

The Illinois

AUCTIONEER



**Looking Back
Planning Ahead**

Illinois State Auctioneers Association, Inc.
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Annual Report

November 2009 – January 2011



Look for the Positive



Ron Sanert
2010 President

Greetings Fellow Auctioneers

“Where did the time go?” I am going to say it again, “Where Did The Time Go?” It just flew by but I knew it would as I said when I took office at the November 2009 convention. At that time we had 288 members and I stated my goal was to reach 500. Several thought that it couldn’t be done but as of January 25 our membership is up to 413. We still have two weeks till I leave office. Don’t let me down, SIGN UP A NEW MEMBER TODAY!

Regrettably, I fell short of my goal to attend all of the district meetings. I made it to Districts 2, 4, 5, 6 (twice), 7 (twice) 9 & 10. It was great to personally meet new auctioneers and see longtime friends who have been in the auction business for years. I apologize to Districts 1, 3 and 8 but will try to surprise you in the future. The districts had anywhere from 4-20 in attendance and some districts had as many as five or six meetings. It appears that members like the district CE courses as it has increased membership and attendance at most. To draw good attendance, it takes adequate notice, a good program, and maybe free food. We should keep this in mind when planning our district meetings.

The other day I was putting up a sign for a farm auction. When I stopped at Casey’s for coffee, I overheard two women complaining about the weather. They were tired of the cold, snow, freezing temps, and were ready for spring. I was laughing on the inside because that sounded like me about the third week of December.

I came home complaining to Susie about the same thing and she told me to quit being so negative and look for the POSITIVE and GOOD things about it. Susie loves the changing of the seasons but especially winter and snow and LOTS OF IT. When New York City was getting all that heavy snow she said she wished she was there watching it from a hotel window. I told her that just wasn’t right but this past Christmas Eve Day was the most beautiful snow fall I could ever remember. We ended up with about five inches and after that snow, I have had a different attitude toward winter—I am actually loving it.

While many are negative about our winter (and I was one), for others snow is a blessing. I observed how snow made so many people happy. Children and their parents were spending time together building snowmen, sledding, throwing snow balls and even our dog was having a great time burying his nose in the drifts. It was snowing again last week when I arrived at our auction center. I was whistling when I went in and was asked why I was so chipper. “Look at this beautiful snow,” I said. The coffee drinkers asked me if I had fallen and hit my head.

While attending district meetings, I heard the negatives—about things such as the license law, the association, the fees, the auction business itself, changing the convention date, etc. Ya know, some people just dwell on the

negative. Isn’t it time we all sit down and look for the POSITIVE and GOOD in all of this. And, even look for the POSITIVE and GOOD things about our competition; invite him/her to a district meeting or to the convention. Who knows? With all this positive attitude, we might reach a membership of 600 or maybe even 700 by the end of 2012. I think it would be super when the new ISAA President and our Executive Director go to Kansas City for the NAA Leadership Conference in February if Illinois has the largest membership in the USA. LETS MAKE THAT OUR GOAL! We as individuals are kind of like snow flakes—acting alone, we can’t accomplish much but when we stick together, we can make a pretty good drift.

I want to thank the board for the great job they have done. It has been a pleasure serving with them. What a great asset it is for this association to have professional staff just a phone call away who is always there when we have a question or concern. This is one of many advantages of being an ISAA member.

It has been a fantastic experience for me being your president. I wish Don Crist of Darville all the best. He will do a great job. I look forward to seeing you in Bloomington at our annual convention on Feb. 12-14 at the Double Tree Hotel. Hopefully this new date will be better for the majority of our members. Don and the committee have lined up a very informational and fun-filled program for you. Don’t forget to bring an item for the Saturday night Fun Auction.

Who knows we might even get some SNOW!

God bless you all, Ron Sanert

“...acting alone, we can’t accomplish much but when we stick together, we can make a pretty good drift.”



See you at the Double Tree in Bloomington Saturday–Monday, February 12–14, 2011



The Event of the Year for Professional Auctioneers!

Saturday night "Illinois Mol" Jam Fest, Novice & Senior Contests,

Fun Auction & Ringman Contest. Two new continuing education courses so you'll get a headstart on the four courses needed by 12-31-12: *UCC Parts I & II* Saturday at 1 p.m. and *How Does the IRS Classify Your Workers* Monday at 1 p.m.

Seminars and workshops: *What to Know and Do about Auction Sellers, Using Your Marketing Dollars Wisely, Identifying and Appraising Quilts and Indian Artifacts, eBay—Friend or Foe, Bid Calling, Basic and Advanced Internet Technology, How to Protect Your Identity, and Managing Your Insurance Risks*

Plus Auxiliary meeting and pie auction, ISAA annual meeting and election;

Awards Banquet: Hall of Fame, Friend of the Industry, Advertising Contest

THE NATION'S LEADING LEGAL AUCTION AUTHORITY



*If you've never heard
Steve Proffitt, you're
in for a treat.*

Fasten Your Seatbelts!!

Stephen Proffitt III is VP of Legal Affairs and General Counsel of J.P. King, Gadsden, AL. Steve is uniquely qualified to address the legal complexities of the auction business. A graduate of the University of Virginia School of Law, he has practiced for 26 years with emphasis on auctions, contracts, commercial law, litigation and torts. He is a graduate of the Missouri Auction School and a licensed Auctioneer.

Eli Detweiler, CAI of Ruffin, NC, is a contract auctioneer specializing in auto and livestock auctions but also sells estates and farm equipment as Detweiler Auctions. He is the chant instructor at the Carolina Auction Academy. He started his career in his early 20s and in 1995 at the Wisconsin State Fair, he became the youngest-ever Wisconsin Champion. He is a past North Carolina Champion and serves as president-elect of the North Carolina Auctioneers Association. He was selected the International Champion in July 2010.

INTERNATIONAL CHAMPION ELI DETWEILER, CAI



*From chant to stage
presence, personality to
grooming, Eli Detweiler
is the whole package.*

Call up these NEW MEMBERS and offer them a ride to the conference

James Bradshaw, North Manchester
Howard Brown, Griggsville
Melvin Brown, Rockford
Bruce Burgland, Monmouth
Jim Calhoun, Mt. Carroll
Donald Caves, Knoxville
Chad Cheek, Taylorville
John Chrusciel, Evanston
Dennis Clark, Mt. Vernon
Jimmie Coffee, Bloomington, IN
David Coker, Taylorville
Elizabeth Collins, Georgetown
Rick Cox, White Hall
Rex Cox, Roodhouse
Rick Cuffman, Pittsfield
Russ Davis, Wonder Lake
Jim Earles, Plainfield

Jacob Fidler, Fairview
Glendal Forgy, Hartland
Terry Hall, Monmouth
Scott Hall, Paris
Mark Harman, Shipman
Elbert Hatley, Chicago
Kenneth Heuer, Dorsey
Todd Holmes, Wilmington
William Holmstrom, Geneseo
Jeffery Hoyer, New London
Cornie Hudziak, Wind Lake, WI
Michael James, Belvidere
James Johnson, McLeansboro
David Jones, Butler
Bernie Keltner, Carlinville
Michael Keltner, Carlinville
David Kennedy, Quincy

Wallace Kilker, Forreston
Michael Killen, Peoria
Dennis Kline, Moline
James Kues, Aviston
Jerry Kues, Breese
John Kues, Aviston
Brian Kuzdas, Oak Brook
Hal Langham, Greenville
James Lehde, Addieville
William Lesage, Kewanee
George Leverton, Jr., Lincoln
Paul Long, Quincy
Michael Lopez, Wauconda
Lorence Ludwig, Forreston
Kent Miller, Belleville
Dale Millis, Anna
Joanne Modica, Park Ridge

Joe Mosbey, Sumner
Rob Nord, Clinton
C.J. Oakwood, Oakwood
Kenneth Rahe, Bluffs
Rick Rediger, Wynnet
Donald Redman, Decatur
Ken Renoud, Pleasant Hill
Paul Rice, New Berlin
Susan Robinson, Hampshire
Shane Rogers, Homer
Patty Saltzman, Preemption
Michael Smith, Mt. Erie
Robert Snodgrass, Morris
John Sullivan, Ruskville
John Swartzendruber, Wayland, LA
Mark Van Hyfte, Anawan
Cash Wright, Paris
Eldon Zobrist, Metamora



How do the state associations fit with Essential NAA?

Hannes Comdez, NAA Chief Executive Officer

If you attended the National Auctioneers Association International Conference and Show you may have heard about E-ssential NAA. We know that NAA members are essential to NAA (we couldn't exist without them!), but is NAA essential to our members? Probably not.

Our hope is that in the next year or two or three, it will become so. NAA will accomplish this by determining what NAA members want and what they need to either grow their business or make them more efficient. We know that if we can accomplish the latter two objectives (growing business or being more efficient), it means money in the pockets of our members – and that's what will make NAA essential to them!

NAA will spend time and resources devoted to two major areas: 1) understanding what is happening in the auction industry and 2) ensuring that our organization can deliver the best possible results to our members.

In order to understand what is happening in the auction industry, we will form the Council on Future Practices – this group will be expected to read about trends in the auction industry and talk to experts in those fields to determine how they will impact the auction industry. They will deliver their thoughts to the NAA Board about the industry, who will then determine how to address the challenges identified by the Council on Future Practices. This could be in the form of a new widget that needs to be developed, a new educational program that should be offered, or a new partnership with an organization that will strengthen our marketing efforts.

NAA will focus on being flexible and able to change to meet the dynamics of the world around us. However, one thing will not change – we must have a strong partnership with state associations.

At the Conference and Show, then President Scott Musser, CAI, BAS and President-elect Mark Rogers, CAI, AARE and I visited with the executive directors of the state associations. In that meeting we reiterated our commitment to work WITH the state associations in helping all of us be the best in the auction industry. We do not need an industry that is fragmented – we need strong advocates for auctions on the local and the national level.

NAA is not a large enough organization and doesn't have the deep pockets necessary to mount a massive marketing campaign for auctions. We rely on our partnerships and on NAA members. And we need to rely on state association members to help us communicate to the public why they should use auctions. At the NAA level, we will make sure that relationships such as what we have with USA Today continue to flourish (USA Today gives preferred advertising rates to NAA members and aggregates them in one area called the Auction Showcase in their Tuesday and Friday editions). We will make sure we keep an eye on what is happening in the industry and we will share that information with the state associations.

Working together we can make Auctions E-ssential to the American public. It will be at that point where we are all successful!



The BIG Picture

President Ron Sanert (standing right) and Executive Director Maxine O'Brien (second row, right) attended the NAA State Leadership Forum in Kansas City in February 2010. The annual forum is a beneficial exchange of information and ideas to help state leaders meet the challenges they face, add benefits and value for their members and meet other state leaders. They get to meet the NAA staff and learn more about the big picture of National Auctioneers Association.



SPRINGFIELD - To coincide with National Auctioneers Day, Governor Pat Quinn proclaimed the third Saturday of April as Illinois Auctioneers Day making a special day in the lives of Auctioneers throughout the state. Illinois Auctioneers Day was recognized and celebrated by professional Auctioneers on Sat., April 17.

Champions Jordan and Aumann will compete in Int'l Contest in July

Ryan Jordan was chosen Illinois' Best Bidcaller at the annual contest at the Illinois State Fair. From 20 outstanding bidcallers, Jordan was chosen by a judging panel of five members of the National Auctioneers Association. Reserve Champion was Keith Jones of Arlington Heights; First Runner-Up Jon Bloomberg of Orion; Second Runner-Up Alex Belcher of Buncombe; and Third Runner-Up Van Adkisson of Roseville. Rounding out the Top Eight were Shane Rogers of Homer, Darrell Moore of Winchester, and Marc Stauter of Pana.

Ryan is a second generation auctioneer who grew up learning about the auction business while working for his father Glen Jordan, owner of Jordan Auction Service. Ryan graduated from Central A&M High School in Moweaqua, IL in 2002. After graduating from high school he attended college at Ottawa University in Ottawa, KS on a baseball scholarship, where he received a bachelor's degree in Business Administration.



**Illinois State Champion
Ryan Jordan**

Ryan graduated from The WorldWide College of Auctioneering in February 2008 and regards that as one of the best decisions he has ever made. He is a member of the Illinois State Auctioneers Association and the National Auctioneers Association. After graduation from auction school Ryan went on to get his real estate license and is a member of the Central Illinois Board of Realtors as well as The National Association of Realtors.

Ryan currently works at three automobile auctions per week for Manheim St. Louis, IAA St. Louis and Decatur Auto Auction. He is part owner of Midwest Auction Professionals, Inc. of Assumption with his partners Glen Jordan and Heath Spracklen, where they specialize in real estate and personal property auctions. Ryan also works many auctions for the Gordon Hannagan Auction Company in Gifford, IL.

This was Ryan's third trip to the ISAA Bid-Calling Contest and he was thrilled to be chosen as the champion after receiving fourth place in 2009. He is also the 2009 ISAA Novice Bid-Calling Champion.

Ryan lives in Pana, IL, is a member of the Pana Country Club and spends much of his free time golfing in the summer. In the fall and winter he is an avid bow hunter and enjoys being outdoors as often as he can. Ryan would like to thank all of his friends and family for supporting him in his dream to become the Illinois State Auctioneer Champion.

Calling All Contestants

10 a.m., Tuesday, August 16, 2011

Lincoln Stage, Illinois State Fairgrounds

Watch the mail and the web site
www.illinoisauctioneers.org
for details and entry form.

Tucker Aumann of Nokomis was named winner of the Second Annual Junior Auctioneer Contest.

Tucker is a third generation auctioneer following in the footsteps of his father Kurt and grandfather Nelson. He works weekends at Aumann Auctions and helps with photography when he can.

He attended WorldWide College of Auctioneering in the summer of 2010. He is a junior at Nokomis High School; very active in church youth groups and Future Farmers of America (FFA) having won a state award for salesmanship.

His college plans are to get a business degree. His prize possession is a 1973 International Scout which he has restored.



In Memorium



Jerry Marrs
Belvidere

Oct. 13, 1925 – May 22-2010



Tom Sapp
Springfield

Jan, 29, 1924 – Aug, 9, 2010



Art Schackmann
Newton

Sept. 3, 1946 – Aug. 30, 2010



Earl P. Mings
Raleigh

Sept. 2, 1921 – Nov. 15, 2009



Sadly, the auction industry lost some great Auctioneers since last conference. It is with heartfelt sympathy, we mourn the passing of these professionals. May they rest in peace until we all meet again.

We ask you please to notify the ISAA office if you learn of the deaths of fellow Auctioneers. Thank you.



Jim Trunk

Forrest, formerly of Chatsworth
Sept. 14, 1930 – May 19, 2010

Call for Candidates

The nominating committee has been interviewing potential candidates for board of governors positions.

A slate of qualified candidates will be submitted and will be available to all members prior to the annual meeting to be held February 13, 2011 at the DoubleTree Hotel in Bloomington. Members may announce their own candidacy and nominations may be made from the floor.

Please contact any of the following nominating committee members if you would like to serve or if you have any questions.

Alex Belcher
618-614-2345

Jon Bloomberg
309-738-3413

Rob Henke, CAI
618-304-0607

2009 Conference Highlights

Staying on the
Cutting Edge



Nov. 2009
Springfield



1-Past President Alex Belcher thanks guest speaker Neil Davis

2-President Ron Sanert thanks guest speaker Kim Hagen, CAI AARE

3-Advertising Contest Best of Show Terry Dieken's Deck of Cards

4-Vern Mariman welcomes Terry Wilkey, CAI AARE to Hall of Fame

5-Sr. Winner Merv Hilpiper, Contestants Joe Ollis, Merlin Kiesewetter

6-Kim Ward presents Auxiliary Scholarship to Alyssa Jackson

7-Amy Bliefnick named Friend of the Industry (Cory Craig)

8- Novice Winner Ryan Jordan, 08 Novice Gordon Watkins

9-Ringman of the Year Jon Blooming, 08 Ringman Bob Britz

10-An ISAA First-Amberleigh accepts Ryan Wankel's proposal

11-Bill Houchens, Terry Dieken, Jeff Oberling, Alex Belcher contribute to Rondel Boyd's famous Fun Auction hat

The ISAA web site has been redesigned to be more user friendly with increased focus on consumer needs.

Don't overlook the tremendous outreach of web marketing. Your auctions will be seen across the nation and around the world seconds after you post them.



Home
Find Auctions
Code of Ethics
Members
Leadership
Contact
Links
Web
Events
Member Login
Contact Us

Let Auctions be your FIRST CHOICE!

ISAA Professional Requirements
 Are Licensed by the State of Illinois and must attend ongoing Continuing Education
 Must Abide by State and Federal Laws and Regulations
 Must Adhere to a strict Code of Ethics
 Must Keep abreast of trends in the marketplace
 Must be knowledgeable and honest in product offerings
 Attend state and national conferences, seminars and workshops
 Network with other professionals to improve service to consumers

When looking for Auction services, look for the ISAA Member logo!
 Illinois State Auctioneers Association, Inc.
 P.O. Box 620636, Moline, IL 61701-0636, 309-636-3817, Fax: 309-636-3896

WHAT HAS SET US OFF TO LOCATE ALL TYPES OF AUCTIONEERS AND TO FIND THE AUCTIONEERS THAT BEST SERVE YOUR NEEDS FROM SUCCESSFUL AND RESPONSIBLE

The Illinois State Auctioneers Association (ISAA) was formed by a group of successful business owners who have had to enter a volatile and often turbulent market. The ISAA provides a professional and ethical environment for its members and a platform for the auction industry to grow and thrive. The ISAA provides a platform for its members to network with one another and to share their knowledge and expertise. The ISAA provides a platform for its members to promote the success and growth of the auction industry. For over 60 years, the ISAA has been one of the best investments its members have made.

ISAA makes an effort to recruit, interview and hire members who are elected by the membership at the annual meeting.

Attending Auctions - What to Expect
Glossary of Auction Terminology

CLUB OF AUCTIONEERS

News & Information
 Auction Schedule Application
 Join the Auctioneer 2011 Quarterly Auctioneers
 Annual Conference & Dinner
 Market Outlook
 2011 Calendar
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Website powered by **AuctionZim**

We have requested the addition of a box for Farm / Ranch.

In addition to the auction calendar, consumers can now search by auctioneer specialty. Notify the ISAA office of your specialties and the staff will update your information at no charge.

Information that is reserved for members only can be accessed by logging in with a username and password. This includes magazines, ISAA logo, auction contract, and real estate at auction brochure, just to name a few.

You can update your profile at any time and auctions can be listed FREE including photos.

FYI

1614 Presentations to Licensees for 2010 Renewal

Two-Day Board Retreat
 Reconsider Long-Range Plan, Identify Strengths & Weaknesses

GOALS
 500 Members
 Downsize Board
 Enforce Attendance Policy
 Amend Bylaws
 Corrective Legislation

Insurance Every Auctioneer Needs

ISAA is pleased to partner with IT Risk Managers, Inc. of Okemos, Michigan to provide a new comprehensive Auctioneer Insurance Program designed specifically for the auctioneer industry.

"After extensive research, we found that the insurance coverage carried by most auctioneers had holes or GAPS in coverage leaving the auctioneers exposed and/or inadequately insured," according to Larry Harb, President of IT Risk Managers, Inc. "This is due primarily to the lack of knowledge as to what coverage is specifically needed by an auctioneer to cover the risks and exposures unique to the auctioneer industry."

Our Auctioneer Insurance Program focuses on three primary areas of coverage. The first is General Liability, this is the more traditional slip and fall coverage. The second is an Auctioneer Professional Liability endorsement. This provides the auctioneer with the needed errors and omissions coverage and finally a Care, Custody and Control endorsement. This coverage provides for items held, but not owned by the insured. In addition, if an auctioneer already has General Liability coverage, our new program can be written as excess above their existing coverage.

Where is the auctioneers' coverage? Without a specific policy, it comes out of the auctioneers' pocket.

For more information please contact: Sharon Saltzgeber, Auctioneer Insurance Program Manager, IT Risk Managers, Inc., 888.280.8710 or SharonS@ITRiskmanagers.com, visit their web site at www.AuctioneerInsurance.com, or see Larry in the conference exhibit hall.