



FIRST QUARTER • 2019

# The Illinois Auctioneer

The Quarterly Newsletter of the Illinois State Auctioneers Association



**Kara Miller, President,  
2nd Female  
Elected President  
of ISAA History**





## From The President



First I want to thank everyone for your support. You're amazing people! I learn a lot from each and everyone of you. Which is only one of the many reasons to go to conference.

*"Should have solve nothing. It's the next thing to happen that needs thinkin' about."* By Calum From Scarlett.

This quote has always been there for me, because I can get stuck in the past and woller in it. Going forward for the Illinois State Auctioneers Association is what we'll do. What are the things that need thinking about? The following is a short list not in any particular order:

- 1) License
- 2) Marketing
- 3) License
- 4) Education
- 5) License
- 6) Springfield
- 7) License
- 8) Conference
- 9) License

I could list more and probably should, but we have lots TO DO!

Thank You Again,  
Kara C. Miller  
Illinois State Auctioneers Association President



## AUCTIONLOOK

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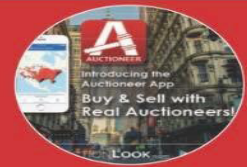
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# Keeping In The Know...



For a lot of people, March is when auction time begins to really step up. I'm hearing from a lot of people that 2019 has already been a busy year. I'm hearing from others that it is a struggle to get business. It seems as it is always feast or famine.

For NAA, it's a busy time – we began in early January with a Promotions Committee who discussed two major things: 1) National Auctioneers Week and 2) How can NAA better market our organization and our industry?

As you may remember, last year Congressman Jeff Duncan, a Republican from South Carolina and a member of the NAA, introduced a resolution into the U. S. House of Representatives that named the first Saturday in May as National Auctioneers Day and the week preceding National Auctioneers Day as national Auctioneers Week. This year, that means that Saturday, May 4 is National Auctioneers Day and National Auctioneers week runs April 29 through May 4.

The Promotions Committee has developed another social media campaign that we can use to help promote this week – helping our friends and family understand that in fact #AuctionsWork. While NAA doesn't have a ton of money to hire a big PR firm, we know that auction professionals have some of the best networks in the world. And if we combine these networks, we can touch a lot of people and help educate them on the value that auctions can bring to the marketplace. For more information, please go to [www.auctioneers.org](http://www.auctioneers.org).

And while you are there, look at the information for the 70th International Auctioneers Conference and Show. All of your questions about educational opportunities can be found there and registration is open! We are trying something new this year – educational workshops that are limited to only 25 participants, but they are very hands-on. There are no additional fees but you must register to attend. Check these out and see what you think? Topics include things like stress management, video and recording your auctions, Google adwords, creating a fund-a-need pitch and more. They are called

Learning Labs and you will come out of these sessions with tools you can take home to your business.

We are going to have fun in New Orleans amidst all of our business activities. Join us at the Welcome Party of the Louis Armstrong Paddleboat! We'll have food, a cash bar and games and music and a fantastic view of the city! And yes, we will take a short trip down the ole Mississippi!

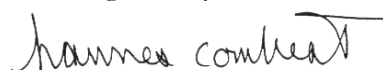
We are still working to minimize the impact that the Supreme Court made with its decision on South Dakota vs. Wayfair. Because of that decision, many states now collect sales tax on taxable items purchased from outside its state even if the seller does not maintain a physical place of business in the state where items are being shipped.

To help our members with identifying what they need to pay to whom, we have issued a compilation of what states are requiring in a single document entitled "Remote Seller Sales Tax Informational Guide." The Guide covers things auction professionals should know and consider in order to comply with these new sales tax laws and regulations. This information does change often so we recommend that you contact the state for which you are collecting sales tax for the most current information.

NAA is actively working to education auction professionals as well as legislators on the various issues we face, whether it be sales tax collection or learning the most current up-to-date practices for the auction industry. But for us to be most successful, we need your participation.

If you are a member of your state association, you already understand the value of associations, so please, check us out at [auctioneers.org](http://auctioneers.org) or call our office at 913-541-8084. We'll be glad to talk to you about why we think you should be a member of the NAA!

Have a great day!

  
hannes

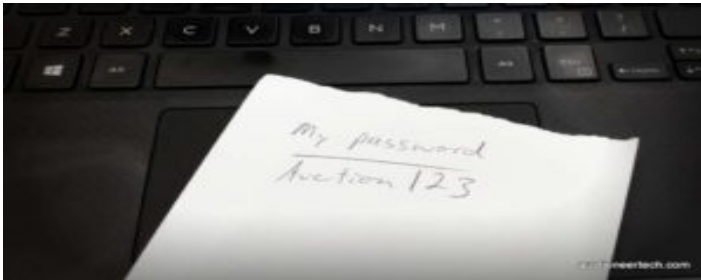




# Proper Password Management

By Aaron Traffas, CAI, ATS, CES

**P**assword management can be challenging. Proper password hygiene requires a different, secure password for each service. Let's take a look at what these two requirements mean and why they're important.



## SECURE PASSWORDS

A secure password is one with enough entropy and length to resist brute force attacks. Entropy, in this context, is the amount of randomness in the password. A password that comprises words in the dictionary has a very low entropy, while a password made up of random characters has a high degree of entropy. A brute force attack uses a powerful computer to try every possible combination of characters until one works. Modern offline brute force attacks can attempt billions or trillions of combinations per second.

Entropy is important because modern password cracking processes are smarter than just starting with A and then trying AB and then ABC. They use patterns derived from the millions of leaked passwords to determine commonalities likely found in your password, and they try those first before moving on to more random combinations.

Length is important because it's how we can easily make the brute forcing process take much longer. Each character in the alphabet can be upper and lower case, which means every letter we add forces an additional 52 possibilities. Adding numbers and special characters to the password "alphabet" can increase the character depth to 92. There's the great Password Haystacks tool at GRC to analyze password strength and length and tell you how long a brute force attack would take on the password you give it. Don't worry – nothing is sent through the internet...it's all done with your browser, which is important for reasons we'll examine later in this post.

## DIFFERENT PASSWORDS

We've all heard of the myriad password leaks from major

internet businesses in the last few years. These leaks seem to be increasing – Yahoo is usually good for a new breach announcement every few months now. When passwords are leaked from one service, every user who used the same password on a different service is suddenly vulnerable. If every password you use is unique to each service, then a password breach only impacts your account at the service that was breached.

## ROTATING PASSWORD

Why do some security experts recommend, or in some cases demand, that we change our passwords every so often? Because if our password is one that we've reused on multiple sites, then the longer we use it, the better the chances that it'll have been involved in a breach of some service somewhere and our password will be floating around in one of the databases-for-sale available to the hacking community. A frequently refreshed password mitigates this danger. But, if we make sure that each website has a different and secure password, then there's no need to ever change it.

Here's a bad password. - Auction123

Here's a good password.

VSSK}5kQeJu>F3\*,I1K|CWzUa6<SkPQLbxJnc/k}  
XlS3,nDrI' {K!b<jyAp8|=5

It's unrealistic to think any of us can remember a good password for the hundreds of sites that we use on a regular basis. We must use a password management system.

# LastPass...

**LastPass is the right password manager**

While there are many services that compete for each class of service these days, in my experience there are some absolutely right answers. **CrashPlan**, for example, is the right answer for file backup. **TrueCrypt** was the right answer for encryption when I wrote about it in 2008, now it's TrueCrypt's offspring **VeraCrypt**. **Doggcatcher** is the right answer for podcasts. For password management, the right answer is **LastPass**.

LastPass is the Cadillac of password management systems.



# Proper Password Management *Continued*

There are several out there — 1Password, KeePass, Dashlane — but in my research and experience, none offers the combination of security, simplicity and enormous feature set found in LastPass.

You name it, and LastPass does it. Browser extensions and an excellent mobile app mean you only have to log in to LastPass and LastPass logs you in everywhere else, automatically filling in your username and password across the web and in your local apps and even Wi-Fi networks. Passwords are only the beginning, as you can store notes, SSNs, QR codes, images and credit card information completely securely. Shopping becomes much easier when LastPass populates credit card information and addresses into web forms.


It features two-factor authentication, so you can enter a one-time-use code in addition to your LastPass password for that important second layer of security. The first time you log in to a site, it pops-up an option to automatically store that credential so you never have to worry about it again. When you're creating accounts, it generates extremely secure passwords so you don't have the stress of having to come up with something yourself. It can also audit your security, letting you know which sites have weak passwords and offering you the ability to easily change them. For most sites, it can actually change your passwords for you to something much more secure.

You can also share passwords securely with other LastPass users, which lets us share the ability to login with employees without giving those employees the actual passwords. If an employee leaves, we simply turn off the sharing of the login with that user instead of having to actually change passwords to the different sites the employee was using.



The best part about LastPass is that all your content — passwords, SSNs, notes and even images — is encrypted on your computer before it's transmitted to the LastPass servers. LastPass never has access to the master password since it, too, is encrypted before it leaves your computer. Even if the LastPass servers are compromised, all a hacker would have access to is the encrypted data which, assuming the master password has enough entropy and length, is useless to anyone other than you.

LastPass has a free tier, which lets you sync any of the same type of device. If you set up your account on a desktop, you can sync with any other computer for free. If you create your account on a phone, you can sync to other mobile devices for free. To sync your phone and computer, you need to upgrade to LastPass Premium, which, at \$1 per month, would be a steal at 10 times the price.

If you don't have a password system in place, get LastPass today. If you currently use one of the other password management systems, take a hard look at LastPass and see if it might make your life even easier. If you look at LastPass and think one of the other solutions works better, I'd love to know why and how.



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# 2019 Illinois State Auctioneer Championship

The ISAA State Championship and State Fair Committees are working hard to bring you an interactive championship event in August 2019. By the time this newsletter reaches you, the ISAA Board and Committees have already met and began planning the event to make it a huge success.

Kyle Kelso, the 2018 Illinois State Auctioneer Champion, did a great job organizing the ISAA Preliminary Competition, obtaining quality judges and reaching out to many members of the Illinois State Auctioneers Association to compete. As shared, *"this is a competition in which competitors can utilize to market themselves to their peers and the attending public audience within the auction industry."* When asked, Kyle shared that, *"he has been blessed with more auctions / offers for his career as an auctioneer and in contracting more auctions."*

Contestants were certainly judged on their auction chant, but many other factors were also considered such as their Presence, Connection with the Bidders, Salesmanship and the ultimate and "would you hire this auctioneer," were some of the categories.

So who will advance to the Finals Competition to be crowned the 2019 Illinois State Auctioneer Champion? ALL 11 Contestants that competed at the ISAA Preliminary Competition during the 2019 ISAA Conference & Show that was held in Peoria, IL, will advance to the 2019 Illinois State Auctioneer Finals Championship.

Special "Thank You" to Karen Orwig for clerking.





## Championship



The ISAA would like to extend a special “Thank you” to our long time event sponsor, **Farm Credit Illinois** - serving all of Illinois with over 40 offices throughout the state, along with **Wavebid** for their clerking sponsorship at the ISAA Preliminary Competition.

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### Meet Lexi Rath

## 2019 Hachmeister Memorial Scholarship Recipient



I have dreamed of the day I would finally graduate high school and start a brand new chapter in my life....

I plan on studying Neuroscience and becoming a researcher in neurologically deteriorating diseases such as Alzheimer's and Dementia. I want to study how music can affect the brain and how music can possibly reverse the effects of these diseases. I have always been interested in how music affect one's brain, not just for our enjoyment and the peace it brings when we listen to it, but how it affects us neurologically and the chemical process resulting from listening to it. I also want to study how music affects people stricken with Autism since music has been proven to help people with Autism focus and calm down. I want to further those studies and dive deeper into the mental processes.

I was so excited to get the official letter of acceptance from Belmont University in Nashville, Tennessee. Belmont is a beautiful school with so many diverse people and I can't wait to be a part of it. Being able to attend such a renowned school and have the opportunity to study there is a huge honor for me and I can't be happier.



Attending Belmont University will not only give me the opportunity to study neuroscience, but also begin research right away as a Freshman. Most colleges do not allow research until your Junior year whereas Belmont allows it your Freshman year - giving me two extra years in my ultimate field.

While Belmont is a renowned music school, they are

also one of the fastest growing research colleges in the US for students studying the medical professions or medical research fields.

Ultimately, I hope to help many people because of my passion and motivation for music and the brain. My plan is to use my leadership skills to head up new research that focuses on finding a cure to Alzheimer's, Dementia or Autism based on music.

### ACTIVITIES & CLUBS

\* **Girl Scouts** (11 years) - Gold, Silver and Bronze Awards. Girl Scout emissary for several years. I have participated in the Girl Scout Cookie program learning the 5 essential business skills; goal setting, money management, decision making, people skills and business ethics.

\* **Spanish Honor Society** - Participate in community service hours and spend time tutoring younger Spanish students. Inducted into the National Honor Society of Junior year.

\* **Peer Leaders** - As a peer leader, I help younger students get acclimated to high school, learn good study habits for finals / test and volunteer / help with events throughout the academic school year.

\* **Band** - Marching Band, Concert Band & Pep Band. Responsible for 60% of the band, running sectionals, helping new members learn the music and formations in addition to assisting the drum majors.



Lexi Rath with her Grandmother,  
Marcy Rath (1st ISAA Female President)



# Like Us On facebook

### Facebook Groups for the Auction Industry

- Illinois State Auctioneers Association
- Illinois State Auctioneers Association - Members Only
- National Auctioneers Association
- NAA Auxiliary
- National Auctioneers Foundation
- NAA Auction Professionals
- Auctioneers
- Auction Technology
- NAA / ATS Graduates
- Auction Chant
- Contract Auctioneers For Hire
- Contract Auctioneers
- Livestock Auctioneers and Market Owners
- Professional Livestock
- Fundraising and Benefit Auctioneers...
- World Automobile Auctioneers Professional Association
- Women Auctioneers (Women in the auction industry only)
- Real Auctions Real Auctioneers (Post your auctions for their auction professionals to see)
- Auctioneers-Everywhere (Post your auctions)
- Auction Listings (Post your auctions)
- Competitive Auctioneering
- First Generation Auctioneers
- Auction Chant
- AUCTIONEERS that are willing to work...
- MAC Auctioneers
- Auction Technology and Marketing

\*\* This is only a limited list as a guideline to help you become engaged in the Facebook.

### Keep Updated w/ ISAA Meeting & Event Announcements

Make sure you're connected to our ISAA Facebook page to stay up-to-date on District Meetings and ISAA events.

Notices are also provided to ISAA Members through Email Blasts from our Mailchimp account. (See the address notated below.)

Did you know you can read and share  
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Email Blasts

[isaadirector@gmail.com](mailto:isaadirector@gmail.com)

# MailChimp



# NAA Comes To The ISAA

Kara Miller had a goal with determination; to obtain an NAA Speaker for the 2019 ISAA Conference & Trade Show. Long before planning began in full force, Kara and the FIRM reached out to the NAA Speakers to begin the process of requesting a speaker that not only be able to attend the ISAA Conference & Trade Show, but also an individual that would be able to reach to a larger audience at the conference.

Through continued determination and multiple speaker requests, ISAA learned in late November 2018 that Tim Mast, 2018 - 2019 NAA President, committed to our conference and would be able to share his vast knowledge of not only Real Estate in the auction industry, but also discuss / share with members about Sales and Negotiating Tactics that can be utilized in each aspect of the auction industry, no matter what your niche market is.

It didn't take long into the conference for our members to receive the value of having Mr. Mast share his knowledge and education with us and to immerse himself in the ISAA auction family and attend other valuable sessions that were offered during the conference.

During the Town Hall Meeting at Sunday's lunch, Tim shared with the attending members and guests an Update On The NAA and answered some valuable questions, such as the current status / effect of the South Dakota vs Wayfair case that was brought to the Federal Court last year in which the NAA has been diligently fighting on behalf of the auction industry.



In addition, the NAA sponsored an attending member that had never been a member of the National Auctioneers Association through a drawing format in which ISAA Member, Blake Canning, was drawn.



*However, it didn't end there!*



There were 3 additional drawings held in which Price Spracklen sponsored Josh Beatty of AuctionFlex, Renee Jones sponsored Hayden Geisler, Cissy Tabor sponsored Ben Ladage and Tom Walsh sponsored George Ohnemus, who had only obtained his Illinois State Auctioneers License 10 days prior to & attending the convention!!

**Congratulations ISAA Members on your new, NAA Membership!**



In addition, Tim was one of the selected judges for the 2019 ISAA Preliminary Auctioneer Championship for the contestants competing to be one of the finalist to compete for the 2019 Illinois State Auctioneer Championship that will be held in Springfield, IL, this July 2019 and sold an item or two during the ISAA Fun Auction on Sunday night.



It's my understanding that it has been many years since the ISAA has had the opportunity of having an NAA Speaker at the Annual Conference & Trade Show. After viewing the feedback and Speaker Evaluations from his sessions, I can say that we will continue to pursue quality speakers from the National Auctioneers Association.

*Thank-you Tim for sharing with the Illinois State Auctioneers Association!*





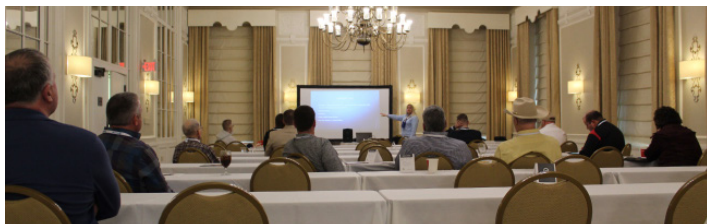
# 2019 ISAA Marketing Contest Recap

The 2019 ISAA Conference & Trade Show Marketing Contest provided the convention attendees with a variety of ideas and suggestions. This year's judging was handled by independent judges for the voting process.

The invited judges were from the different vendors who had booths at our Conference & Trade Show, with the qualification that their business disciplines allowed them to provide a non-partial evaluation for the contest.

We had a good turnout of entries in which they have been gathered by the ISAA to build a memorabilia file of ISAA Members.

The winners were judged from the categories with at least 2 items entered. The Executive Director felt that it did not meet the spirit of competition to provide an award for a category with only one entry.



## Marketing Awards

Bidder Card	Cody Hanold
Brochure	Price Spracklen
Business Card	Cody Hanold
Post Card	Kerry Lenhart
Website	Anthony's Auctions





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# 2019 CONVENTION MEMORIES

Thank you Kara Miller for the photography











# Membership Report

By Cissy Tabor

The *Illinois State Auctioneers Association* has continued to grow in the strength of its dedicated members and even though the number has fluctuated from year to year, we find that is due to the requirement of Continuing Education and the fact that the ISAA offers a discount fee for CE Classes if you are a member.

However, your ISAA Membership cycle follows the calendar year, January through December. Members are given a grace period of 2 months to renew membership, in which membership can be renewed at our Annual Conference & Trade Show. As of March 1st, if membership is NOT renewed..... a new membership application must be filled out and will then be sent to the ISAA Board for approval in which an additional fee can be incurred as directed by the ISAA ByLaws.

Our association continues to mark a path of dedication by its members to ensure valuable service to our communities / clients / customers. In addition, our association continues to be recognized by our state legislature as an organization that is committed to our industry profession, legislation and in making sure consumers are protected in their business transactions with ISAA Auctioneers.

As of March 3, 2019, we are 265 members strong that are current on their yearly association dues with a potential addition of over 150 members who have not renewed their membership for this year. We hope to maintain & continue our growth in membership and strongly encourage you to renew. Membership Renewals were sent out last November and if you haven't renewed as of yet, the **MEMBERSHIP RENEWAL FORM** can be found on our association website to mail it in, or contact Cissy Tabor at [isaadirector@gmail.com](mailto:isaadirector@gmail.com) or **RENEW ONLINE** at [www.illinoisauctioneers.org](http://www.illinoisauctioneers.org). Don't Miss Out on ISAA News, Education, Legislation / Sales Tax Updates!!

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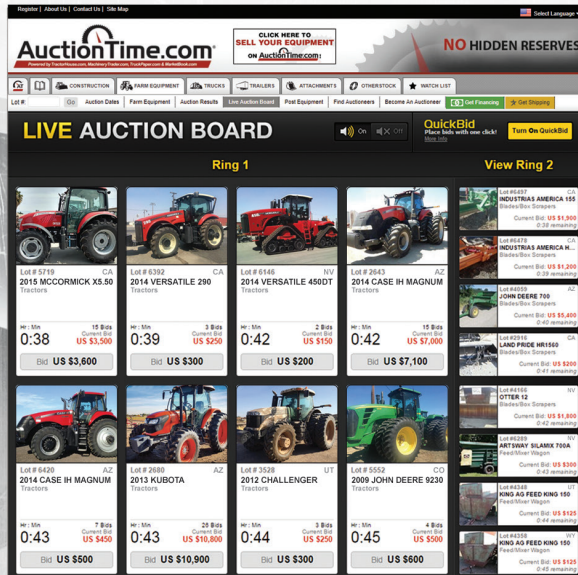
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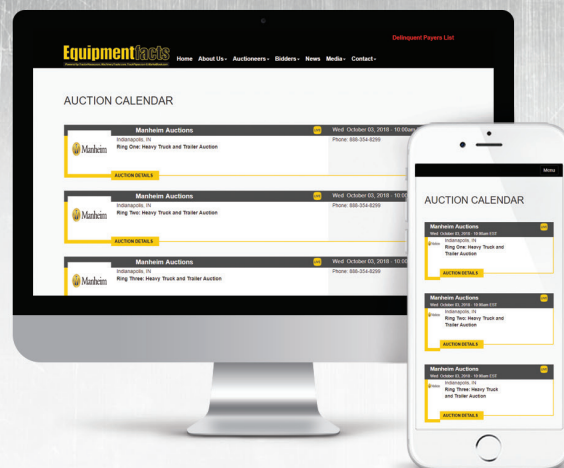
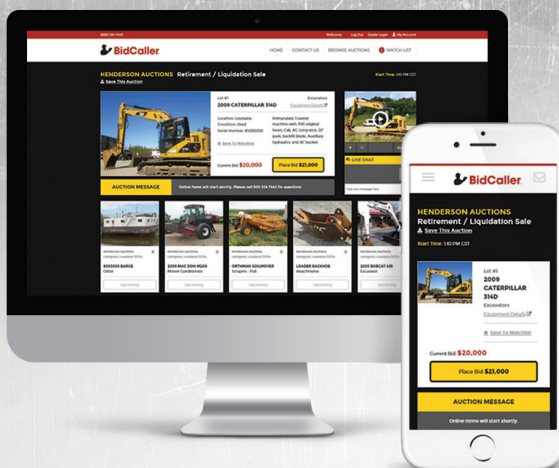
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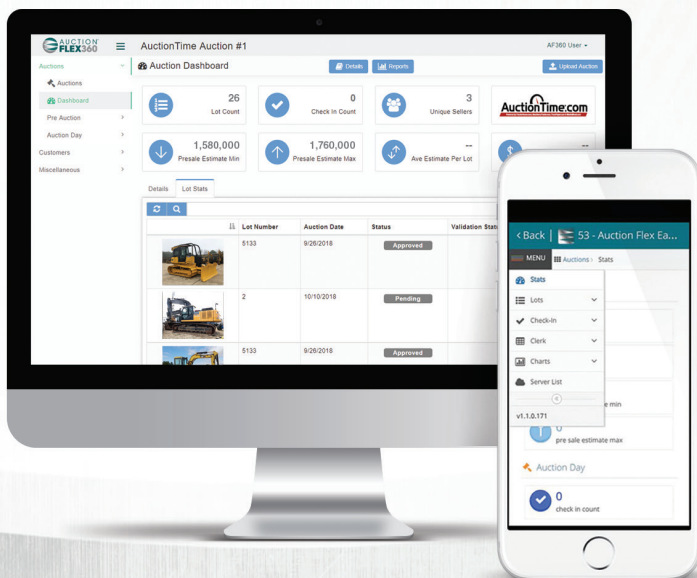
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# Sorry! “Sold!” Isn’t Enough For Sellers

Six years ago tomorrow, my wife and I moved into our current home. Since moving here, we’ve witnessed something uncanny or at least new to us. Real estate agents regularly ask us to sell our house. Once or twice, they’ve done it in person on my doorstep. One of my neighbors actually sold his brand new home—that wasn’t on the market—to a stranger who knocked on his front door and asked him to sell it.

A few months ago, I received one of these solicitations by way of a postcard. It didn’t convince me to sell, because my wife hates moving and says we have to live in our house at least a decade. It did intrigue me, though, because I rarely see auction companies pursue sellers so well. The graphic design wasn’t impressive. The photos weren’t groundbreaking. Its copywriting wasn’t clever, but its message was something I can rarely convince auctioneers to use.



Without that message, I am uncomfortable wasting auctioneer’s money on advertising to sellers. Every winter, a line of auctioneers call or email me about getting more sellers. This winter was no different. The consultation unfortunately doesn’t continue long after I ask them the following questions:

- What makes your auction service uniquely better than a seller’s other options?
- What do they get with you that they won’t get anywhere else?
- What is your typical seller’s pain point?
- How do you solve that problem?
- What supporting evidence do you have to prove that you consistently solve that problem?

No matter what the seller problem is, it typically comes down to one or more of the following:

- They want (or need) money in a hurry.
- They want (or need) more money than what other sale methods might net them.
- They want easier money—fewer negotiation exchanges and/or no contingencies.

Instead of telling sellers we can get them more money, faster money, and/or easier money, we in the auction community tend to push something ambiguous like a transparent process or true market value. Sellers don’t want true market value. They want the most money possible.



Most of the auctioneers I’ve consulted this winter want me to tell potential sellers that they can get properties or estates or equipment sold. The problem is that those sellers don’t doubt auctions sell stuff. They want to know prices realized relative to the market. Like you and me, they’ve seen real estate and personal property sell for pennies on the dollar in auctions; and they’ve seen news stories about art and jewelry that sell for record-breaking figures. Most of the sellers we’re pursuing aren’t in the Sotheby’s/Christie’s asset categories; and they want reliable information to assure them they won’t lose their shirts.

“Sold!” isn’t enough.

“Sold at auction!” isn’t, either.

As an industry and as individual companies, we’re up against objective headlines like the one on this postcard:

SOLD IN ONLY 3 DAYS  
\$3,100 OVER ASKING PRICE!  
Another happy client!  
Learn about our “Easy Exit” listing agreement

To be sure, not all real estate markets are like the one in my school district. And this probably isn’t the result of all



of Acree Brothers Realty's listings even here. Every hit isn't a home run. It doesn't have to be. Unlike a listing, almost every auction we conduct should result in at least one of the three headlines—more money, faster money, or easier money. All we need to do is consistently tout that. For \$35, you can tell sellers about that auction's more/faster/easier result for a week in your market on Facebook. If you don't think your potential sellers are part of the 70%+ of U.S. adults with a Facebook account or the 50% of U.S. adults who check Facebook daily, you can mail a postcard showcasing a group of your results to your top prospects every couple months for about a dollar a piece (not counting design).

Successful sales—whether auctions, buyouts, or listings—are your best seller acquisition tool.

If you're not having more/faster/easier auctions, then you need to chase people who don't care about how fast a transaction takes, how much they'll make, or how difficult the process will be. Those folks comprise a niche for another discussion. Everyone else—farmers, retirees, debtors, collectors, consignors, loan officers, mansion owners, middle managers, estate executors, and special commissioners—they're all looking for more money, faster money, and/or easier money.

Successful advertising happens when a company connects their solution with a consumer's need, want, or aspiration. If our advertising doesn't start there, it won't usually get there. That must be our lead, our focus, our headline. Customers won't care about our services until we prove we care about their situations. The auctioneers who do that best and most often get to be the ones with the best and most frequent commission checks.



This postcard arrived in the mail two days after I wrote this post after a door hanger solicitation the previous day.

*Ryan George, of Biplane, helps auction companies look like marketing experts to their sellers by clarifying their message, communicating that message with attractive media, and measuring that media with state-of-the-art tools.*



## Has Your Membership Lapsed???



## Membership Year shall be from January through December

If a member allows his / her membership dues to be more than 2 months in arrears, membership will automatically be terminated. Reinstatement will need to be by an affirmative 2/3 vote of the Governors in office.

Any member more than 12 months delinquent in the payment of dues may not be reinstated, but instead must reapply for membership as a new member.



### ISAA MEMBERS:

This year's convention was an awesome event. The speakers were great from the NAA!

Very informational and knowledgeable. And they were willing to share their skills and help other auctioneers learn from it. For those of you who didn't make it-you sure missed out.

I have to compliment Cissy Tabor, our new Executive Director. She really stepped up to the plate and handled herself very professionally. She did an excellent job. She had everything organized and under control.

If you think the association is in trouble or going in the wrong direction... Then make a good effort to be there to make it better. It will only be as good as we are willing to make it be. And for a new auctioneer in the business, you should without a doubt, join and get involved. It will help you get a better start in the business.

We all draw ideas and learn from each other. This association is only going to be great if we all contribute!

Respectfully,

Lyle Lee

Past, District 1 Governor





## Districts



### District 3 Spring 2019 Meeting Update

Discussion took place about the South Dakota vs Wayfair Supreme Court case, tax law affecting remote sellers which includes Auctioneers. Discussed article in Illinois gun law which allows auctioneers to transfer guns without state license.

Marcy Goldring-Edenburn pointed out the background on Illinois Auctioneers website should reflect more about Auctioneers rather than the Chicago skyline. Also Toulon Illinois is spelled wrong.

District money was questioned and George McCurley expressed the money was moved to ISAA to stay legal with federal requirements, but belongs to the district according to ISAA by-laws.

The servers at the Pizza Ranch were doing a fundraiser for "Rebels with a cause ...American Cancer Society" so District 3 voted to donate money from the evening's Fun Auction (\$165) to them.

Elections were held. Herb Burns was elected Chairman, Marcy Goldring-Edenburn was elected Secretary-Treasurer the following day, March 19th, following that no person ran for this office during the meeting.

*Great meeting 12 total in attendance.*

*~ George McCurley, District 3 Governor*



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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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# Meet Your Newly Elected & Appointed Board

Newly elected board members consist of Kara Miller, President, and Bill Burke, President-Elect, were elected for the 2019 - 2020 term by sealed ballot. Each nominee seeking a position on the ISAA Board provided an intro-speech in regard to their interest in and the asset(s) they believed that they could bring to the *Illinois State Auctioneers Association* and its members as a newly appointed officer. The election for the officer positions was sought after by current board members and past-board members alike.

ISAA President, Kara Miller, has appointed Renee Jones as the new, District 2 Governor to fulfill the remaining term of Dan Loftus upon his resignation. We are grateful for his time and continued service to the ISAA Board and look forward to hearing from him in the future.

We are looking forward to the promising outlook that the 2019 ISAA Board brings to the *Illinois State Auctioneers Association* and its members and believe that these officers will be a great asset for their service to the ISAA.



*Kara Miller*



*Bill Burke*



*Renee Jones*



2019 ISAA Board Being Sworn-In By NAA President, Tim Mast





# 2019 ISAA COMMITTEES

<b>Conference</b>	Bill Burke	<b>Membership</b>	Kenny Freeman
<b>Nominating</b>	Jack Wilkerson	<b>Scholarship</b>	Joe Orwig & Jack Wilkerson
<b>ByLaws &amp; Legislation</b>	Tom Walsh	<b>Seminars</b>	George McCurley
<b>Fun Auction</b>	Blake Canning	<b>Marketing</b>	Dave Brooks / Bill Burke
<b>License / Education</b>	Kerry Lenhart / Renee Jones	<b>Finance / Budget</b>	Joe Orwig / Renee Jones
<b>Hall Of Fame</b>	Blake Canning / Cory Craig	<b>State Championship</b>	Kyle Kelso / Joe Wieseman
<b>Long Range Planning</b>	Cody Hanold		

## ILLINOIS STATE AUCTIONEERS ASSOCIATION BOARD

**PRESIDENT** Kara Miller  
Joe Ollis Real Estate & Auction  
15 High Street Mille Creek • Ullin, IL 62992  
618-521-0525 • karastudent@yahoo.com

**SECRETARY / TREASURER** Joe Orwig (2020)  
Orwig Auction Service  
495 State Route 78 • Toulon, IL 61483  
309-361-0397 • joeorwig@yahoo.com

**GOVERNOR DISTRICT 2** Renee Jones, CAI, AARE, BAS, CES, CAS, PRI (2021)  
53 West Jackson, Suite 1757 • Chicago, IL 60604  
312-852-8523 • renee@renee.com

**GOVERNOR DISTRICT 4** Dave Brooks (2021)  
Brooks Auction  
1318 W Crestwood Dr • Jacksonville, IL 62651  
309-696-1708 • dave@brooksauktionandappraisals.com

**GOVERNOR DISTRICT 6** Tom Walsh (2021)  
Aumann Auctions  
3905 Old Mill Lane • Springfield, IL 62711  
217-299-0163 • thomas@aumannauctions.com

**GOVERNOR DISTRICT 8** Joe Wieseman (2021)  
Wieseman Auction Service  
8354 Dustman Rd • Worden, IL 62097  
618-779-2741 • wiesemanauctions@live.com

**GOVERNOR DISTRICT 10** Blake Canning (2021)  
Canning Auctions  
1985 Business Hwy 13 • Murphysboro, IL 62966  
618-713-0222 • blake@canningauctions.com

**PAST PRESIDENT** Jack Wilkerson  
Hayden-Wilkerson Auction Company  
3194 Marble Ct • Decatur, IL  
217-433-8008 • ijaw1@aol.com

**GOVERNOR DISTRICT 1** Kenny Freeman (2021)  
Irene Auction Company  
929 Irene Rd • Cherry Valley, IL 61016  
815-289-7904 • cspate6@frontier.com

**GOVERNOR DISTRICT 3** George McCurley (2020)  
PO Box 1392 • Jacksonville, IL 62651  
217-243-6418 • mccauction@yahoo.com

**GOVERNOR DISTRICT 5** Cody Hanold (2020)  
Hanold Auctioneering  
3560 Brown Road • Brighton, IL 62012  
618-781-9810 • codyhanold@att.net

**GOVERNOR DISTRICT 7** Kerry Lenhart (2022)  
Lenhart Auction & Realty  
302 Mill Street • Georgetown, IL 61846  
217-662-8644 • lenhartauction@nwcable.net

**GOVERNOR DISTRICT 9** (2022)

Cissy Tabor • Executive Director  
312-702-2117 • isaadirector@gmail.com





Illinois State Auctioneers Association  
PO Box 359  
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[www.illinoisauctioneers.com](http://www.illinoisauctioneers.com)

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## ***2018 - 2019 Industry Calendar***

### **March 2019**

*NAA State Leadership Conference*  
March 4 - 5, 2019  
Kansas City, MO

*Certified Auctioneers Institute (CAI)*  
March 17 - 21, 2019  
Bloomington, IN

### **April 2019**

ISAA Board Meeting  
April 8, 2019 @ 10 AM  
Illinois State Press Association  
Springfield, IL

### ***National Auctioneers Week***

April 29 - May 4, 2019

### **July 2019**

*NAA Pre-Conference & Show Education -*  
AMM, CES, ICAP & USPAP (7 hour)  
July 7 - 9, 2019  
New Orleans, LA

*NAA 70th Conference & Show*  
July 9 - 13, 2019  
New Orleans, LA

### **August 2019**

*NAA Benefit Auction Summit*  
August 25 - 27, 2019