



Special points of interest:

- ◆ Bid Calling Contest Championship
- ◆ Letter from Hannes Combest, NAA CEO
- ◆ 2018 MPAA Winter Conference



2017—Issue 4

October Issue

QUARTERLY PUBLICATION OF THE MISSOURI PROFESSIONAL AUCTIONEERS ASSOCIATION FOR MPAA MEMBERS, ADVERTISERS, AND SUBSCRIBERS.

The MISSOURI AUCTIONEER



**Congratulations
Jeremy Garber!
Our 2017 MPAA
Bid Calling
Champion**

For the first time in MPAA history, brothers win back to back Bid Calling Championships! Jeff Garber in 2016 and Jeremy Gaber in 2017. Congratulations to the both of you!

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Hello everyone,

What does the MPAA mean to you?

When I first joined, it was about being a member, having the logo, and reading the news letter; I didn't even attend the conferences. After becoming an active member several years ago and looking back, I ask myself "why did I wait"? "What could I have gained years ago by being an active member?" "Where could we have been in the auction business?" Some may think it is just a logo, and saying you are a member is all you need. I ask, "Is it all you need?" "Could you or your business benefit more

from being an active member?" Being an active MPAA member opens the door for education, conferences, website, online auction services, contests, newsletters, auctioneer directory, Facebook page and more to improve your auction business. If you choose to walk through those doors, you'll find some other added benefits to gain as well. For instance, opportunities for friendships and partnerships through a networking family of professional auctioneers across our state and other. You will also receive advice and learning from others in the auction industry, discover new ways to advance your auction business, get auction referrals, swap stories (good or bad), meet and greet newcomers to a top notch industry, and have some fun! Ask yourself this question: "Why am I not taking advantage of these opportunities?" If you're questioning your membership and what it has to offer, then I hope this is a reminder for you.

Winter conference is coming soon, February 16th-18th 2018 in Kansas City, MO. Mark your calendars and plan to attend now. I look forward to seeing you there.

Best Regards,

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AuctionLook has so many exciting new features! We wanted a way to present these features to our auctioneers in a way that was easy to use, updated designs and features you've been asking for. So don't wait! Login and look for the popup message explaining new features.

Welcome to the new AuctionLook Dashboard 2.0



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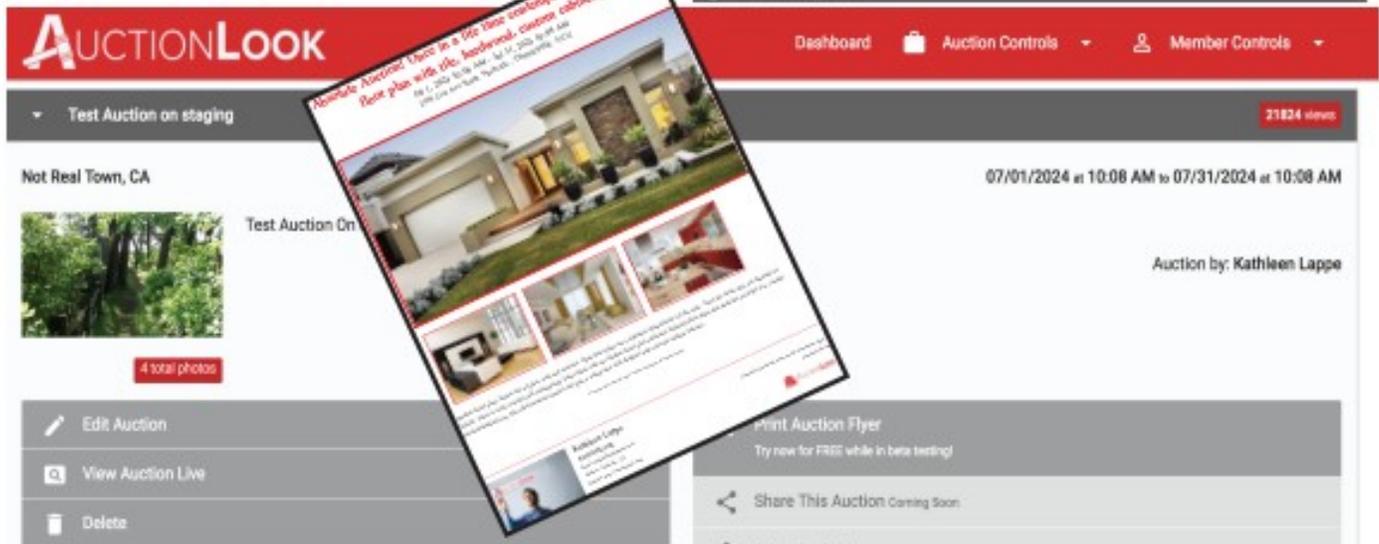
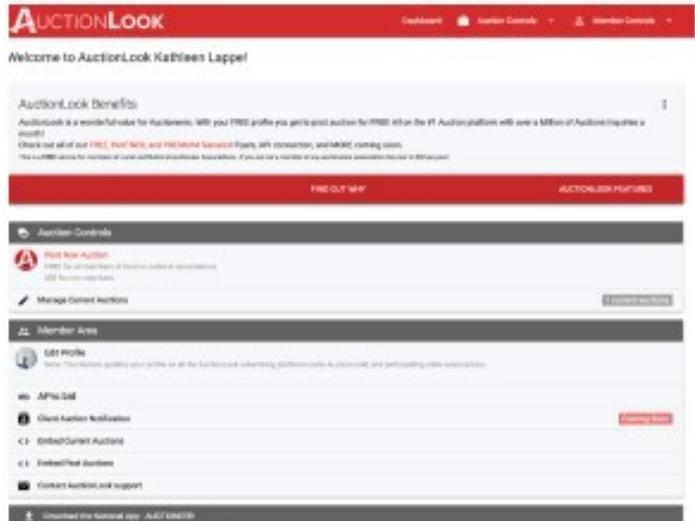
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5MB per photo
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As I write this I am in Jacksonville, Florida where we are conducting a Board orientation and annual strategic planning session for the NAA Leadership. Today is the day of the Eclipse. I was kind of bummed when I realized I was going to be gone from Lawrence, KS (which is REALLY close to the path of totality) and instead would be in Jacksonville, which ONLY has 90% of the eclipse (ONLY!).

Here's the deal – it ended up being pretty cloudy in Lawrence, KS today (no one saw anything) and it is raining here in Jacksonville. I guess what I am trying to say is that Robert Burns was right “the best laid plans of mice and man often go awry.”

I'm sure you can appreciate my distress – how many times have you planned your auction for every contingency and then BAM, something happens. Your live personal property auction is scheduled and a storm pops up and your tents may not be enough shelter, your online auction is disrupted by a power outage (that happened to me as a customer on my first online auction...that's a story for another day).

So what do you do?

You go to your handy, dandy back-up plan – because as a professional, you will have a back-up plan. You'll bring all of the personal property inside and hold your auction or you'll reschedule it if necessary.

Rescheduling an auction may be the problem of the day for you, but what happens if your entire business is threatened? What happens if a tornado, fire or hurricane destroys your building? What happens if there is a death in your staff or what happens if you pass away? What happens if you have a cyber attack? These things are more than event based – they could threaten your entire business, your livelihood or that of your family's.

I would encourage you to begin today to build a Business Continuity Plan. Include in it everything you might need in the event of an emergency. Start small – collect in one document all of your bank accounts and the name and telephone number of important professionals in the life of your business – your attorney, your CPA, your tax advisor. Have you written down who handles your technology issues so that someone can find it if you are not available? List it in your business continuity plan. List the business names and numbers for your insurance company and the utility companies (seems like a strange request, but you will be surprised how easy this will make things). What papers do you need to make sure you don't lose? Do you have a copy of your auctioneer's license or of your incorporation papers?

NAA has developed a Business Continuity Plan and we update it every two years. I keep a hard copy of it at my house; the Board has access to it at all times and my staff has access to it through “the cloud.” We want to make sure that if something happens to our building in Overland Park, Kansas or if something happens to me, that NAA will still be there for our 3900 members.

I'll be glad to send you a copy of our Table of Contents (just email me at hcombest@auctioneers.org). You can use it as you wish – or just start writing things down.

Start developing your own Business Continuity Plan today and if you missed the eclipse today – start planning for the next one in 2024!

Hannah Combest

Highlights of The 2017 MPAA Summer Get-Together & Bid Calling Championship August 10, 2017 at the Missouri State Fair



February 2018

SUN	MO	TUE	WE	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			

Save the Date!

The 2018 Missouri Professional Auctioneers Association (MPAA) Winter Conference and preliminary Bid Calling Contest is scheduled for February 16, 17, and 18 in Kansas City, MO.

More information will be provided in the January conference newsletters but make plans now to save the date!



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(Be sure to mention Missouri Professional Auctioneers Association to get the conference room rate). We look forward to seeing you in February!

The MPAA is on Facebook!

To find us, just search for “Missouri Professional Auctioneers Association” and ask to join the group. Emails have been sent to all members asking them to join, but if we missed you, please check us out and “like” us!



***Facebook Marketing tip:* Post something interesting on your Facebook page and you'll get more folks “liking” your posts. These new “likes” can be used as a tool to invite folks to like your business Facebook page and follow you.**

Are your auctions posted on moauctioneers.org?



We have over 100,000 visits to our MPAA web page each year! And listing your auctions is **FREE** as a paid member. Act now to take advantage of listing your auctions on our newly revised MPAA web page.



Fellowship of Christian Auctioneers International

Please don't hesitate to contact Marvin Crawford

660-651-7542

or

via email at mcauctioneering@gmail.com for his services.

Part-Time Auctioneer – Get involved.

I don't know if a survey has ever been conducted to determine how many auctioneers are bi-vocational, but there should have been. I would venture to guess that we part-time auctioneers outnumber the full time folks. Most state conferences are held during the weekend to accommodate us who are in the auction profession but have another full time occupation. It could be a 40 hour per week job, a sales professional such as real estate, a teacher, rancher, farmer, truck driver, or a host of other occupations or maybe even self-employed contractor.

The purpose for me writing this article is to encourage those bi-vocational folks to become involved in our state association. I've heard the skeptics, "They just care about the full time, big auction companies."

Our association is only as good as the active members make it. If the association never receives input from us part-timers, the MPAA will never know what struggles/challenges you face or how they could help.

Maybe you just want to call bids and not necessarily operate your own "business." There is a market for contract auctioneers. What better way to network and find those that may need help than by coming together, looking them in the eye as you shake hands and leave them with a business card.

If you desire to showcase your bid calling talent, you should compete in the MPAA contest. There is some discussion of even having a ringman competition, too.

Make arrangements to attend the Winter Conference the 3rd weekend of February (16-18th). The classes are good but the learning really occurs outside the classroom in the lobby, lounge, over coffee as you meet others that share their bragging, successes along with their flops or failures. I won't live long enough to make all the mistakes myself (and I've made many.) This provides you the opportunity to learn from others' mistakes and what has worked and not worked for them.

The next step after attending, is running for a Director's position. Then you have a voice in the MPAA activities. During the past few years we meet by way of telephone conference, so one does not have to plan an entire day to drive to and from a location for a one or 2 hour board meeting.

The MPAA is only as good as the "active" members. We need members and we want you to be active in your association.

Ed Warden, Member

MPAA Board of Directors (Part Time Auctioneer)



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July 6—July 20, 2018

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2018 MPAA Preliminary Bid Calling Contest!!!

Embassy Suites KCI Airport, Kansas City, MO

Finals Contest - MO State Fair, Sedalia, MO 2018 (date to be announced)

3 JUDGES AND THEY ALL COUNT- NO DROPPING OF SCORES

Please note the contest rules have been modified from previous years. Highlights include bios and pictures are no longer required in the preliminary round and contestants can enter the contest up to NOON on Saturday, February 17, 2018.

Men and Women divisions (must have minimum 5 ladies or they will compete with men)

Contest Rules:

1. Contestants shall be 18 years of age or older and a current active (paid) member of the MPAA at the time of entry deadline. (MPAA annual membership dues are \$75).
2. Contestants must have paid their \$75 entry fee and submit a copy of their current MO Auctioneer's License by the preliminary contest deadline of 12:00 NOON, SATURDAY, FEBRUARY 17, 2018. Finalists will be required to send in a bio, and a photograph to the MPAA by July 1st, 2018.
3. There shall be two divisions in the preliminary contest (men and women) as long as there is a minimum of 5 women auctioneers entered. If not, the women will compete with the men.
4. In both the preliminary and final rounds of the competition, contestants in the women's division will compete first, followed by the men.
5. Each contestant shall provide two items to sell in the preliminary round with an approximate value of \$25 per item. The MPAA will provide 2 items per contestant for the final round held at the Missouri State Fair.
6. Number of finalists: Men's division – 20 or less entries= 7 finalists, more than 20 entries= 10 finalists. Women's division- 5 or less entries=3 finalists, 6 – 10 entries= 4 finalists, 11-15 entries=5 finalists.
7. All contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Saturday February 17, 2018 at the Embassy Suites Hotel, Kansas City, MO (time and room location will be announced at the Winter Conference). In the event a contestant is not present by the time the contest begins, he or she will be disqualified from the contest without return of their entry money.
8. Contestants must dress appropriately for a professional business presentation (suit and tie, no hats).
9. There will be three judges. Each of these judges is knowledgeable of the auction industry.
10. Contestants will be introduced in both preliminary and final rounds.
11. The sound system will be preset and will not be adjusted during the contest. All contestants will have the opportunity to test the sound system prior to the start of competition.
12. Scores from the preliminaries determine who makes it to the finals.
13. Finalists will be announced on Sunday morning, February 18, 2018. Contestants need not be present to be a finalist.
14. The scores from the preliminaries will be used as the tie-breaker in the finals.

See you at the Winter Conference February 16, 17, and 18, 2018!!

This event is sanctioned and promoted by the Missouri Professional Auctioneers Association

For more information and/or questions call Members of the Bid Calling Contest Committee:

Michael Cunningham 660-651-2288 and Jocelyn Winter 816-880-3454

The MPAA Scholarship in honor of Eddie and Karen Pickett.

Contributions to the MPAA Scholarship fund will be accepted from anyone with the desire to assist in furthering the education of our youth.

The selection committee will consist of Hall of Fame members.

The scholarship is open to current High School seniors and those continuing their education but not graduating in the spring. You may apply if you are planning to attend College, Trade School or Auction School.

The applicant must be a child or grandchild of a member of the MPAA.

We will be presenting the scholarship at the 2018 Winter Conference in Columbia, MO. We would appreciate having the recipient and family members present, if possible.

Applications due February 10, 2018

Send to: MPAA, c/o Scholarship Committee, 5403 St. Louis Rock Road, Villa Ridge, MO 63089

Please provide the following information:

1. Name—Address-Phone
2. Names of parents/guardians
3. Name of MPAA member and relationship to the member
4. High School name—GPA—List of school activity involvement
5. School of planned attendance and field of study
6. Community member in good standing and a list of community activities involved in that are not related to school activities
7. How will you use the scholarship funds?

Scholarship Contribution

What a pleasure it is to contribute to the MPAA Scholarship program. I would like to help further the education of our youth by giving the following monetary gift.

Name: _____

Address: _____

Or in Memory of: _____

Amount to be given to the Scholarship Fund: \$ _____

The MPAA is a non profit organization



Thank you to Eddie and Karen Pickett for establishing the MPAA Scholarship fund.
 Your generosity and dedication to the Missouri Professional Auctioneers Association is greatly appreciated.

**MISSOURI PROFESSIONAL AUCTIONEER'S ASSOCIATION
2017 AWARD OF DISTINCTION**

I hereby nominate: _____

Address: _____ City: _____ State _____ Zip: _____

The reason I would like to nominate the above nominee is because: _____

Please send any news articles, additional information, stories and pictures if available.

Person to contact for Award of Distinction information: _____

Phone of contact: _____

Address: _____ City: _____ State _____ Zip: _____

Person making the nomination: _____ MPAA Member: _____

Address: _____ City: _____ State _____ Zip: _____

Any other information concerning your nomination: _____

Additional pages may be included

PLEASE RETURN TO:

MPAA

5403 St. Louis Rock Road

Villa Ridge, MO 63089

By January 15, 2018

The nominee is not required to be a member of the MPAA

Do you know of someone who would like to join the Missouri Professional Auctioneers Association? If so, hand them this application! Or better yet, sponsor them and we'll send them an email notifying them of their membership.



Missouri Professional Auctioneers Association

Membership Application

TO APPLY FOR MEMBERSHIP, CHOOSE ONE OF THESE APPLICATION METHODS:

Complete this form providing credit card information; then scan and email to mpaaexecdirector@gmail.com. OR complete this form and MAIL with check, or credit card information to: MPAA, 5403 St. Louis Rock Road, Villa Ridge, MO 63089. Please complete all 5 sections.



Please check one: Membership in MPAA is open to individuals, not companies.

Membership Type	Eligibility	Membership Dues
<input type="checkbox"/> Regular	An active Auctioneer that subscribes to the MPAA Code of Ethics	\$75.00
<input type="checkbox"/> Auxillary	Spouses my choose to join the MPAA Auxillary	\$5.00
TOTAL AMOUNT DUE		



MEMBERSHIP INFORMATION

First Name _____ Middle Initial _____ Last _____

Spouse's Name _____

Address _____ County _____

City _____ State _____ Zip _____

Company Name _____

Phone _____ Cell _____

Email _____

Web Address _____

License Number _____



PERSONAL INFORMATION

Date of Birth _____ Male Female

Number of Years in the auction profession _____

Check here if you are a member of another state association

List Associations: _____

Name of Auction School Attended _____



METHOD OF PAYMENT

- Check Enclosed (U.S. dollars drawn on U.S. Bank)
 Cash (please do not send cash in the mail)

Credit Debit MC VISA

Credit Card # _____ Exp Date: month/year _____

Card Holder Name (please print) _____ CVS Code on back of card _____

Signature _____



**For Questions, please contact
 MPAA Executive Director; Diane Riley
mpaaexecdirector@gmail.com or call
 636-221-1534**

By completing and submitting this form, I hereby make application for membership in the Missouri Professional Auctioneers Association. If accepted, I will abide by it's by-laws, support it's objectives, comply with the MPAA code of ethics and pay the established dues. Membership runs annually March 1st to the end of February in the concurrent year. Contribution or gifts to Missouri Professional Auctioneers Association are not tax deductible as charitable contributions for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities

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Please send CHANGE of ADDRESS
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The *Missouri Auctioneer* is the official publication of the Missouri Professional Auctioneer's Association, Inc. Readers are invited to submit manuscripts which preferably would be limited to 1,000 words in length.

The MPAA disclaims responsibility for statements made or opinions expressed in articles appearing herein unless otherwise stated.

The *Missouri Auctioneer* advertising policy attempts to conform it's advertising to business endeavors. The statements and material appearing in the advertisement are solely the responsibility of the advertiser.

The *Missouri Auctioneer* publication may refuse to accept any and all advertising it believes to be false, fictitious, or misleading. Advertising copy may be submitted to the editor. Deadline is the 10th day of the month prior to publication. For more information please contact the editor. Any and all MPAA and MPAA auxiliary members are encouraged to send information on related news items that may be of interest.

Annual Newsletter	1/3 page: \$75
Ad Rates	1/4 page: \$50
Full page: \$150	1/6 page: \$40
2/3 page: \$125	1/8 page: \$30
Half page: \$100	Business Card: 4/\$50



Special Notice on Delivery of our Newsletters

Our newsletters are emailed quarterly (except for the yearly conference issue) to the email address we have on file when you joined or renewed your MPAA membership.

If you prefer to receive a mailed copy of the newsletter, (rather than via email), **please notify me by January 1, 2018**

Diane Riley, MPAA Executive Director
636-221-1534
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