the nightly dinners, attire is a bit more dressy. Men think

continued on page 26



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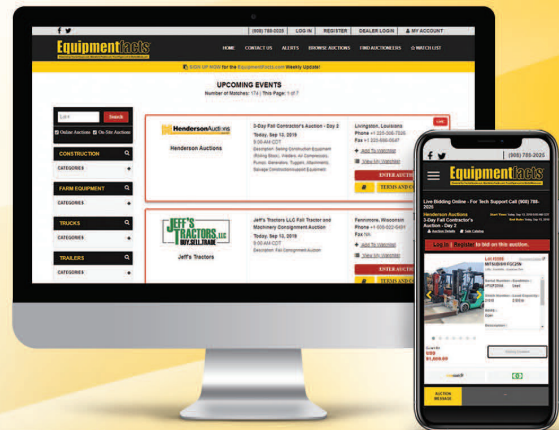
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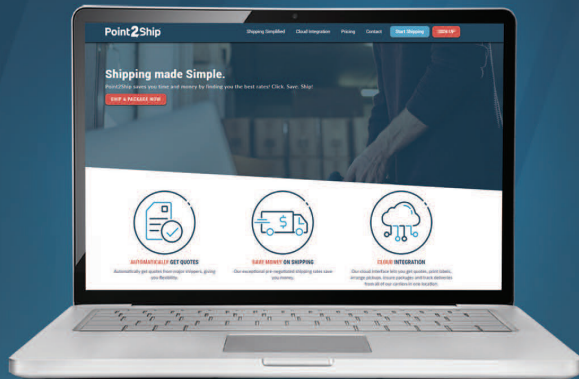
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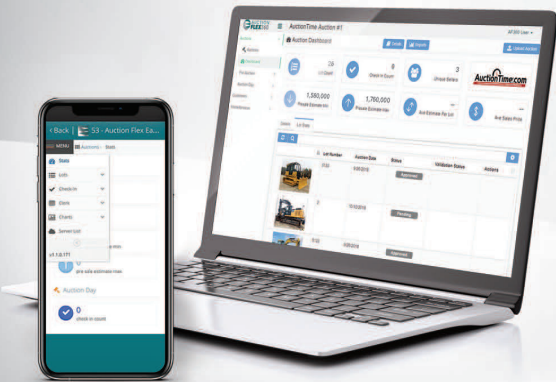


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Main Clerking Grid Passouts/Choice

ITEM TO SELL START ON SELL Items to Sell 25

Add Auction Item Here

Item #	Seller	Title	Price	Buyer	Quantity	Type	Fee	Taxable?	Item Category	Combine
25					1	ONLINE	YES	NO CATEGORY		ADD ITEM CANCEL ITEM

Last Item Added/Edited/Deleted

Item #	Seller	Title	Price	Buyer	Quantity	Type	Fee	Reverse	Taxable?	Item Category	Combine
1	0.00	Algar Super Ring	25.00	8869	1	ONLINE	0	3438	YES	ELECTRONICS	Enter Item #
2	0.00	Hall 19thms	36.00	7585	1	ONLINE	0	1076	YES	TOYS	Enter Item #
3	0.00	Rectangular Beaker	10.00	2817	1	ONLINE	0	3483	YES	TOOLS/SCHEMERY	Enter Item #
4	0.00	Volvo-silver Dangle-earrings	12.00	6178	1	ONLINE	0	3443	YES	OTHER	Enter Item #

Edit Existing Item

Item #	Reverse	Title	Price	Buyer	Quantity	Type	Fee	Seller	Taxable?	Item Category	Combine
1	0.00	Algar Super Ring	25.00	8869	1	ONLINE	0	3438	YES	ELECTRONICS	Enter Item #
2	0.00	Hall 19thms	36.00	7585	1	ONLINE	0	1076	YES	TOYS	Enter Item #
3	0.00	Rectangular Beaker	10.00	2817	1	ONLINE	0	3483	YES	TOOLS/SCHEMERY	Enter Item #
4	0.00	Volvo-silver Dangle-earrings	12.00	6178	1	ONLINE	0	3443	YES	OTHER	Enter Item #

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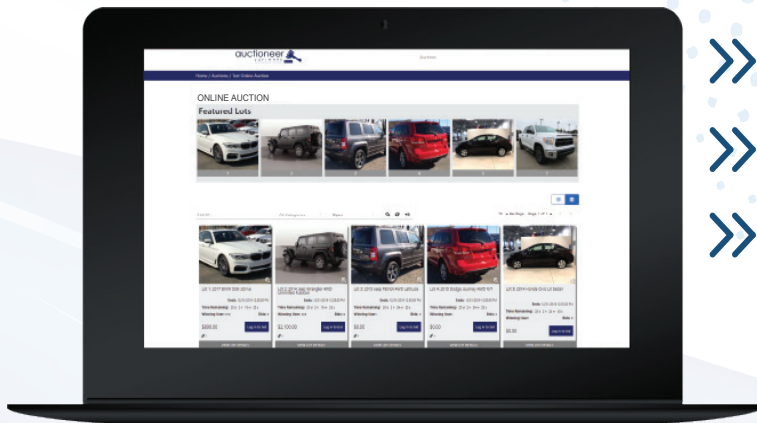
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TAA 2021 Proposed *Change to Bylaws*

This notice meets the requirement of thirty (30) day notification to the membership as stated in: Article II, Paragraph 12, Subsection (a) of the TAA bylaws. These proposed changes will be voted on by the membership at the TAA Annual Meeting on Saturday, May 22, 2021 in Round Rock, TX at the Kalahari Resort and Convention Center. Added language is underlined.

BYLAWS & ARTICLES OF INCORPORATION ARTICLE II –MEMBERSHIP

PROPOSED CHANGE

7. **Place of Meeting.** Any annual or special meeting may be held within the State of Texas. The place of meeting shall be designated in notice thereof. Meetings, including elections, can be called via any means of Electronic Media at which a quorum of the members is present to conduct business.

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2021 TAA CONVENTION

MAY 20-23

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Reservations may also be made by contacting your Travel Management Company and providing the appropriate code and any coupon number when booking.



TCNA's network, exCAP ads price is \$200 per ad - a 20% discount over normal prices. Additional words are discounted to \$8 each. TexCap currently has almost 100 newspapers and approximately 3 million circulations. Contact TCNA @ Douglas Fry, 104 Westland Drive, Columbia, TN 38401. P: 931-698-4096, F: 888-450-8329, E: douglas@tcnatoday.com.



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ARE YOU LOOKING TO *Move Your Business to the Next Level?*

By: Jackie Lemons-Shillingburg, CAI, TCAP, AMM, PRI, TAA President & TCAP Committee Chair

Auction Professionals! Are you looking to grow your career path? Are you ready to start up your own business? Do you need to fine tune your skills? Are you looking to move your business to the next level? If you have answered, "Yes" to any of these questions then it is time for you to sign up for the Texas Certified Auction Professional (TCAP) Course.

The TCAP courses were developed to further educate the recent auction school graduate. Once graduates receive their auction license the top question that I receive is "What do I do now?"

Our job through the Texas Auctioneers Association is to supply the new generation of auctioneers the tools and skills necessary to survive and grow as successful auction professionals.

The top question that I am receiving from the seasoned auction professional is, "What can these courses offer me?" As a second-generation auctioneer with over 25 years in the industry I can tell you by experiencing the intense education firsthand from the very beginning, that you can teach an old dog new tricks. I am now a proud 2020 graduate of

TEXAS Certified
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the first inaugural class of the Texas Certified Auction Professional and I can assure you that my business has grown due to the educational opportunities that this course offers.

The three courses offered are TCAP Business Fundamentals Intensive, TCAP Marketing at all Angles, and TCAP Auction Logistics from the Ground Up. These courses are taught by sought after nationally recognized and industry specific instructors.



All Courses can be taken separately and in no particular order. Additionally, TCAP Business Fundamentals Intensive Course 1 is being offered online. Upon completion of all 3 courses, graduates will be awarded "TCAP Certified" distinction. To become TCAP Certified and use the credential, graduates will need to be a TAA member and a Texas Licensed Auctioneer in good standing.

TEXAS CERTIFIED AUCTION PROFESSIONAL COURSES

This new certification pathway is designed to help bridge the gap between auction school and get up and running as an auctioneer professional in Texas. Completion of each course required will provide acknowledgement & certificate:

TCAP BUSINESS, TCAP MARKETING, TCAP OPERATIONS

- Course 1 - Business Fundamentals Intensive
- Course 2 - Marketing At All Angles: Self, Client, Online
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NEW! BUSINESS Course
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ALL courses will be offered at the TAA 2021 Convention - May 20-23, at the NEW Kalahari Resort, Round Rock, TX.

If you will complete your third course at this meeting, you will be recognized as a new graduate during the President's Reception Saturday evening.

Upon completion of all 3 courses, graduates will be awarded "TCAP Certified" distinction which will include: adding to your credentials, a pin, use of logo, mentoring, free ad in TAA news, custom press release for local marketing and status. Attendees can take 1, 2 or all 3 courses. To become TCAP Certified and use the credential graduates will need to be a TAA member and a Texas Licensed Auctioneer in good standing.



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Doug Bradford, CAI, TCAP - TAA Director



Each year a valuable and critical part of our convention is the support of our exhibitors and sponsors. Not only do they provide financial support to the TAA through their fees and contributions, but more importantly, they provide support to the Texas auction industry through their services and education that they provide.

You or someone you know can be a sponsor starting as low as \$250 or as a vendor/exhibitor starting at \$350. We have levels all the way up to \$5000 with a variety of benefits at each level.

Consider being a table sponsor or a break sponsor. There are also opportunities to be lunch sponsors or classroom sponsors. Maybe you would like to host a hospitality suite. How great would it be to have your company name mentioned throughout the auctioneer and ringman preliminaries or championship competition, streaming over the internet? We can even discuss customizing an opportunity for you. Just reach out to us.

Why should you consider being a sponsor? This is a great way to promote your business or service to other auctioneers AND you are supporting the TAA. If you have a new business, or maybe business has been a little slower than you would like, spend some marketing dollars to let people know you're out there, what you do, or what your specialty is. People hire people they know. Every level has different benefits. The higher the level, the greater the benefits.

If you know of a company or individual that you think would be a great sponsor or exhibitor for the convention or that has a service that auctioneers would benefit from, let us know or direct them our way. Feel free to reach out to me personally or provide the contact information to myself, any board member, or TAA staff member.



Photo & Marketing Contest!

By: Jedd Trice, TAA Director

The convention is just around the corner! Besides the education, networking, and fellowship, there are the CONTESTS! The auction contests are great fun, and everyone enjoys them, but there is more to the auction business than a great chant!

of Auctioneer in Action, Ringman, Auction Crowd, Merchandise, Behind the Scenes, and Most Unusual, you can show us everything from your professionalism to the wacky side of the business! We don't judge on the professional quality of the pictures, but rather their content. Again, refer to the entry form for all the details.



The Marketing Contest allows you to showcase your media efforts to bring more people to your sales. No people=less sales! Show us how you market yourself, your company, and your sale to the public. There are several categories: Video, Multi-Colored Brochure, Other Media, Website, and Social Media! Refer to the contest entry form for details.

The Photo Contest shows us the fun side of the business! With categories

Marketing entries will be judged by a third party organization and photos will be judged by YOU! Remember, each category must have at least two entries to be judged. Get busy rounding up your marketing tools and your photos! **Deadline is April 26.**

We'll see you May 20-23 in Round Rock, TX at the Kalahari Resort and Convention Center!

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 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.

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

CHAPLAIN'S MESSAGE: PRAISE GOD FOR HIS BLESSINGS

Alvin Kaddatz

God has answered our prayers. There is a vaccine for the COVID-19 virus.

Please continue to pray for all those with the virus and all those who lost family members.

My wife Brenda and I took Hydroxychloroquine and got over the virus two weeks faster than my sisters did. One of my sisters received a Z-pack and inhaler. The other did not receive anything from her doctor and then spent three days in the hospital recovering. Do not let your doctor send you home with only vitamin C and zinc. There are treatments available. Another treatment is Ivomec. It is a cattle wormer that people take in third world countries for internal parasites. Many of our friends and customers are using the cattle wormer and Ivomec horse wormer. There are pharmacies who have Ivomec pills and Hydroxychloroquine pills.

We received this from Ronnie Garner concerning his wife Debra.

No one would prescribe Hydroxychloroquine for a new patient. Her doctor told her about a new drug given by IV at the hospital. She went to Hillcrest yesterday about 5:00PM. She finally saw a doctor at 1:00AM. She said she had no choice but to wait, she had to have the IV. They started the IV about 1:00AM. It takes three hours to administer, and then wait for an hour to see if you have a reaction. Debra has recovered.

We have had several auctioneers who have gone to be with the Lord. Sheila Sisk fought the COVID virus for several weeks. Sheila was a special person. She was at every function the Fellowship of Christian Auctioneers (FCAI) had. She was an example for all of us to follow. Prov. 31:10 states, "Who can find a virtuous women? For her price is far above rubies." The remainder of that chapter reflects Sheila.

Shorty Yeaman, was a proud member of the Texas Auctioneers Association for more than 30 years. He was proud to have served as President in 2004 and was on the Board of Directors for 9 years. He held a PhD in Auctioneering from Indiana University- Certified Auction Institute, CAI. And he was very proud to be a member of the Fellowship of Christian Auctioneers International (FCAI).

Doug Meier, was a Bronc Rider, Ag Teacher, Auctioneer, Insurance Agent, Ordained Minister, and a Cattle Rancher. Denny Stouffer of Maryland donated a tour of Civil War

battle fields to FCAI. It was sold in our last online auction. Anyone who wants to donate an item can let me know.

It is zero degrees outside this morning. We have checked the cattle & all of them are ok. We lost one baby calf. Many people are without electricity. It makes us appreciate everything God Provides for us. Yesterday, we checked cattle and the birds were feeding on the round bales of hay. We know that if God is taking care of the birds, He will certainly take care of us. Photos show the birds on the cattle & places where we broke ice for the cattle to drink.



Prayer Requests

Allen Huegatter's Mom - Bowie, TX
 Ashley D. Harbour - Mt. Pleasant, TX
 Bob Mitchell - Terrell, TX
 Brenda Kaddatz - Hillsboro, TX
 Pam Hall (*Dana Burgess' Mom*) - Graham, TX
 Kyle Mitchell - Terrell, TX
 Pat Storey - Early, TX
 Deborah Mayer - Lincoln, TX
 Yvonne Jones - Gainesville, TX
 Dianne Yeaman - hip surgery - Needville, TX
 Rene Sample Bohot
 Please pray for Jackie, Scott & Trey Schillingburg who have lost relatives & friends.

Soldiers

Corporal Chandler Kasper

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

Shorty Yeaman - Needville, TX - 12-24-2020
 Sheila Sisk - George West, TX - 12-5-2020

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Chaplain's Message

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

Doug Meier - Ennis, TX - 1-28-2021 (*Craig's Dad*)

Shaun Long - Austin, TX (*Mike's Son*)

Mary Meier - Ennis, TX (*Craig's Mom*)

Fred Moore - Mountainair, NM (*Jamy's Dad*)

Praise Reports

Joshua Rush - Cancer free

Debra Garner - Recovered from COVID virus

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 June 4-11, 2021.

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 I.

Support Our Veterans

Let us know if you have any deployed troops. We send packages to them.

Please renew your FCAI membership if you have not.

"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 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 www.fcai.org. All donations are tax deductible.

May God Bless You,
Alvin Kaddatz



The USVET.fund proudly supports Across America For Wounded Heroes. Help Wounded Heroes Inc. is a 501(c) 3 Non-Profit Organization.



OUR MISSION:

To learn, listen, observe, and then react to the needs of American Veterans that have faithfully fulfilled their obligations, and giving aid and assistance to them and their families with education, vocations, service and support. In cooperation with organizations who will do the same.

**For Partnerships in Veteran Related Benefits
Contact Myers Jackson @ 469-460-4848.**



TAA IS LOOKING FOR YOU!

Get Involved!

TAA Board of Directors Eligibility

TAA Bylaws Article VI, Section 2

2. Election and Term of Office. The elective officers of the non-profit Association, except the President and Immediate Past President, shall be elected annually by the members, immediately before the election of the Directors. The President-Elect shall become the President of the Association the year following his election as President-Elect. The President shall become the Immediate Past President of the Association the year following his term as President. No elected officer shall service more than two consecutive terms in the same office except the **Secretary/Treasurer** which shall have no term limits. Officers of the Association shall be elected for terms of One (1) year and by such election shall be elected members of the Board of Directors for the same term. Each officer shall hold office until his successor shall have been duly elected and shall have qualified or until his death or until he shall resign or shall have been removed in the manner hereinafter provided. No elected officer shall serve more than Two (2) consecutive terms in the same office. **6/10/00**

(a) Eligibility. Nominees for the Offices of President, President-Elect or 1st Vice President and 2nd Vice President must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as Director of the TAA. Nominees for the office of Secretary/Treasurer must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as a Director of the TAA or previously served in the capacity of Secretary/Treasurer for the TAA. Nominees for Director must have been a Texas Licensed Auctioneer for Two (2) years and attended Two (2) consecutive TAA Conventions prior to year of nomination. Eligibility of all nominees will be verified by the Executive Director. **Revised 6/17/06/ 6/16/12**

(b) Elections. At the annual business meeting, the President shall call out and post the final list of candidates and the offices they seek. In addition, nominations from the floor may be presented at the annual convention meeting provided that the candidate's eligibility to serve has been verified by the Executive Director. The President shall then call for a vote by the membership for each candidate. **Revised 6/16/12**

Nomination form on following page!



OFFICER and DIRECTOR NOMINATION FORM

Each nominee must provide a letter pledging the following: intent to serve, ability to serve, and acknowledge of financial, time and travel commitments involved. Attendance is required at board meetings normally held on Sundays (minimum 4 times per year but averages 6). Articles & committee tasks also required.

FULL NAME: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

PHONE: _____ EMAIL: _____

POSITION SOUGHT: President Elect 1st Vice President 2nd Vice President Director

QUALIFICATIONS

How long have you been an Auctioneer: _____ How long have you been TAA Member: _____

How many TAA Conventions have you Attended (list years): _____

Professional Designations: _____

Other TAA Offices held and Committees Chaired: _____

Other Offices held Community/Civic Organization: _____

Additional Qualifications: _____

If elected to the TAA Board of Directors my goals for the association are:

Signed: _____ Date: _____

Note: Board of Directors are encouraged to attend important Association events, such as Legislative Day in odd years, meet-ups, Annual Convention, Lone Star Open Event, Newsletter and eBlast communications and Texas Scottish Rite Children's Hospital event.

RETURN TO: TAA, 201 Stillwater, Ste 8, Wimberley, TX 78676
Email: taa.execdir@gmail.com or info@texasauctioneers.org

DOUG BRADFORD, CAI, TCAP, FOR TAA 2ND VICE PRESIDENT

By: Doug Bradford, CAI, TCAP, TAA Director

My name is Doug Bradford, and I am announcing my candidacy for the position of 2nd Vice President of the Texas Auctioneers Association.

A Little Bit About Me

I am a first-generation auctioneer. I began attending auctions in 2004 after seeing a brief segment about storage auctions. I was hooked immediately. I began buying and selling and attending as many auctions as I could. Eventually I networked with a couple of auctioneers and began working on a weekly basis in the industry primarily as a ringman. In 2010 I decided to go to Texas Auction Academy where I completed my training, then obtained my license and I have been working ever since. I attended my first TAA convention that same year and haven't missed one since. It was because someone told me about TAA at auction school and they engaged me and got me involved that I have become a TAA supporter, active member, and pursued becoming a board member. I primarily work in the fundraising side of auctions, but also have experience working personal property auctions, storage auctions, business liquidations, and auto auctions. In 2019, I obtained the CAI designation through the National Auctioneers Association and in 2020 I completed the Texas Certified Auction Professional (TCAP) certification program, becoming one of its inaugural graduates. I serve as an educator, promoter, marketer and advocate for the Texas Auctioneers Association and the auction industry. I'm an auctioneer because I love helping people, entertaining them, making them smile, and solving their problems. The auction business gives me a unique way to use my talents as a communicator to influence and inspire others to donate their money to help change communities and impact lives. I have fun as an auctioneer, but I also realize the responsibility I have to use

the auction method of marketing to help others and build a better, stronger world.

My Service as A TAA Board Member

My service to the TAA began as I was still in auction school. Another TAA board member came and spoke to our class. After class that day, a group of us began talking with the board member and they mentioned they needed someone to write an article for the newsletter about the fun auction at the upcoming TAA Convention. I volunteered. I wrote the article, was included in calls with the fun auction committee, and later helped at the fun auction. I began contributing articles as a member. Later I began representing Santa Claus at the annual TAA Texas Scottish Rite Children's Hospital Christmas Fun Auction. In 2015, I was humbled and elated to be elected to the TAA Board of Directors. I sought out the position to serve the TAA membership, to give back to the industry, and to become a better auctioneer.

During my time on the board, I have served on several committees, pushing myself and serving in areas maybe I didn't always feel comfortable, but seeing an opportunity to gain knowledge.

Committees I have served on:

Logistics – In this role, I created the manuals for each board member to know where everyone should be at all times during the convention. The time consuming logistics manuals provide the full schedule of every item going on at the convention, including location and time.

Sponsors/Exhibitors – This committee is responsible for reaching out to vendors, companies, and individuals seeking their support as an exhibitor and/or sponsor at the



convention each year. Sponsors and exhibitors provide a necessary revenue stream to the TAA. I have worked hard to build relationships with companies and individuals across the country to come to Texas each year to support the TAA and provide unique products and services our TAA members can use to help them grow their auction businesses. As a result, Texas is one of the few conventions that many vendors regard as one they must be at. They know they will be treated well in Texas and that we have one of the largest and best group of auctioneers in the country.

Auction School Liaison – Each session of the Texas Auction Academy/America's Auction Academy, I go to the school, talk with the class, share my experiences, talk about the characteristics I believe make a good auctioneer, and most importantly, promote the TAA. I believe it is vital to the survival and success of the TAA that we reach out to the new upcoming auctioneers. Before I was a board member, I was sharing my story and encouraging students to get involved in the TAA or their local state association as a way to learn and grow their auction careers. Why? Because someone did it for me.

First Timers/New Members – The Hall of Fame committee hosts a First Timer Breakfast every year at the convention. This is a way for first timers to get to know one another and meet the Hall of Fame members

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2nd Vice President

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where they can be welcomed and not feel so lost at their first convention. We organize a scavenger hunt that encourages first timers during the convention to seek out and meet TAA members and exhibitors with an opportunity to win a prize at the end for those that complete it. Serving on this committee, I encouraged my fellow board members to attend the breakfast as a show of support for the first timers and to provide attendees another source to go to if they have questions in addition to the Hall of Fame members.

TSRCH Liaison – Texas Scottish Rite Children’s Hospital is the TAA’s benevolent charity of choice. Each year, TAA collects donations from members and through fundraising efforts at convention. Usually on the first Monday of December, TAA

Auctioneer and Ringman Champions, the TAA Board, and any member who chooses to attend, host a Christmas Fun Auction for the children at the hospital to bid on toys. For the last several years, I have had the privilege of spreading the Christmas spirit to these children, along with my fellow TAA members, and representing Santa Claus. You walk away feeling inspired, humbled, and full of joy.

Scholarship – On this committee, I work with other members to review the scholarship applications we receive each year to help determine which applicants will receive a scholarship from the TAA to further their education and/or auction career.

TCAP Task Force – As one of the inaugural recipients of the certification, I was asked to serve on this committee to help continue its evolution and development. I believe this program sets Texas apart from other associations. While it was designed

to help bridge the gap between auction school and starting your auction career, we have discovered that the curriculum is beneficial to new and seasoned auctioneers alike. I am happy to be a part of it and look forward to the positive impact we will have on the auction industry and our auctioneers in the future.

I have also participated in our legislative efforts at the state Capitol to bring awareness to our representatives about the importance of the auction business in Texas and the millions of dollars auctioneers generate in the state of Texas, which translates into millions of dollars for the state via sales tax. By ignoring the importance of auctioneers’ role in the economy, they in a sense ignore their communities by disregarding the tax dollars we help generate that can go to helping communities build better services for citizens.

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GOAL AMOUNT
\$ **100,000**

THE 23RD ANNUAL
Red Carpet Affair
SATURDAY, NOVEMBER 27TH AT ELLA CENTER PLACE
11:00AM - 6:00PM

Thank you to all of our donors

2784 · Lisa Yeager · \$25

129 · Aimee Haworth · \$50

greatergiving

The Right Platform: *Online Auction Software*

By: Lance Swigert, CAI, TAA Past President

Howdy TAA members! COVID required each auctioneer to evaluate their auction company and their use of technology. The auction industry has long debated the use of online auctions and how it fits in with the auction industry. Well, as 2020 made that decision for us, we all learned that online auctions have to be a tool within our toolbox if we want to continue to run our businesses. Whether that is through simulcast auctions or strictly online-only auctions, auctioneers have had to latch on to the concept and drink from a firehose if they were not already using those technologies.

So, I'm happy to say, "Congratulations," to those auctioneers that have weathered the storms and made it through 2020. Hopefully, you have seen the benefits many of us auction companies have seen from online sales and the better auction prices this year. Take some time to evaluate this spring how your business is running. Maybe you jumped full force into a platform and now it is time to make sure that that technology is going to serve your business needs the best. Maybe you have been using a platform even before 2020 and these questions and information can help you evaluate what you are currently using. Maybe you are still holding out to see if the lingering effects of COVID-19 are going to make you use online auctions?

I hope you can glean some valuable information from this article.

The biggest question you need to answer for yourself and about software is, does this package include all of the features and functionality that I need to

run my auction business? Now, unfortunately, unless you develop your own software, which we will cover some later, there is not going to be the perfect software out there. You will need to balance what you have, and what features you can deal with or without. Consider what type of auctions you are doing now and want to do in the future. Are you doing live in-person auctions, simulcast auctions, online auctions, or a combination of three types? Does the software allow for all these? What about non-profit auctions? Does the software allow for ticket sales? Does it track Fund A Needs? Can you do a non-profit event simulcast? Make a list of needs and wants so that you can compare.

Is this software a downloadable program, or a cloud-based web application? As an auctioneer, is it on your computer or is it all cloud-based, and therefore you will need an internet connection all the time?



Are there aspects of the software that can be done without an internet connection? With online auctions, what is required to bid for my bidders? Do they need to download an app or is it web-based and uses the

browser? Some software packages have developed downloadable apps for mobile devices and that is how bidders will access your page, so consider do you think your clients want to download that app? Sure, your repeat customers may do that, but what about the first time visitors? How likely are they to download an app if they want to bid on something now? What is the experience on the browser version from their phone, tablet, and desktop? Is the experience similar, or different between the apps and the browsers?



Let's talk a little bit more about your buyer's experience. Make sure you evaluate and use the software from the buyer's side. Ask the provider for an auction company that is using the software, and try it out as a buyer. Go to the website and create an account, find items that you are looking for. Place bids on those items, see what the experience is like. Is that what you want for your auction experience? Did you get frustrated with the number of clicks? Could you find a specific type of item you were looking for? Were you confused at any point? I recently was buying some items from another auction company and I had a list of 50+ items I was watching during the auction. I got super frustrated at the closing time. So, I made notes on ways to improve the experience for our bidders, and what would have made sense for me when I was spending the money. The bidder experience is just as important to your auction company as the admin experience that you will be using.

What are the experience and processes for the auction company staff? Make sure you get a demonstration of the admin user side. How are auction items added one at a time? How are auction items added in bulk? How are pictures added to items? If I have a bidder or seller contact me, how do I find the information that I need to answer that phone call or email? Can I access my information from any type of device (phone, tablet, laptop, etc)? What type of reports are

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Online Software

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available? How do I provide support to my bidders when they are having trouble using the software? And a resounding, YES, you will have bidders that have trouble using the software, no matter how simple it is.

When evaluating these bidder and admin experiences, something to think about is how likely that software company is going to be able to make changes and updates at your request. Can you submit feature requests and bug reports?

Online auction software falls within two broad categories; either they are a white label branded solution, or they are an aggregated platform with other auctioneers. A white label product is one that is branded to your auction company. Your web address will be www.myauctioncompany.com. The color branding and logos will be that of your auction company. There may or may not be any mention of who developed the software. The webpage will only list your auction items, and bidders will have to register for your page specifically. An aggregated platform has multiple auctioneers listing auction items on the website. An auctioneer may have a marketing webpage that tells about the auction company, but the online bidding will be done on the platform's pages. Bidders will have to register with the platform, and then register to bid on your items. There are pros and cons to both types of software. For the white label products, you get to promote your auction company and auction website. You keep your bidders on your website, and you have control of what types of items they are seeing. You are in more control of the experience. The pros of the aggregated websites are that your auction items have the potential of being seen by an established audience. These aggregated platforms have large audiences already coming to their websites looking for items.

They can also provide you with ways to market your items to their bidder base. Whereas, with the white label platform the marketing is on you as the auctioneer. You have to get people to come to your website, register, and bid. So, you will need to ask yourself, do I want my items to be listed with others, or do I want my bidders to go to another page for the actual bidding? Can I create interest in my items and my auctions to get people to look at my website, or would it be helpful to have an established bidder base? Each auctioneer is going to answer that question differently. That is why there are two broad categories.

There is a third category that can be included, and that is having a program or website custom developed for your company. Developing software is not an, "I've got great ideas. Let's have a young developer put a couple of months into the project and we will have exactly what we want," prospect. If you start to talk to a development firm, they will say it is a simple project; the technology and coding are easy, and it probably is a very basic application. However, if the company has never built an auction software, they will grossly underestimate the size and complexity of what is required. Trust me, I've been through that a couple of times now. Having exactly what you want will be a never-ending project. Technology changes; you will



always want another feature. So once you develop that first product, there will be maintenance costs to keep the software up to date for security reasons. There will be updates to code for browser and operating system changes. There will be bugs that pop

up while using the code. All of which will take a developer time to fix and developers make a really good salary. If you talk to a development company, take their estimate and triple it. That might get you a product that you can limp on for a couple of months. Then double what you have spent again to get to the next stage of the project. Then add the budget back in for yearly maintenance costs, add some more for additional features, and now you are in the ballpark of what it will cost. Needless to say, it is a very expensive proposition to have software custom-built for your company. There are cases where a company is large enough and/or has specific enough needs, that all the software applications that are available do not fill the need. So, an auctioneer has to have their software custom-built. That is great that you have the need. It is really a lot of fun to create the system exactly how you want it.

Several questions might revolve around data privacy and concerns about how bidder, seller, and bidding data is shared and used.

All of the software companies are invested heavily in securing the data they store. All companies take the privacy of the information seriously and do not want a bad actor outside the software company to access anyone's information. I think auctioneers are concerned with what happens with the data internally for software companies. Does the auction software share the information with the marketing company that owns the software? Is the information accessed by other auctioneers on the system? It was clear that with all the software companies, only auctioneers that need the information are allowed to see the information. So, evaluate what your desires in a platform are.

Sales taxation is becoming an issue within the auction industry, and software providers will need to provide solutions in the future.

Currently, most software allow for you as the auctioneer to set tax rates, report what taxes you have collected, and to help you submit those taxes to the proper agencies. As this issue develops with states starting to charge taxes based on where the buyer is located, the software companies will need to address that further.

Online auction software is complicated. There are lots of features and functions to learn. **Discuss with the software companies what their training and onboarding processes are.** Will you have an account person to contact? Is there online support? Chat support? What are the support hours? Where is the support team located, US or foreign-based? Are training documents provided? Written instructions versus video-based instructions? How do you learn the best, and can they accommodate that?

The last piece that I want to cover and one of the biggest you will consider is cost. Cost factors will probably be the hardest to compare because each company is going to have a different way of charging. It will be hard to

compare apples to apples. With most companies, there will be some kind of startup cost. White label products will probably have a higher startup cost because of the customization and branding they will do to make the website look and feel like your company. These types of software tend to have a monthly fee that includes the hosting of the webpage, and may have packages you purchase based on the features you use. You will likely be charged the monthly fee, no matter if you have auctions running or not. The aggregate websites will have usage fees for the features you use along with typically charging a percentage of the sales volume. A monthly fee may or may not be charged if you have access to certain features all the time. So, the best advice I can give you is to be realistic with your expectations of how you will use the software, and create a spreadsheet that calculates the fees for a sample auction. Ask the software company to come up with a quote for running the software for the month using your best estimates for your usage, and have them include any additional fees that you may incur.

There will be lots of similarities when you talk to the software companies. All auction software do the same basic functionalities and do them similarly, so find out what makes each software different and why they developed their software. What problems were they trying to solve when they developed the software? Lots of you have been asking questions and gaining knowledge, so continue to research. Continue to look at what is out there available for you to use. After evaluating them, make a decision and use that product for 3-6 months. See how you have to adjust your auction company. See what the experience is like to use the software day in and day out. Then evaluate it again. Business software is never easy to switch, and you certainly do not want to change the software that your bidders will be using on a regular basis, but not all change is bad.

If you ever have questions please reach out to me and I will answer any questions I can to the best of my abilities. Lance Swigert, CAI; President S3 One Goal.

www.S3OneGoal.com

Online Auctions

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Video Simulcast Auctions

979.383.2423
Lance Swigert

President Update

continued from page 2

Why Kalahari?

Kalahari is an authentically African themed resort with a state-of-the-art

convention center, world-class dining, luxurious spas, shopping, arcades, and has been voted the "World's Coolest

Indoor Waterpark!" Bring your families as Kalahari offers family fun for all ages to enjoy. ***See You There!***

Your First TAA Convention

continued from page 5

about slacks, sports coat, tie, or suit. Women might go the route of skirts, dresses, slacks, pant suits. There is no set dress code, but business casual is a good guideline. But you will be perfectly fine in your jeans, boots, and cowboy hat too!

Show Up

The most important thing you can do is show up. Don't worry about your experience or whether you know anyone. Just come to the convention. Come to learn and

get better at what you do as an auctioneer. We have all been new at one time, but, because of the knowledge and generosity of others, we got better. Like anything else in life, the more effort you put into your auction career, the more you are likely to get out of it.

I personally hope to see you in Round Rock May 20-23 at the Kalahari Resort. Feel free to reach out to myself or any other board member or TAA staff for any questions you may have or for more information.

2nd Vice President

continued from page 22

Last year, as a board we had a difficult decision to make regarding whether to cancel the convention or reschedule to a later date. When we made the decision to reschedule, I was asked to serve on the task force as we navigated having to modify our convention schedule. As a board, we were able to safely and successfully accomplish our goal of having our convention and having a stronger than anticipated turnout.

I have served where I have been asked to and will continue to do so as long as I am a member of the Board.

What I Hope To Accomplish

I believe keeping our auctioneer license is essential in Texas. It's essential to maintain the appearance of professionalism in the industry. I will continue to help promote the importance of keeping the license. I believe when a potential client sees a license number, that automatically gives clients an extra sense of respect. I will continue to work with our legislative group, lobbyist, and AUCPAC to encourage our representatives to

keep our license in Texas. There must continue to be a system of checks and balances regarding the steps to become an auctioneer in Texas. If we simply open the doors to anyone who wants to become an auctioneer, we open our industry to a potential mess of untrained, unethical individuals. As we well know, our reputation is everything.

As an association, we struggle every year to grow and maintain our membership numbers. It's an age old issue. How do we fix that? I believe part of the solution is simply communicating more frequently with our members. Reaching out via phone calls or personal notes. Checking in with members to see how they're doing. Engaging our membership more through print, social media, and the personal touch. It's a two-way street, though. Members must be receptive and willing to invest their time in the TAA as well. To add to that, we must continue to educate and market to the public about the benefits of the auction method of marketing. In doing so, we encourage

the public to learn more about us, utilize our services, and possibly even gain new auctioneers.

The TCAP program is entering its fourth year. I want to continue to develop and grow this program as I believe it sets Texas apart from other states. It helps develop our auctioneers to be better businesspeople and better auctioneers, which helps all our businesses grow. It not only serves as a revenue stream, but it provides auctioneers of all levels additional tools in their toolboxes.

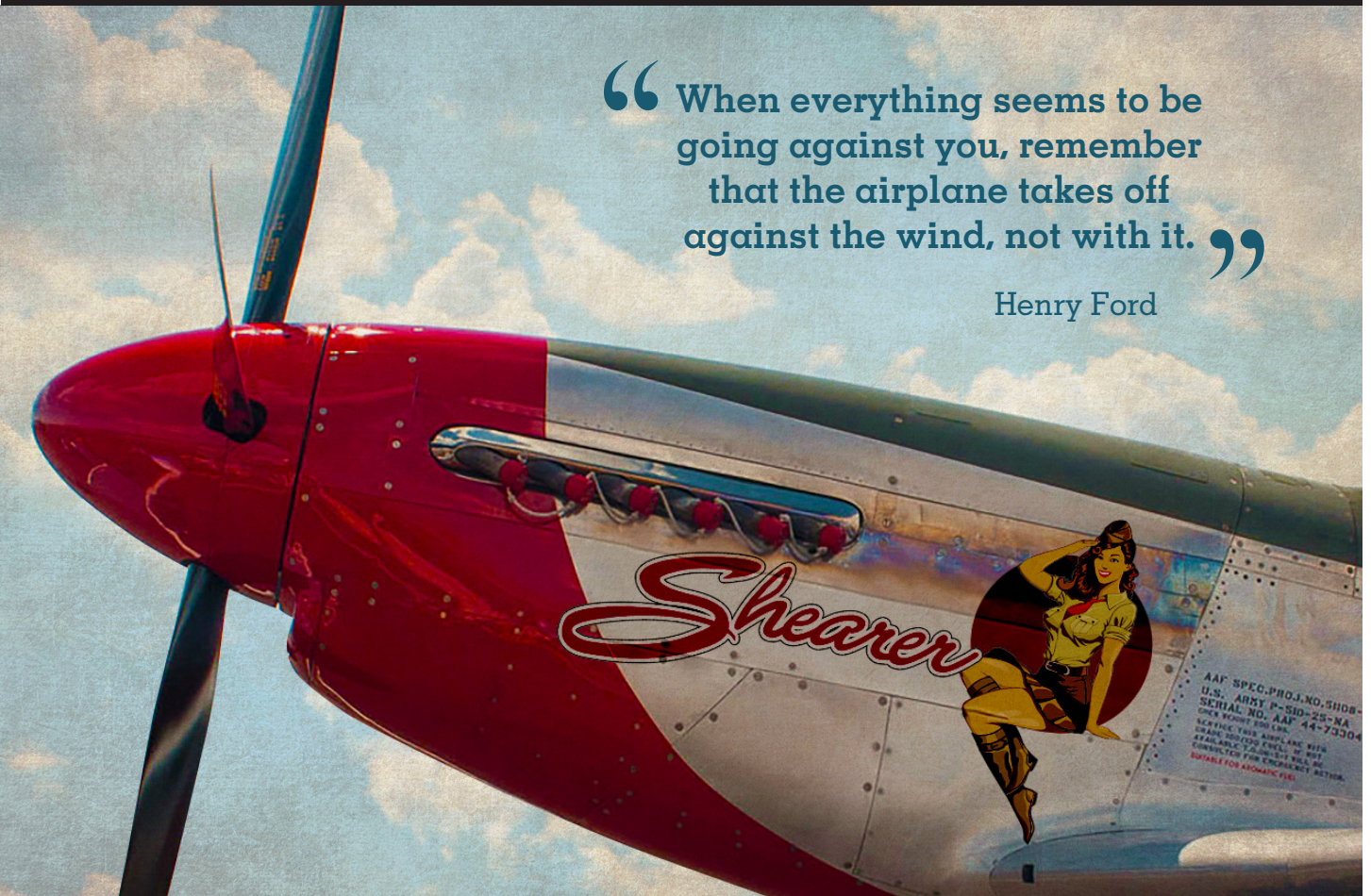
These three items by themselves help the auction industry in Texas grow and strengthen our reputation. When achieved together, we exponentially boost our reputation and presence as reputable, educated, and professional business owners.

Thank you for your consideration when you cast your vote for the position of 2nd Vice President of the Texas Auctioneers Association. I humbly and respectfully ask for your vote.

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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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Inserts: 2021 Convention Brochure
2021 Scholarship Applications (3)



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JANUARY 2021 GRADUATES!

(Bottom to Top— L to R) (Row 1 Sitting): Rusty Owens, Barry, TX; Keesha Black, Conroe, TX; Stacey Marshall, Alvin, TX; Kimberly Thomas, Venus, TX; Molly Hudson, Houston, TX; Aliecia Chmielewski, Frisco, TX; Sara Broers, Instructor, Mason City, IA; (Row 2) Mike Jones, School Director, Dallas, TX; Lori Jones, School Administrator, Dallas, TX; Steve Friskup, Instructor, Muleshoe, TX; Gregg Cox, Mt. Pleasant, TX; Calvin Barnfield, Sealy, TX; Brad Blancett, Prosper, TX; David Hodges, Lubbock, TX; Lane Griffin, Round Rock, TX; Cody Cribbs, Fluvanna, TX; Scott Swenson, Instructor, Lakeway, TX (Row 3) Moises Capule, Midland, TX; Joshua Fulp, Del Valle, TX; Hank Courtney, Tolar, TX; Troy Jordan II, Sherman, TX; Phillip Evans, Joshua, TX; Peyton Helmer, St. Landry, LA; Jean Harris, Jr., Houston, TX.



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Texas Workforce Commission Approved



TEXAS AUCTIONEERS ASSOCIATION

SCHOLARSTIC SCHOLARSHIP APPLICATION

Deadline for submission: April 1

www.texasauctioneers.org

SPONSOR INFORMATION

Sponsor's Name:

Parent or Grandparent of the Applicant:

(Must be a current TAA member in good standing)

Phone of Sponsor:

Email of Sponsor:

Why this applicant deserves a TAA Scholarship for advanced learning?

APPLICANT INFORMATION

Applicant Name:

Address:

City/State/Zip:

Phone:

Email:

REQUIREMENTS

1. Sponsor must be an active TAA member for two years or more to sponsor an applicant;
2. Applicant must be an outstanding student whose parents or grandparents are current TAA members in good standing;
3. Scholarship must be used within one year of time received for institutions of advanced education of higher learning, including junior college, college, or vocational educational schools.
4. Applicant must submit:
 - a) A 500-word essay of why they deserve the award based on excelling in scholastics, school involvement, attendance and exemplary personal life and why they would like to be considered for this scholarship.
 - b) A letter of recommendation from an active TAA member / Sponsor in good standing stating why they think the applicant would make a good recipient.
 - c) High School Transcript or official school document, SAT or ACT scores and any other related documents.
5. Applicant will submit a cover letter with applicant's name, address, contact numbers, email address and what higher learning institution the scholarship would be used for. Please state in the cover letter if recipient would be able to attend the TAA Annual Convention.
6. Mail, Fax or email the required documents by **April 1** to:
TAA Headquarters at 201 Stillwater, Ste. 8, Wimberley, TX 78676.
Fax: 888-394-1123. Email: info@texasauctioneers.org.
**If you do not receive a confirmation, please contact the TAA office at 512-285-2727.*

Disclosures:

All applications will be reviewed by the scholarship committee chairman to verify eligibility.

The winner will be selected by a committee of TAA full-member auctioneers. The scholarship will be awarded to the winner(s) at the TAA Convention, but the applicant will be notified via email 2 weeks prior to the TAA Convention. The winner will forward proof of enrollment in accredited advanced education of higher learning including junior college, college or vocational school to the TAA Secretary/Treasurer at the address above. If the recipient does not enroll within one year of award, the award may be rescinded.

Rev. Aug. 2020



TEXAS AUCTIONEERS ASSOCIATION

JIM SAMPLE PROFESSIONAL ENDOWMENT SCHOLARSHIP APPLICATION

Deadline for submission: April 1

www.texasauctioneers.org

info@texasauctioneers.org

What caused you to want to be in the auction industry?

What are your plans for your future in the auction industry?

If you would like to attach any additional comments, please limit to one page.

Please attach one reference letter from a business colleague or employer, and not family or related.

APPLICANT INFORMATION

Applicant Name:

Date of Birth

Address:

City/State/Zip:

Phone:

Email:

Are you a current member of TAA? Yes No

REQUIREMENTS

1. Applicant must complete application in full and must be **RECEIVED by April 1, 2021** at the TAA Main office.
2. Scholarship Eligibility: Applicants can be a TAA member, or immediate family of a member of the Texas Auctioneer Association in good standing. Non-member applicants will be accepted seeking to further their education in auctioneering with the understanding that to receive scholarship they must become a member of the Texas Auctioneers Association.
3. Scholarship must be used within one year of award for the America (formerly Texas) Auction Academy. Proof of enrollment must be sent to the TAA main office at info@texasauctioneers.org and payment for registration and lodging will be made directly to the school.
4. Applicant must submit: A letter of recommendation from any professional colleague or employer, that is not related or family as to why they think the applicant would make a good recipient. Additional comments are optional up to one page.
5. Mail, Fax or email the required documents to:
TAA Headquarters, 201 Stillwater, Ste. 8, Wimberley, TX 78676.
Fax 888-394-1123.
Email: info@texasauctioneers.org

Disclosures:

Applications will be reviewed by the scholarship committee chairman to verify eligibility.

The winner will be selected by the TAA Scholarship Committee. Any conflict or interpretation of Endowment Scholarship guidelines will be made and defined by the TAA Scholarship Committee and their decision will be final. The scholarship will be awarded to the winner(s) at the TAA Convention, but the applicant will be notified via email 2 weeks prior to the convention. The winner will forward proof of enrollment into the America's Auction Academy to the TAA Main Office at the address above. Payment of tuition will be made to the Academy directly. If the recipient does not enroll within one year of award, the award may be rescinded.

Rev 5: Aug 2020



TEXAS AUCTIONEERS ASSOCIATION

RENE BATES TCAP COURSE PROFESSIONAL ENDOWMENT SCHOLARSHIP APPLICATION

Deadline for submission: April 1

www.texasauctioneers.org

info@texasauctioneers.org

What caused you to want to be in the auction industry?

What Auction School did you graduate from and when?

What are your plans for your future in the auction industry and how would this scholarship assist you?

How many years have been in the Auction Industry?

What TAA activities, projects or events have you been involved with or attended in the last 2 years?

If you would like to attach any additional comments, please limit to one page.

Please attach one reference letter from a business colleague or employer, and not family or related.

APPLICANT INFORMATION

Applicant Name:

Date of Birth

Address:

City/State/Zip:

Phone:

Email:

Are you a current member of TAA? Yes No * Recipients must join or already be a member of TAA

REQUIREMENTS

1. Applicant must complete application in full and must be RECEIVED by April 1 at the TAA Main office.
2. Scholarship Eligibility: . Applicants can be a TAA member, or immediate family of a member of the Texas Auctioneer Association in good standing. Non Member applicants will be accepted seeking to further their education in auctioneering with the understanding that to receive scholarship they must become a member of the Texas Auctioneers Association .
3. Scholarship must be used within one year of awarded for the first course in TCAP program. Candidate can have up to 3 years to complete TCAP program of all 3 courses. Proof of enrollment must be sent to the TAA main office at info@texasauctioneers.org and payment for registration will be made directly to TAA for the courses.
4. Applicant must submit: A letter of recommendation from any professional colleague or employer , that is not related or family as to why they think the applicant would make a good recipient. Additional comments are optional up to one page.
5. Mail, Fax or email the required documents to BE RECEIVED by April 1 to: **TAA Headquarters at: 201 Stillwater, Ste. 8, Wimberley, TX 78676. Fax 888-394-1123. Email: info@texasauctioneers.org**

Disclosures:

All applications will be reviewed by the scholarship committee chairman to verify eligibility.

The winner will be selected by the TAA Scholarship Committee. Any conflict or interpretation of Endowment Scholarship guidelines will be made and defined by the TAA Scholarship Committee and their decision will be final. The scholarship will be awarded to the winner(s) at the TAA Convention, but the applicant will be notified via email 2 weeks prior to the convention (usually held First Week of May) . Payment of tuition will be made directly to the class. If the recipient does not enroll in at least one class of TCAP program within one year of award, the award may be rescinded.

2021
