

# TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

1st Quarter • 2022

## 2022 TEXAS LONE STAR OPEN - *5th Year of Sharing the Auction Method*

After a two year hiatus, the TLSO was finally able to hold their event with a new partner, the Fort Worth Stock Show & Rodeo on January 30 in the Amon Carter, Jr. Exhibit Building, on the Will Rogers Rodeo Complex in Fort Worth, TX. The goal of this contest is to partner with a public event to share and educate about the auction method, how to hire an auctioneer and how to become an auctioneer. In each program, an auction resource guide is included and shared in print and online. Also, the contest allows for worldwide auctioneers to participate for grand prizes and bragging rights. The program is still viewable on the TAA webpage. You can also see the archived livestream on the Cowboy Channel Plus app under archive live events FWSSR, easily accessed from your cell phone.

Thank you to all the volunteers, staff, partners, judges and contest committee that worked hard to make this event happen in a new month and new facility. All four TLSO past champions also helped moderate and coordinate the event onsite: Craig Meier, Tony Langdon, Toya Mcleod and Angie Meier. Thank you also to the generous sponsors that supported this new venue and allowed us to provide the largest payout for a contest in the USA! *\*See the list of sponsors throughout this issue.*



### Meet your champions and finalists:

#### GRAND CHAMPION

##### Cody Shelley, Burleson, TX

Cody is a first generation auctioneer in his 12th year in the auction business. He works nationally serving as contract auctioneer for auto, purebred cattle, quarter horses, and heavy equipment. He is also the owner of Platinum Horse Sales, marketing horses globally. In 2019 he was named World Champion Automobile Auctioneer, and in 2020 won both Oklahoma & Texas State Champion.

#### RESERVE CHAMPION

##### Trey Gallaway, Belton, TX

Owner of Central Texas Auction Services LLC and Central Texas Auction and Realty, Trey makes 100% of his living in the auction and real estate business. He works 6 car auctions per week in the Dallas and Fort Worth area for America's Auto Auction, CarMax Auctions, Manheim, and Metro Auto Auction, and owns his own auction and real estate company in Belton, TX. Trey is the 2010 Texas State Champion Auctioneer and 2013 World Automobile Auctioneer Champion.

#### 3RD PLACE

##### Sixto Paiz, Portales, NM

Sixto resides in Portales, NM with his wife Kourtney and two kids Beaux and Lilli. Sixto sells cattle, cars, and heavy machinery averaging 4-5 sales a week. He was a 2019 WLAC qualifier as well as a TLSO top 5 finisher. In 2021, he placed in the Top 10 at

the WLAC finals and was named Rookie of the Year. In September of 2021, he also qualified for the 2022 WLAC finals being named Runner-up Champion.

#### 4TH PLACE

##### Kyle Dykes, Fort Worth, TX

Kyle was born and raised in Killeen, TX. In 2011, just after his freshman year at Texas A&M, Kyle graduated from the Texas Auction Academy in Dallas, TX. After graduating from Texas A&M University in December of 2013, Kyle was able to combine his love for both the cattle business and the auction industry by working as the Commercial Marketing Coordinator for the International Brangus Breeders Association. Kyle became a full-time auctioneer in October of 2016 and he currently works weekly auto auctions across the State of Texas. He also enjoys working and conducting a wide variety of sales, including estate sales, livestock auctions, benefits, and consignment sales, to name a few. Kyle is also a licensed REALTOR. Kyle is the 2017 Texas State Champion Auctioneer.

#### 5TH PLACE

##### Jarod Hamm, Ennis, TX

Jarod is an auctioneer and owner of M&M Auctioneering in Ennis, Texas. Jarod is known for providing auction services since 2010 as a contract auctioneer for various auto auctions and non-profit organizations across the state. Jarod has a true passion for the auction industry, serves on the board for the state association, and considers it the highest honor and privilege to be considered a Texas state licensed auctioneer.

**See memories from the Lone Star Open on Page 12!**

# PRESIDENT UPDATE

## Angie Meier

### TAA 2021-2022 President

#### Greetings TAA Family,

I hope everyone had an amazing holiday season with family and friends and that your 2022 New Year is off to a fantastic start!

We have had a lot of amazing things happen within our association since our last newsletter.

As you all know, due to Covid and hospital restrictions, our annual Christmas Auction at Scottish Rite Hospital was cancelled. We all look forward to this time each year and hope that we will be able to return in 2022.

However, we did something super special this holiday season. We held our first annual "TAA Family Christmas Gathering" in Belton, at the Summer's Mill Conference & Retreat Center. Our goal for this event, was to bring our TAA family together for a laid-back weekend full of FAMILY FUN and fellowship, and that is just what we did!

We kicked off Saturday morning with breakfast and an awesome scavenger hunt with the kids. After the hunt we had a great lunch with our guest speaker (and Lobbyist) Todd Kercheval, updating us on the current affairs of TDLR. We then built gingerbread houses with the kids, had a surprise visit from Santa Claus, two Cornhole Tournaments (one for the adults and one for the children), an amazing dinner, and wrapped the night up with our FIRST ANNUAL CHILDREN'S AUCTION! Oh my, that was something to behold! The children were so excited to be on stage and be auctioneers! The future is bright for our association; I cannot wait until next year's gathering! Thank you to all the board members and volunteers that worked so hard to make this weekend a complete success.

Another amazing event held by the TAA



was the 2022 Texas Lone Star Open (TLSO) at the Fort Worth Stock Show and Rodeo Jan. 30, 2022. We had 25 contestants from all over the United States join us in Fort Worth to compete for \$10,000 in Prize Money, a Custom Jeff Smith Trophy Saddle (Donated By Tony Langdon Auction Properties) and the title of 2022 TLSO Champion. It was an amazing competition with so much talent showing up and giving it their all. This year the event was broadcast on the Cowboy Channel Plus App. Congratulations to all the contestants for entering and to our five finalist – Jarod Hamm, Kyle Dykes, Sixto Paiz, Trey Galloway, and Cody Shelley. A HUGE CONGRATULATIONS to Cody Shelley for winning this year's competition! We look forward to everyone joining us next year, for another amazing event.

I hope to see you all in Frisco at the Embassy Suites June 16-18 for our 65th Annual Convention, Contest and TAA Fellowship and FUN!

CHEERS!



## TEXAS AUCTIONEERS ASSOCIATION

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# Championship Competition *Tips*

By: **Scotty D. Gibbs, BAS, PRI, TCAP** TAA Board Member and 2021 Texas State Auctioneer Champion

I hope you are as excited as I am about our 65th Annual Texas Auctioneers Association Convention and State Championship Contest in Frisco, TX, on June 16-19, 2022! We will be holding five contests including the State Champion Auctioneer, Senior Auctioneer, Rookie Auctioneer, Ringman, and Team contests. If you haven't competed in the past, don't hesitate to enter, as you will grow both personally and professionally, and you will make some really great friends!

As I approach an upcoming contest, I have three goals to place myself in a Championship State of Mind:

1. Be the best I can be in competing against myself to ensure my upcoming competition performance is better than any previous personal competition



performance so I continue to grow as an Auctioneer & Ringman.

2. Serve as an Ambassador for the Auction Industry as we celebrate and showcase the Live Auction Method of Marketing!

3. Enjoy fellowship with my Auction Family by encouraging and applauding their success!

To be the best you can be on competition day, here are some preparation points for your consideration:

**Introduction, Auction Item Descriptions and Closing:** Write a short introduction of yourself (10 - 20 seconds), a short "sell-the-sizzle" description for each auction item (10 - 20 seconds per item), and finish strong with your brief closing (10 - 15 seconds). Read all of this information over-and-over in order to memorize it and be able to deliver it flawlessly and confidently on competition day.

**Mirror Practice:** Stand in front of a mirror to deliver your introduction, item descriptions, selling your items, and your closing. As you are conducting your mirror practice,

critique your facial expressions (smile and enthusiasm), hand gestures, body movements and make required adjustments.

**Pre-Stage Breathing and Envisioning:** Before you walk on stage, close your eyes, breathe slowly, and envision something that brings you calm-and-confidence. The goal



is to slow your heart rate and place yourself in a relaxed state before going on stage. When you open your eyes, smile really big and take the stage with great energy and enthusiasm to deliver the performance of a lifetime!

**Interview Skills:** As an Auctioneer you're always ready to be interviewed by a potential client. However, the interview portion of the State Champion Auctioneer competition can make even a seasoned professional a bit nervous. So, prepare yourself by writing down potential questions and answers. Then, stand in front of a mirror to practice an "ask-and-answer" session in preparation for your interview.

**Trust Your Preparation and Have Fun:** Proper Preparation Prevents Poor Performance, and while it doesn't guarantee a win, it ensures you will be at your best on competition day! Trust your preparation efforts to deliver your best performance ever and go on stage with an enthusiastic mindset of having the time of your life! The judges will notice your confidence, smile, energy, authenticity, and enjoyment!

I hope to encourage you along your journey to a championship; I am excited for you and look forward to seeing you in June. I'm always a phone call away if you have any questions!

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**JOHN DEERE 7720 TITAN II**  
 Combine  
**0:17** 70 Bids  
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**USD \$37,400**  
 No Buyer's Premium  
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Lot #: 9680  
**2013 FREIGHTLINER**  
**BUSINESS CLASS M2 112**  
 Heavy duty trucks  
**2:31** 42 Bids  
 Current Bid  
**USD \$14,250**  
 No Buyer's Premium  
 Bid USD \$14,500



Lot #: 2663  
**2006 CAT 963C**  
 Crawler loaders  
**0:38** 29 Bids  
 Current Bid  
**USD \$19,000**  
 No Buyer's Premium  
 Bid USD \$9,200



Lot #: 459  
**NEW HOLLAND ROLL-BELT**  
**560**  
 Hay and Forage equipment  
**1:45** 83 Bids  
 Current Bid  
**USD \$11,500**  
 No Buyer's Premium  
 Bid USD \$11,750



Lot #: 3895  
**2019 FREIGHTLINER**  
**CASCADIA 126**  
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**1:26**  
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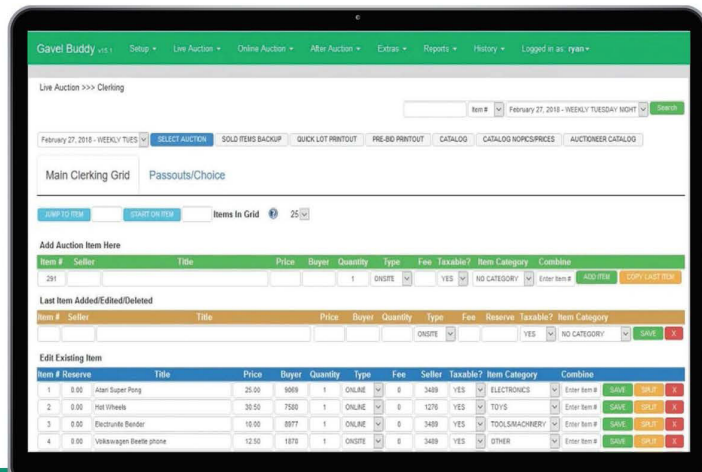


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- Google Search Ads
- Display Marketing
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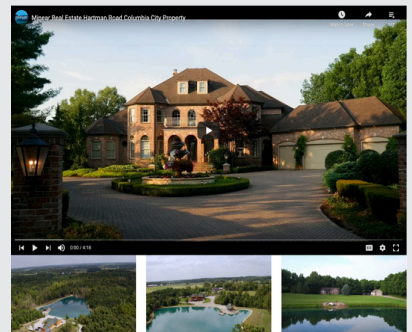
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# THANK YOU FROM 2022 TLSO GRAND CHAMPION

**Cody Shelley** 2020 Texas State Auctioneer Champion and 2022 TLSO Grand Champion



*I would like to say thank you to all of the sponsors, everyone who helped produce the Texas Lone Star Open and to the Fort Worth Stock Show and Rodeo for hosting the event. The TLSO is second to no other competition in the United States. They continue to elevate the prize money and the awards that we as competitors have the opportunity to compete for and in doing so have raised the bar all around the country. It is an honor to be named as this year's TLSO champion and I look forward to seeing what the future holds for this industry leading competition.*



*Congrats to 2022 TLSO Finalists  
all graduates of  
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**GRAND CHAMPION  
CODY SHELLEY**

**RESERVE CHAMPION  
TREY GALLAWAY**

**3RD: SIXTO PAIZ  
4TH: KYLE DYKES  
5TH: JAROD HAMM**

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# 2022 TLSO Premier Event at the Fort Worth Stock Show and Rodeo

**By: Joel Lemley, CES, CAGA** TAA Past President, TLSO Co-Chairman and 2020 Texas State Senior Auctioneer Champion

The Texas Lone Star Open for 2022 is now in the books as a Premier event at the Fort Worth Stock Show and Rodeo. This new venue certainly has proven to be the best new home for the TLSO with wonderful crowds and plenty of participation. This year, as the talent proved, that any one of the 25 contestants could have made the final top 5. Our contestants traveled from all over the Nation to compete for top prize money and awards and the judges were not disappointed in this large pool of talent. Our congratulations goes out to everyone who competed and we invite you all to return again next year. I also want to thank all of the TAA members who came and volunteered to help us in putting this event on. Also the many sponsors who assisted us to make this event successful and ensure the future of the TLSO. I especially want to thank Krista Richter in all of the preparation, coordination, and communication that it takes to make this type of event run as smoothly as possible. Finally I want to congratulate Cody Shelly on becoming our 5th Grand Champion of the



Texas Lone Star Open and invite him to return and assist us in hosting the 2023 TLSO next year at the Fort Worth Stock Show and Rodeo.



# Thank you!

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# 2022 TLSO FIRST TIMER SHARES EXPERIENCE

**By: Paul McCartan** *Grafe Auction Company, Stewartville, MN [paul@grafeauction.com]*

As a foreigner to Texas, clear from Minnesota, I felt welcomed and had an enjoyable time especially as a first timer to your contest. I know as well as anyone, the first time someone, new to most, enters a contest like this, there are some unknowns. Yet Texas was very kind and welcoming. Obviously the weather was much more welcoming than the negative 20 in Minnesota.

As many may know, I had entered a couple of years ago, but nasty weather in the northern states did not allow me to fly down for the contest. The committee was gracious enough to allow my entry fee to be held as a deposit for the contest this year. You could have easily forfeited my entry fee, and I do really appreciate that you understood the complications I had and allowed me to attend and compete this year.

I am a first generation auctioneer with 35 years of auction experience, a 3 time state champion and 10 time NAA International Champion Auctioneer Finalist. Currently, I am part owner

of Grafe Auction Company, which is a nationwide commercial equipment marketing company, based in Minnesota.

I did like the new venue this year at the Fort Worth Stock Show and had friends who were showing cattle there and I got to visit as a nice add-on to my trip. I have been on most fair grounds in the country when showing cattle years ago, but this was my first trip to the grounds in Fort Worth. I did not have time to attend the rodeo and see more of the Stock Show, but the few hours I did tour the grounds, it was quite impressive. I believe it will make a great home for the TLSO in the future.

I realize the time crunch the Stock Show placed on your organization for set-up and preparation and was impressed how quickly everything got organized, checked in and ready for the contest. "Ya'll" did a great job. It appeared the public really enjoyed watching the contest and that always creates an energetic environment. Even if a few of them felt it was another




show at the fair. For the most part it seemed very well received and well attended.


The new addition of commentators did a really nice job. They kept the contest on time, it ran efficiently, and I liked the added little comments about the contestants. Troy did a very nice job of monitoring the back of the room and communicating with Angie to keep things moving. I was impressed with the efficiency and all of you need a pat on the back for that.

Thank you for this experience!

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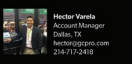


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## TAA MEMBERSHIP RENEWAL REMINDER!



Thank you to each of you for your support of the auction profession. **Membership is Jan 1 - Dec 31.** With your input and commitment, TAA was able to continue education, networking and Texas legislature oversight during this challenging year.

**Easy ways to renew:**

- Online - [www.texasauctioneers.org](http://www.texasauctioneers.org) - under the Membership tab
- Mail - Send in your dues invoice sent in December of 2021
- Download Form - download form from web and scan/fax/mail

**Highlights for 2022:**

- Jan. 30 TLSO Open Contest at Ft. Worth Stock Show & Rodeo
- June 16-17 TCAP Business & Marketing Classes
- June 17-19 TAA annual Meeting & State Contest
- Summer 2022 - FFA Partnership & Lectures at VATAT/FFA TX
- Fall 2022 - Goal to raise \$20k to revise license (TDLR/Legislators)



# 5th Annual TEXAS LONE STAR OPEN

FORT WORTH STOCK SHOW & RODEO

Live Bid Calling Contest

**JANUARY 30, 2022 at 4:30PM**

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<b>GARY GENE CRAWLEY</b> Kiowa, OK	<b>TREY GALLAWAY</b> Belton, TX	<b>MEGAN HERRINGTON</b> Elgin, TX	<b>SIXTO PAIZ</b> Portales, NM	<b>CLINT SHERMAN</b> Lubbock, TX
<b>TRINITY CROW</b> Bertram, TX	<b>SCOTTY D. GIBBS</b> San Antonio, TX	<b>AUSTIN JET JONES</b> Dallas, TX	<b>JOSH PHELPS</b> Oklahoma City, OK	<b>DUSTIN TAYLOR</b> Horton, AL
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*Tony Langdon & Ashlee Luna*

# Thank You **TLSO** JUDGES



*Russ Conklin*

**Mecum Auctions**  
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Russ is auctioneer with Mecum Auctions, the world leader of collector car, vintage and antique motorcycle, and Road Art sales, Mecum is #1 in the world since 2011 in collector cars offered and sold at auction. Russ also is involved in agricultural and fundraising auctions. Graduated from World Wide College of Auctioneering in 85. Sells 3 wholesale car auction every week along with monthly horse auctions. I have been full time with Mecum collector car auctions the last 12 years. I live in Hallsville MO with my wife and one daughter.



*Doak Lambert*

**Lambert Auction Co., Inc.**  
Decatur, TX  
Doak@doaklambert.com

Doak Lambert of Decatur, Texas owns and operates Lambert Auction Co., Inc., a full service auction company that specializes in the marketing of purebred livestock, farm, and ranch real estate, equipment, western art, and automobiles. Doak's experience in the auction business has spanned a period of over 30 years as he has conducted auctions across the United States. A 1985 graduate of Texas A&M, with a B.S. in Animal Science, Doak brings a vast knowledge of agriculture and marketing to his clients and to several other community service organizations with which he is involved. Doak has served on several boards and committees for the Texas Auctioneers Association, the National Auctioneers Association, Decatur FFA Alumni, The Live Big Foundation, active in his church, FFA & 4H youth development as well as youth sports in his local community.



*Jeff Hazaleus*

**Durant Stockyards**  
Durant, OK  
Jhazaleus@gmail.com

Upon graduation from Oklahoma State University in 2001, I went to work as a cattle order buyer making 6 sales a week for Austin Cattle Co. in Ringling, OK. In 2006 I was approached by the Livestock Marketing Association to become one of their Regional Executive Officers. After accepting the position, I was given the challenge of a 6 state territory in Missouri, Iowa, Illinois, Indiana, Wisconsin, and Minnesota. My duties consisted of lobbying on behalf of and providing insurance for the livestock auction markets in these states. In 2013 my wife and I purchased the cattle auction in Durant, OK from Billy and Anne Perrin. It was a natural fit for us allowing me to come back to the part of the country where I had cut my teeth in the cattle marketing business working for Austin Cattle Co. Since purchasing the Durant Stockyards we have grown it from selling 20,000 cattle annually to being able to consistently market 45-50,000 cattle a year through our facility. My STRONG belief in the auction method of marketing cattle has provided me the opportunity to listen to and buy cattle from some of the best auctioneers in the world.



*Justin Ochs*

**Real Look**  
Hendersonville, TN  
Justin.ochs@reallook.com

Justin makes his home in Hendersonville, TN with his wife Kelly and their three children Weston, Ava & Lawson. Justin is a past International Champion Auctioneer, Tennessee State Champion & Mule Day Champion. Presently, Justin is the VP of National Development for Real Look, a company specialized in providing management and disposition services for government owned assets. Current clients include the Dept of Justice, US Marshals Service, & FDIC. Ochs also serves as a contract auctioneer for Manheim, ADESA & DAA. He is the managing auctioneer for Music City Auto Auction and serves on the board of his home church Cornerstone Nashville.



*James Benton Pendleton*

**James Benton Pendleton Auctioneer**  
Salt Lick, KY  
Jamesbentonpendleton@yahoo.com

James Benton Pendleton, wife Lauren, Salt Lick, Kentucky, 2003 Graduate of World Wide College of Auctioneering, 2008-2012 WAAC (World Automobile Auctioneering Championships) Auctioneer Finalist, 2012 WAAC (World Automobile Auctioneering Championships) Team Champion Auctioneer. Currently work 4 auto auctions weekly, in the Cincinnati, OH, Indianapolis, IN and Charleston, WV markets. Lauren & I, own a RV Campground & Kayak/Canoe Rental/Shuttle Service "The Ole Cornfield" located on the Licking River/Cave Run Lake, Salt Lick, KY. Deer hunting is my hobby, I love to host deer camp and all things it entails.



# 5th Annual Texas Lone Star

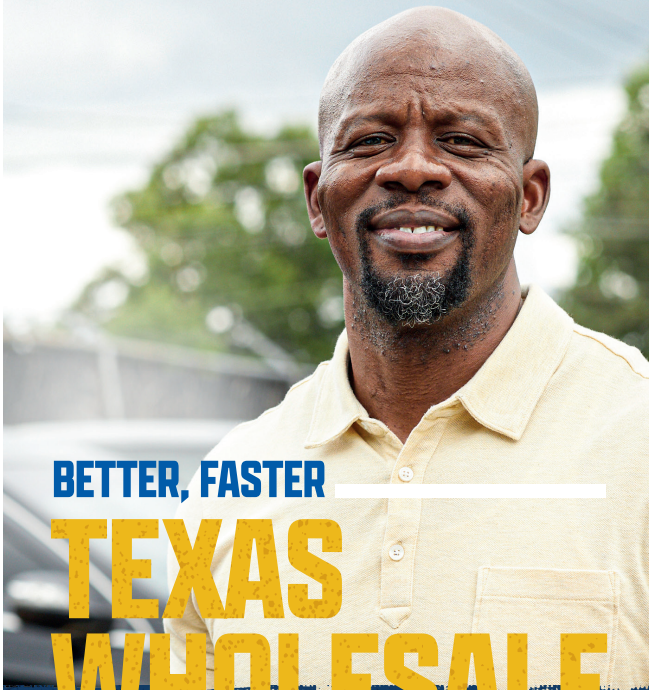


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## REQUEST FOR TAA ANNUAL CONVENTION & CONTEST CLERK & ITEM MANAGEMENT PROPOSAL

*Below are parameters needed for the management of all auctions during the TAA Annual Convention & Contest. Please submit your best bid to support this event.*

*\*This year's event will be held June 16-19, 2022 at Embassy Suites Frisco, Frisco, TX.*

### CRITERIA:

- 1) Lead Auctioneer/owner must be in good standing with Texas Auctioneers Association & State of Texas
- 2) Auctioneer must provide all staff and equipment/software necessary to cover the events. TAA can provide back-up manual receipts as needed. If clerk cannot provide merchant account, note this in your bid and TAA will check options that link with your software.
- 3) Bidder should carry their own liability insurance to cover their staff activity or sign a waiver.

### RESPONSIBILITIES:

- 1) Item Check In
- 2) Pictures for big screen – coordinate with Audio Visual Committee
- 3) Clerk auction for 3 nightly events
- 4) Item Management & buyer pick up - Logistics change year to year, but plan for the auction item room to be separate from each live auction.
- 6) Cash out for 3 nightly events
- 7) Tear Down Clerking stations and item room by midnight Saturday
- 8) Provide final reports and deposit to TAA within 10 days of event

### DON'T FORGET TO INCLUDE:

- 1) Transportation / housing costs, if necessary. Hotel discount is available under TAA room block if reservations made by deadline. Meals are provided for approved clerk staff during Fun Auction, Friday lunch, Preliminary Contest dinner, and Saturday finals dinner as part of convention meals. Confirm any questions with TAA office.
- 2) Bidder should bid this event as a package that covers 3 days as needed. The below grid is an estimated agenda, and subject to edit. NOTE: items and clerking stations must be torn down by midnight on Saturday. Bidder can request TAA volunteers, but must note this in bid. Estimate 200 items, 200 bidders.
- 3) Include any "Trade-Out Compensation" you wish to receive. Each item will be considered and could be limited, depending on the type of "Trade-Out Compensation" requested.

### HOW TO SUBMIT BID:

Request the required TAA auction process and required financial report from [info@texasauctioneers.org](mailto:info@texasauctioneers.org). Bids are accepted through email only to [info@texasauctioneers.org](mailto:info@texasauctioneers.org). Bids must be turned in by **May 1, 2022**. The company selected will be notified on or before May 15, 2022.

**CLERK/Item Management Schedule Estimate:** \* auctions normally end by 11pm, but estimate later

<b>Thursday</b>	1pm – 11pm	- Item check in, pictures, monitor and pick up
	6pm-11pm	- clerks taking final bids 2 cashier stations recommended (Fun Auction)
<b>Friday</b>	8am-Midnight	- Item check in, monitor, pictures & pick up
	6pm-Midnight	- clerks take final bids 2 cashier stations recommended (Prelim Contest)
<b>Saturday</b>	11am – 11pm	- Item check in, monitor, pick-ups & sort items abandoned
	6pm-11pm	- clerks taking final bids 2 cashier stations (Finals contest) <i>*less items this night</i>
	12 Midnight	- All items and equipment must be torn down, as TAA does not have access to space on Sunday. For any special arrangements or items NOT picked up, coordinate with TAA staff to handle prior to midnight.

**\*\*\*\* Note: If you under bid, any additional cost or staffing will be deducted from your final payment. \*\*\*\***

TEXAS AUCTIONEER ASSOCIATION [www.texasauctioneers.org](http://www.texasauctioneers.org) [info@texasauctioneers.org](mailto:info@texasauctioneers.org) 512-285-2727



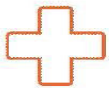
**TAA** has partnered with **WOLIGO** to provide Personal Insurance & Benefits for members.



## Woligonow.com

Below are the insurance and benefit offerings that are available to you and your team through **Woligo**:

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### DISABILITY INSURANCE:

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### ACCIDENT INSURANCE:

Accident Insurance is a cash benefit paid directly to you to help cover bills and out of pocket medical expenses if you are hurt. You get to decide exactly how that money gets used and prioritize what matters most to you.



### LIFE INSURANCE:

A life insurance policy will help provide your family with financial security after you're gone. Rest easy knowing that your loved ones can still pay for cars, mortgages, education, lifestyle and funeral expenses if the unfortunate should happen.

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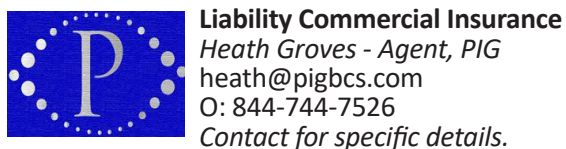
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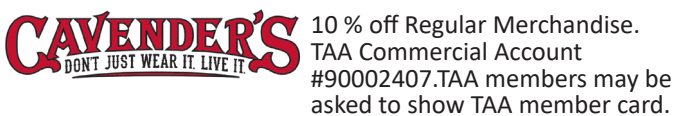
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# CHAPLAIN'S MESSAGE: YOU CAN MAKE A DIFFERENCE

## Alvin Kaddatz

We receive many thank you cards-mails, and letters of appreciation from auctioneers. Your involvement in the Fellowship of Christian Auctioneers International (FCAI) has given families the support they needed.

In Luke 10 vs 30, Jesus tells the parable of the Good Samaritan. This reminds me of all the auctioneers who help those in need. Not only did the Good Samaritan take care of the wounded man, but Jesus states in vs 35 that He told the innkeeper, "Take care of him; and whatsoever thou spend more, when I come again, I will repay thee." We received this thank you note from Doug Bradford's Dad.

*I want to thank you for the package of items of Christian encouragement and your prayers for my healing. I am humbled by your thoughtfulness. Healing is occurring and I know this is all in accordance with his provision. I enjoyed some of the coffee Doug shared with me this morning.*

*Thank you,  
Jim Bradford*

Our friend Lyle Bond went to be with the Lord December 21, 2021.

He graduated from high school in 1955 and enlisted in the US Navy in June 1955. He toured the world on the USS Northampton. He told of his adventures of travel with love and fondness especially Italy over the years. After 4 years of active duty in the Navy which were very near and dear to his heart and 4 years of reserve duty he was honorably discharged on June 4, 1963.

He married Denise Harris on February 2, 1963, and to this union Bret Andrew and Sara Ann were born. The family moved to Colorado, Arkansas, Iowa, Nebraska and finally to Texas where he and Denise retired in Round Rock.

Lyle returned to Iowa in the early 1960's and began his career as a radio personality at KAYL in Storm Lake, IA. He moved to Sioux City, IA and became a TV Weatherman. Lyle was selected by UPI as one of Iowa's top 6 newscasters in 1964. He also enjoyed other careers in the Executive Recruiting and Real Estate industry but his love for the auction industry won out as his last career with daughter Sara by his side. Together with Denise, they built TNT Auction & Appraisals. Lyle was named Senior Champion Auctioneer for the State of Texas in 1990.



Lyle is survived by his wife Denise of Round Rock, TX, son Bret of Austin, TX, daughter Sara of Hutto, TX. Please keep Lyle's family in your prayers.

Our friend R.J. Smith, went to be with the Lord 2 years ago, I wanted to share his poem.

**The Auctioneer**

When I was young and in my prime,  
I worked my tail off all the time.  
Now that I'm older and have more sense,  
I don't bale hay or fix any fence.

I'm just an ordinary Auctioneer with a good wife,  
Who has worked with me so that we could have a good life.  
I've sold many a dollars worth to the sly, old foxes,  
And coming home at night, tired and sleepy, clipped a lot of mailboxes.

I have worked, just to get started, with Walter Britten, Wayne Cook Hank Wisecamp;  
The best in their day, receiving little or no pay.  
At one time, I had sales to find and bridges to cross,  
And I'd pretend I was the boss.

A lot of younger ones have told me I was wrong, by not taking a bidder twice,  
But I am still here and they are no longer in the business, they paid the price.

If you think you're a real "Hot Shot",  
You're probably the only one of that opinion, and could go broke.  
You're not setting the woods on fire; you're probably not causing any smoke.

Oh! I know you young ones are just getting started, and love to travel  
But you've got to work night and day and not just use your gavel.  
I don't worry about who's on top or is at the head,  
Now at night I can sleep in my own king-size bed.  
Oh! I know you have to worry about those old hot checks and all the people you owe  
But, be careful of the stones you throw.

So, if some of the young Auctioneers, still in your prime,  
Are scared of being caught by Old Father Time.  
I'm here to tell you, it is not all bad,  
When you turn back the pages, and see all the fun you've had.

I have a lot of Frost in my hair and have lost a tooth,  
But there is no way of calling back the days of my youth.  
I have been a member of the Association for some thirty years, and they have helped me, too.  
Don't ask the question of, "How will it help me?" but "What can I do?"  
I have my degree in wrecks and traps, but I have had a lot of luck,  
Now it's good to just ride and relax in my pickup truck.

I've earned the title of Good Auctioneer, too.  
But, there are things left I still want to do.  
But, I ain't going to rush, I'll just take my time and with a little luck.  
I'll do 'em all from the seat of my old pickup truck.

I love the profession; I've sold them all and when I go out  
Maybe they will sing me a song, or even have a band.  
When I do, my only wish is, "They will have an auction in the Promised Land."

*By R.J. Smith*

# Chaplain's Message

*continued from page 20*

Carson Kaddatz & his fiancée Michaela attended the 2021 Stagg Bowl NCAA in Canton, Ohio on December 17, 2021.

The University of Mary Hardin Baylor (UMHB) varsity team played North Central. UMHB won the National Championship. Carson has played on the Jr. Varsity at UMHB for 3 years. The team was recognized on 2-8-22 at UMHB at Belton, Tx. Pictured are the new head Coach for UMHB on the left Larry Harmon, Carson, myself, & recently retired head coach Pete Fredenburg.



Please designate Live Action as your Charity when you order from Amazon Live. Live Action is Pro-life group that is doing excellent work in saving babies.

We have visited with founder Lila Rose several times in Washington D.C. She did uncover work to find atrocities at Planned Parenthood

## Prayer Requests

Jim Bradford, Carrollton, TX - *Doug Bradford's Dad*  
 Allen Huegatter's Mom, Bowie, TX  
 David Ashley Harbour, Dallas, TX  
 Brenda Kaddatz, Hillsboro, TX  
 Pat Storey, Early, TX  
 Sandy Dunning, Plano, TX  
 Bob Mitchell, Terrell, TX  
 Kyle Mitchell, Terrell, TX  
 Patti Franklin, Tomball, TX - *Jacquelyn Lemons-Shillingburg & Lori Lemons-Campbell's Mom*  
 Louise Long, Brady, TX - *Pat & Mike Long's Mother*  
 Renee Jones, Gainesville, TX  
 Lou Ann Young, Olton, TX  
 Doug Elich, Prosper, TX  
 Charlene Sample, San Marcos, TX

## Praise Reports

America's Auction Academy raised funds for FCAI at their last auction school.

A special thank you to Mike Jones and Lori Jones and the student's instructions. The next school will be June 3-10, 2022.

Go To Auctions provides the FCAI website.

## Soldiers Prayer List

Louis D. Tarver  
 Sergeant Caleb Castro

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

Lyle Bond, Round Rock, TX

## 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.

**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 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](http://www.fcai.org). All donations are tax deductible.

May God Bless You,  
**Alvin Kaddatz**

# TAKING THE LEAP

**By: Tim Dietz** *TAA Board Member and 2021 Team Champion*

How do we make the transition from part-time auctioneer to full-time? I have spoken with several people who have all had this question. Why do we want to make that switch? Everyone has their own reasons but for me it's because the auction business is challenging, exciting, and fun. For the past 16 years I have worked for someone else, sitting behind a computer and losing site of what is truly important in life. Don't get me wrong, I am grateful for the opportunities I have been afforded with a steady paycheck, but it wasn't making me happy.

Ever since I attended auction school, I knew I wanted to take this leap, but with COVID and the growing uncertainty of everything around us, last year was a year of "what-ifs" – What if the country gets shut down again? What if we can't make a go at this? What if the real estate auction market collapses and interest rates skyrocket? What if we hit a major economic depression again? What if I can't pay my bills? What if, what if, what if???

The What if's, the anxiety, and the fear were enough to paralyze me in making the jump into the auction world full time. However, God surrounded me

with positive and encouraging family, friends, and auction family. I hear God speaking through these people every time I talk to them; particularly a conversation that I had with fellow auctioneer, Heather Kaspar, about leaving my day-to-day job when she said, "What do you have to lose? You can always go back to work." And you know what, she was right – I can always go back to societal norms working for someone else. But, God always opens doors and windows, I just needed to see which ones He had opened for me. It's daunting, it's scary, I wake up every morning unemployed; but it has been the most rewarding, fulfilling, and uplifting career move that I have ever done. I know I will fail, but what I do with that failure is what is going to make me strive forward, build character, and be another encouraging voice in this industry.

It's taken time to decompress and re-focus my mind. We, in general, have been preconditioned in society to go find a job working for someone else and not be innovators, but that's not who we are as auctioneers. We are innovators and problem solvers. I don't know a single, successful auctioneer who is completely content



with the routine of a "normal" job. We're movers and shakers and are always looking to what's next.

The point of this article is to encourage you in your next step in the auction business. If you are on the fence, if you are flooded with the "what-ifs", then I encourage you to reach out to your inner circle and have that conversation. I have made the leap like many others before me, and I am excited about what the future holds. Don't be afraid to fail, I know it's cliché but it's the truth. You are going to fail just don't forget to get back up and go again. My favorite saying lately is "keep falling forward." I take it to mean that I need to be charging forward and when I fail, the momentum will carry me until I can reset. Don't get comfortable where you are at. If you're comfortable you're not growing and if you're not growing, what are you doing?

## HOLD THE DATE *TCAP. Annual Conference & State Championship*

**Watch email and web for registration details!**

*Save the Date!*

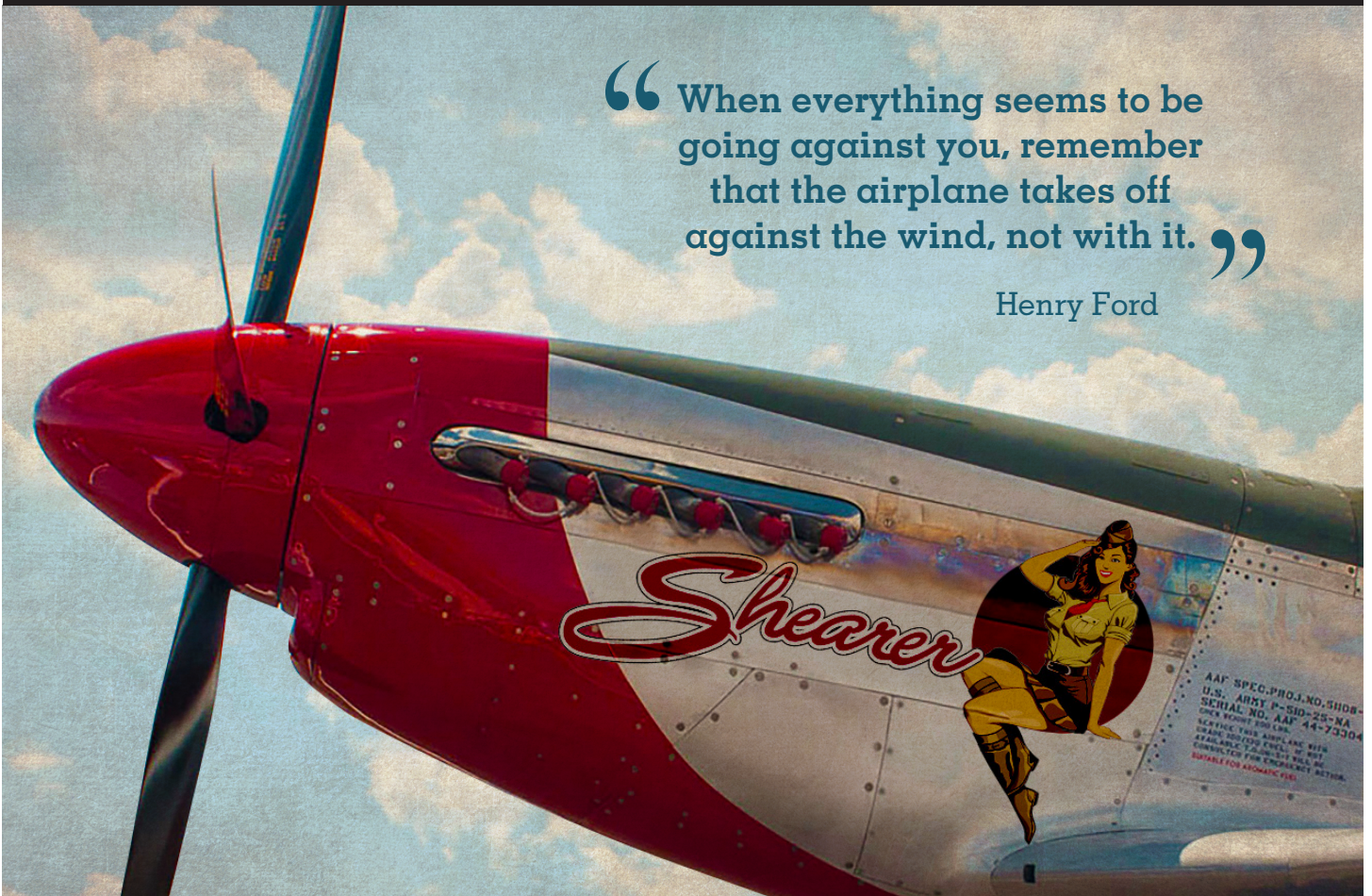
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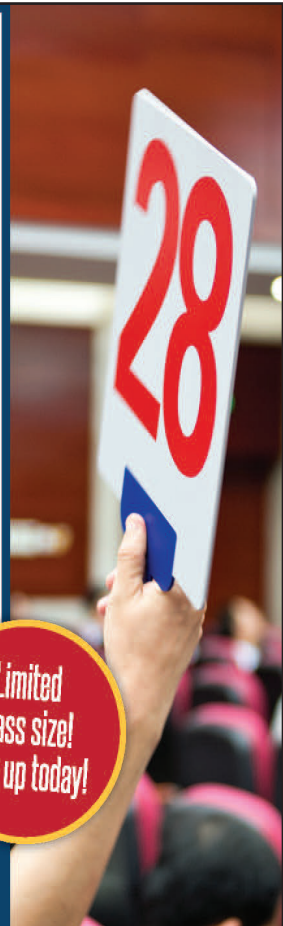
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(Row 1 Sitting) Scott Swenson, Instructor, Lakeway, TX; Lori Jones, School Administrator, Dallas, TX; Nikki Griffith, Eureka Springs, AR; Brittany Franklin, Houston, TX; Kate Weber, Azle, TX; Mike Jones, School Director, Dallas, TX (Row 2) Preston Donahew, Azle, TX; Nickolas Zerr, Gove, KS; Myles Eglevsky, Fredericksburg, VA; Kevin Kohn, Livingston, TX; Steven De Luna, Van Alstyn, TX; Jeff Griffith, Eureka Springs, AR; Pete Setian, Ennis, TX (Row 3) Glen Bullard, Aledo, TX; George Wiley, Sanger, TX; Denton Lambert, Decatur, TX; Logan McFarland, Norwich, KS; Monty Edwards, Sudan, TX; Todd Weist, Nashville, TN; Eric Daw, Porter, TX; Dan Gross, Montrose, MI; Preston Cooley, Dallas, TX; Tommy Smith, Warren, TX; Samuel Pitts, Westphalia, KS.



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