

The Illinois Auctioneer



Illinois State Auctioneers Association ~ Winter 2018



ALSO INSIDE:

- ★ Convention News
- ★ Website Update
- ★ Member Spotlight

*Presidential service plaque presented to Darrel Adcock
by Jack Wilkerson at the Illinois State Fair*



FROM THE PRESIDENT

It's now time for the *70th Annual ISAA Conference* and it is time to make your plans to attend. Why wouldn't you go ahead and make your hotel reservations and fill out your ISAA Convention Form? Or go ahead.... Register Online! You already know that you are going to attend, so the decision has been made, why add more pressure and stress to your already hectic schedule?

As you all know the culmination of our association is our Annual Conference, where our members enjoys fellowship, education, camaraderie and a bit of competition.

Kara Miller, President-Elect, and her committee have been working hard to put together an excellent program of diversified speakers and make it a success. This conference is proving to be very educational for an array of divisions within the auction industry to maximize the diversified ISAA Members that we have. Kara has been thinking outside-the-box for this conference to add something different for us and bringing in new speakers that we haven't had before.

My appeal to you is that with all of her hard work, our continued efforts for successful management of the conference depends significantly on the pre-registration to the conference. The conference has a lot of moving parts and the closer we can estimate the numbers for meals and rooms, the more we can prepare to manage it to the best of our ability.

Are you inviting your auction goers to attend the ISAA Fun Auction and Illinois State Auctioneer Championship? They love auctions! Be sure to make this 71st Anniversary a year to remember; don't procrastinate! So, if you are a new member or even a current member who hasn't been able to attend in years, I want to extend a personal invitation to you and your family to come enjoy President's Day Weekend with your fellow ISAA members.

For the past 2 years we have had Amy Cheatham and her company, *The FIRM*, at the lead of managing our association. In October, Cissy Tabor, was brought in to work with *The FIRM* under AuctionLook's Executive Director program to assist *The Firm* in providing administrative services to the ISAA. Cissy joined the ISAA Board of Directors for our October Board Meeting and I believe that after meeting her and in working with her, our association will be stronger and continuing to move forward with a positive impact to continue making our association a strong entity. She has already dived in full force to assist Kara and her committee in making our conference a success. I have asked her to provide our members with an introduction of herself and her work history / association within the auction industry in this newsletter, so check it out and make sure that you introduce yourself to her at our annual conference.

In closing, working with the board and our members has been challenging and entertaining for me this year. It has been an honor and privilege to serve with the Board of Directors and to stand as your 2018 Illinois State Auctioneers Association President. I look forward to serving my remaining time on the Board and to continue to be an active, engaged member for many years to come.

Jack Wilkerson
2018 ISAA President

BOARD OF DIRECTORS

PRESIDENT

Jack Wilkerson

Hayden-Wilkerson Auction Company

3194 Marble Ct

Decatur, IL

(217) 433-8008

ijaw1@aol.com

PRESIDENT - ELECT

Kara Miller

Joe Ollis Real Estate & Auction

15 High Street Mill Creek

Ullin, IL 62992

(618) 521-0525

karastudent@yahoo.com

SECRETARY/TREASURER

Joe Orwig

Orwig Auction Service

495 State Route 78

Toulon, IL 61483

(309) 361-0397

joeorwig@yahoo.com

GOVERNOR DISTRICT 1

Kenny Freeman

Irene Auction Company

929 Irene Rd

Cherry Valley, IL 61016

(815) 289-7904

cspate6@frontier.com

GOVERNOR DISTRICT 2

Dan Loftus

River Valley Auctions

771 Washington Rd

Bourbannais, IL 60914

(815) 933-9008

dan@daca.net

GOVERNOR DISTRICT 3

George McCurley

PO Box 1392

Jacksonville, IL 62651

(217) 243-6418

mccauction@yahoo.com

GOVERNOR DISTRICT 4

Dave Brooks

Brooks Auction

1318 W Crestwood Dr

Peoria, IL 61614

(309) 696-1708

dave@brooksauctionandappraisals.com

GOVERNOR DISTRICT 5

Cody Hanold

Hanold Auctioneering

3560 Brown Road

Brighton, IL 62012

(618) 781-9810

codyhanold@att.net

GOVERNOR DISTRICT 6

Tom Walsh

Aumann Auctions

3905 Old Mill Lane

Springfield, IL 62711

(217) 299-0163

thomas@aumannauctions.com

GOVERNOR DISTRICT 7

Kerry Lenhart

Lenhart Auction & Realty

302 Mill Street

Georgetown, IL 61846

(217) 662-8644

lenhartauction@nwcable.net

GOVERNOR DISTRICT 8

Joe Weiseman

Weiseman Auction Service

Worden, IL 62097

(618) 779-2741

weisemanauctions@live.com

GOVERNOR DISTRICT 9

Bill Burke

United Country Burke Auction & Realty

6451 East 1050th Ave

Robinson, IL 52454

(618) 592-4200

burkeauctionrealty@gmail.com

GOVERNOR DISTRICT 10

Blake Canning

Canning Auctions

1985 Business Hwy 13

Murphysboro, IL 62966

blake@canningauctions.com

EXECUTIVE DIRECTOR

Cissy Tabor

(312) 702-2117

isaadirector@gmail.com

ISAA COMMITTEES

Executive Committee

Jack Wilkerson, Kara Miller

Joe Orwig & Amy Cheatham

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Joe Orwig & Bridget Ganey

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Ron Jordan, Jimmy Hannegin

Brian Curless & Alex Belcher

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Bill Burke

Nominating

Cody Hanold, Darrel Adcock

Bill Beck & Lyle Lee

Scholarship

Joe Orwig, Lyle Lee &

Suzanne Cowman

Seminars

Joe Weiseman

Long Range Planning

Kerry Lenhart, Lyle Lee &

Vern Meriman



NAA SPOTLIGHT

I just got back from my tenth visit to *St. Jude Children's Research Hospital* in Memphis, TN.

Each year, the President of the NAA Board of Directors goes with the Membership Manager, Brandi McGrath Kong, and our NAA IAC Champions to Memphis. We purchase thousands of dollars of toys and then we "sell" them by auction to the children who are patients at St. Jude – patients and siblings alike! And we are doing this with funds provided to us by the members of the *National Auctioneers Association*. These are not the donations that are sent in and targeted for the hospital – this is part of our operating budget.

This year was particularly poignant for me. You see, I am a Grandmother of ten – and a Great Grandmother of one. And this year, I witnessed President Tim Mast explaining what we were doing to a family who could not speak English. Tim speaks Spanish and this family's child was ill (obviously all of the patients at St. Jude are) and they were so excited to be able to attend an auction and receive a toy for their child. The father was clapping and hooting and taking photos. And it was because Tim had spoken to him in his own language! Watching their interaction brought tears of joy to my eyes.

I can't imagine having a child so sick that they must be taken to St. Jude, but I am so grateful that this place exists. Everything at St. Jude involves the child. They know they are sick and they are talked to about the treatment they will take and what will be happening to them. There are wagons that flood the hospital – many of which have been donated by NAA members through the IAC Contest.

And what is even better is that they are a research hospital – and all of the research that is conducted at St. Jude is open to other researchers and to physicians all over the world – at no cost. Their mission is to cure childhood cancer so that *"No child should die in the dawn of life."*

Each year NAA members donate tens of thousands of dollars to *St. Jude through Auction For Hope*. In fact, we have raised more than five million dollars over the course of our tenure with St. Jude.

Even if you are not a member of NAA, you too can join this challenge. Please don't hesitate to go to www.stjude.org/naa. After all, as Winston Churchill said many years ago, *"We make a living by what we get. We make a life by what we give."*

And if you are an NAA Member – *"Thanks for the privilege of allowing me to represent you at St. Jude."*

To all – I wish you happy holidays!
Hannes



CALENDAR OF EVENTS

Feb 15 – 18, 2019

2019 ISAA Convention – Marriott Pere, Peoria, IL

March 4 – 5, 2019

NAA State Leadership Conference, Kansas City, MO

March 17 – 21, 2019

Certified Auctioneers Institute (CAI), Bloomington, IN

July 9 – 13, 2019

NAA Conference & Show, New Orleans, LA



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ISAA Website

* New Features

Hosted By:

AUCTIONLOOK

www.illinoisauctioneers.org

LOG-IN

1

On the Header Bar of the page, select **LOGIN Post Auctions & Update Profile**.
It will present a Login Page.



Welcome to the Illinois Auctioneer Association

[LOGIN Post Auctions & Update Profile](#) [Join / Renew](#) [IAA Forum](#)



2

Enter the email address that is associated with your membership and then select "Forgot Password"
(Do NOT fill in password.)

Welcome to the
AuctionLook
marketing center

3

It will then prompt you for your email address & it will send you a link to Reset Your Password.

4

Go to your email Inbox. Open the email from **AuctionLook** and then **CLICK** on the link to "**Reset Password.**" Once it's reset, then you can log in from the screen it presents.

ISAA Website Instructions – Membership Profile & To Post An Auction

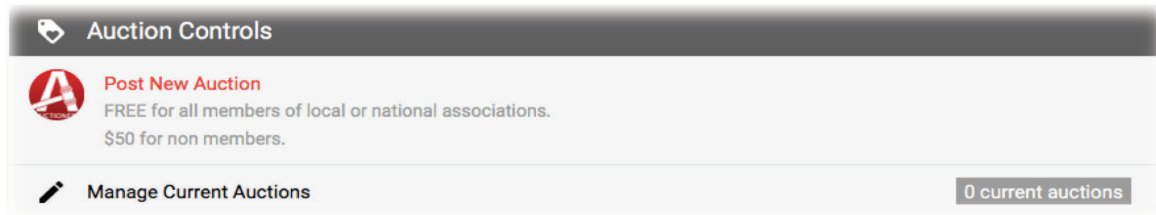
Entering a Sale Bill is Quick and Easy!

Once logged in, go to your "Auction Controls" to post and edit your auctions.

Updating Your Member Profile:

Once logged in, go to "**Member Controls**" to update your profile. **You can edit your** Address, Phone #, Upload a profile photo, Add a Logo and more!

POSTING AN AUCTION



1. Auction Title.
2. Auction Description
3. Start and End Dates – If a same day auction, put the same day and estimate the end time. (example: Live Auction)
4. Time Zone
5. Photos – No larger than 5Mb. You can also click and drag the photos in the order you wish to have them displayed. Remember, your 1st photo is your Primary Photo!
6. Auction Category – This is so Google can make your search more accurate.
 - a. Auction Type
 - b. Property Type
 - c. Item Type
7. Address – Only City, State and Zip Code are required. AuctionLook needs this information because they will Email Blast to Buyers in the area specific to the Geographic Location.
8. Directions – Not required, but if you fill them out, a Google map will populate.
9. Bidding URL – For Online Auctions. Put the URL of your auction & a Button will populate, directing the public to your Online Platform.
10. YouTube Link – Populates a Button to your YouTube Channel.
11. Company Website – Put the URL of the auction from your website.
12. Auction Terms – Enter auction terms or directions to Terms & Conditions from another site.

Premier Auctions:

This feature is **NOT** required to Post An Auction...Only an option. Premier is designed to give you Top Placement on **AuctionLook's** 30 syndicated auction websites, email blasts, the National App, "Auctioneer" and **AuctionLook.com** Home Page.

It's an opportunity for that additional exposure auctions sometimes need.

Pricing on this Optional Feature is \$29.00

FREE MEMBERSHIP BENEFIT

AuctionLook's New App **AUCTIONEER**

Is a Passion Project Inspired by Kayak

KAYAK searches hundreds of other travel sites at once to find the information you need to make the right decisions on flights, hotels & rental cars. Sometimes you just need passion, to embark on your company's next project. That was the case for the **AUCTIONEER** app, the Bowling Green, KY-based AuctionLook's company head, Katie Lappe, expressed her love for Auctioneers, by proposing building an aggregated platform where the public can search hundreds of Auctioneers, using many different platforms to find the Auction or Auctioneer of interest ... Simply enough, Felix Eckhardt, Co-Founder and Houchen Industries, was enamored with how this could change the auction industry, giving 100% reach to the public, proving to be a sound solution for the industry to show all of its strengths together.

From there, it didn't take too long for **AUCTIONEER** app to catch on with Auctioneers.

Especially popular is the "Sell with Auctioneer" lead generating feature.

AUCTIONEER app is a spinoff of the original app for the Kentucky Auctioneer Association, intended to have a more national reach, now within just a short 3 years **AUCTIONEER** app has risen to the #1 position in the iTunes store for "auctions" with millions of public views.

Vendors are catching on as well. **AUCTIONEER** is not a competitive platform for vendors, it is an aggregate platform for all the online bidding and onsite vendors of all Auctions and Auctioneers. Vendors can be seen on almost every Auction and some Auctioneers profiles. Direct links and promotions for these vendors is encouraged.

What else does the **AUCTIONEER** app do? Well any Auction on the **AUCTIONEER** app can be found on the AuctionLook Marketing Center. AuctionLook Marketing Center believes that one centralized HUB devoted to this syndicated task, for all Vendors and Auctioneers, makes sense.

Posting on AuctionLook & the **AUCTIONEER** app is **FREE** with login being the same for BOTH sites!

"Auctioneers spend billions of dollars a year in advertising. Money is a powerful tool. Let's give Auctioneers a place to invest their auction budget, with great return for that investment, then together, we give financial power to the Associations to FIGHT and bring the FUTURE to the next generation of AUCTIONEERS."



Don't Let Your Membership Lapse!



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.

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to 2 persons per room*

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2019 Conference & Tradeshow
Registration Is Open NOW
www.illinoisauctioneers.org

2019 Illinois Convention Time !

Networking - Education - Competition!



2019 ISAA CONFE



Tim has been in the auction business for almost 20 years and is Executive Vice President at *Tranzon Asset Advisors*. He is a lifelong resident of southwestern Tennessee, where he resides and has his office. Tim is a graduate of the *World Wide College of Auctioneering* in Mason City, Iowa, and successfully completed all course and testing work for his Tennessee real estate broker's license, and auctioneer's license and has gone on to become licensed in multiple other states. Tim has earned the NAAs Accredited Auctioneer of Real Estate (AARE designation as well as CAI) Certified Auctioneers Institute.

Mr. Mast served on the education committee for the *Tennessee Auctioneers Association* beginning in 2004. He has served as Vice President for the western district of Tennessee; in 2008 was elected to the position of President- Elect; and in 2009, was sworn in as President of the *Tennessee Auctioneers Association*. In 2013, he was inducted into the *Tennessee Auctioneers Association* Hall of Fame and is the youngest person in its history to receive that honor and in July 2014, was elected to the NAA Board of Directors. In July 2017 he was elected NAA Vice President and is currently serving as NAA President.

Using his natural skill for negotiating coupled with a commitment to continuing education, he has been exceptionally successful in working through large and complicated property transactions spanning approximately 30 states and three countries.

As a young man, he resided for a two-year timeframe in Bolivia where he learned to speak fluent Spanish. Growing up in his household, he also learned fluent German. Tim's family life is active; he lives with his wife, Ruth Anne, and their four children, Lilah, Wyatt, Kaitlynn and Peyton.

Brian is the Founder and Chairman of the only training institute in the world dedicated to training and preparing individuals to serve the auction industry professionally and effectively as ringmen or bid assistants for their auction teams for ANY type of auction with ANY auctioneer, *The Professional Ringmen's Institute* (PRI). At the Professional Ringmen's Institute, students learn the effective communication skills required to serve effectively and efficiently with any Auctioneer for any type of Auction anywhere in the world.

PRI founder, Brian Rigby, began his auction career in 1979 working the ring for Registered Quarter Horse Auctions while serving as Associate Director of Advertising for the *Quarter Horse Journal*, then located in downtown Amarillo, Texas.



A second generation auctioneer, Cody is also a partner in the family business of *Lowderman Cattle Company*, and together with brother, Monte, founded Lowderman Auction Options, an online marketing service. Cody has conducted numerous auctions throughout the U.S. In 2017, Cody was named Reserve World Champion Auctioneer, Rookie of the Year, and received the high individual score on the interview portion of the *World Livestock Auctioneer Championship* that is sponsored by the *Livestock Marketing Association*. Following his contest win, Lowderman commented: "*This contest is a showcase of the finest auction talent in the livestock industry and I feel very fortunate and honored to have been as successful as I was in my first appearance in the contest.*"

RENCE SPEAKERS

Renee Jones has managed and conducted virtually every type of auction, from personal property estate sales to a 3-year assignment to the disposition of assets on behalf of the Trustee for Enron Bankruptcy. Renee has called auctions on behalf of governmental agencies including RTC, FDIC, US Customs Service, federal & state courts and municipalities. Her responsibilities have included real estate auctions in more than 20 states, interim property management, lease workout negotiation, fleet inventory / appraisal / sales, power plants, construction projects and expert testimony in US Bankruptcy Courts.



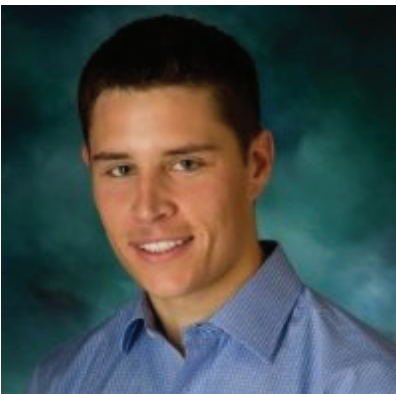
Miss Renee continues to hold the record as the youngest woman to win the International Auctioneer Championship and is the only woman to ever win the Texas State Auctioneer's Championship. As a result, she is a sought after coach, mentoring a number of international and state champions.



Brian Curless was raised in the livestock marketing industry, but did not originally have any interest in becoming an auctioneer. During his mid-20s, Curless recognized the need for livestock auctioneers as the population of current auctioneers was aging. He attended auction school and from there, had *"put WLAC Champions on a pedestal."* In 2012, Curless competed in a WLAC Qualifying Event for the first time and competed for 6 years when he won the *2017 World Livestock Auctioneer Championship*. Curless reminds other auctioneers that, *"perseverance is key in pursuing the WLAC Championship and to not get discouraged."*

Cody, a first generation auctioneer, found his love for the auction industry as a child while traveling to a variety of different auctions with his father. He stays busy through the week by selling livestock and you can find him at livestock barns within the area anytime their regular auctioneer is unavailable.

Hanold Auctioneering sells everything ranging from livestock, to real estate and household items including furniture and tools, complete liquidations, going out-of-business sales, benefits and much, much, more. If it can be sold, he can sell it, even if its bolted to the floor.



Kyle McMahon grew up in southeast Iowa surrounded by an entrepreneurial family who loved the outdoors. Much time was spent hunting Jefferson and Van Buren Counties and helping friends with their fields, crops and livestock. His work ethic and love for equipment led him to start a lawn and landscaping business in Fairfield, which he sold to fund his education at Iowa State University.

After graduation from ISU, Kyle began buying and selling farmland for *Summit Agricultural Group*. For the next 4 years, Kyle traveled the Midwest reviewing new tracts of land for sale while attending 1,000+ land and equipment auctions. As his passion for agriculture grew, he recognized farmers didn't have a digitally searchable database for upcoming farm equipment auctions. The automotive

and real estate industries had them. 'For Sale' farm equipment had them, but why not farm equipment auctions? That's when he decided to build *Tractor Zoom*.

2019 ISAA CONFERENCE

FRIDAY, FEBRUARY 15, 2019

5:00 PM

Meet and Greet (Concierge Lounge)

SATURDAY, FEBRUARY 16, 2019

7:00 AM

Registration Begins

8:00 AM

Opening Session w/ Kara Miller, Conference Chairman

Trade Show Opens

8:30 AM

Fundamentals of Serving as a Professional Ringman w/ *Brian Rigby of Professional Ringmen's Institute*

11:45 AM - 12:45 PM

LUNCH w/ Vendor Spotlight and Visitation

1:00 PM – 1:45 PM

New Website Question & Answer w/ *AuctionLook*

1:45 PM - 2:00 PM

VISIT w/ VENDORS @ Tradeshow

2:00 PM - 3:30 PM

Bid Calling Every Day Is A Competition w/ *Renee Jones*

3:30 PM - 5:00 PM

Five Keys To Successful Real Estate Auctions w/ *Tim Mast*

Equipment Auctions from the Buyers Perspective:
Educating Buyers for Higher Commissions w/ *Kyle McMahon*

5:00 PM

Meeting of the Membership

Cash Bar Opens

6:30 PM

DINNER

7:30 PM

ISAA Auctioneer Championship Preliminaries

TRADE SHOW SCHEDULE

SUNDAY, FEBRUARY 17, 2019

7:30 AM	Coffee & Fellowship VISIT w/ VENDORS @ Tradeshow
8:00 AM	President's Breakfast (Restaurant)
8:30 AM – 10:00 AM	How To Master Cold Calling and Doing It Gracefully w/ <i>Renee Jones</i>
9:30 AM – 11:00 AM	Cattle Auction Panel Discussion w/ <i>Brian Curless, Cody Lowderman & Cody Hanold</i>
11:00 AM – 11:45 AM	VISIT w/ VENDORS @ Tradeshow
11:45 AM – 1:30 PM	LUNCH and Scholarship Dessert Auction Town Hall Meeting w/ Legislative Update
1:45 PM – 3:00 PM	Ted Talks - Livestock Competition Interview Questions w/ <i>Cody Lowderman</i>
3:15 PM – 5:00 PM	Better Sales and Negotiation Tactics w/ <i>Tim Mast</i>
6:00 PM	Dinner Awards Banquet
7:00 PM – TBD	FUN AUCTION <i>Lip Sync Battle - Winner receives a FREE Conference</i>

MONDAY, FEBRUARY 19, 2019

8:00 AM – 9:30 AM	Mandatory CE Course
9:30 AM – 11:00 AM	Mandatory CE Course -
11:00 AM – 12:30 PM	Sales Tax Panel Discussion - Get Informed

2019 ISAA CONF

NEW Website Questions & Answers w/ AuctionLook

How does *South Dakota vs Wayfair* affect you? New issues with Illinois sales tax collection auctioneers are facing. The rules are changing dramatically...
Get Informed Today!

Livestock Competition Interview Questions

w/ Cody Lowderman

Cody will share how to be your best in answering interview questions and how to separate yourself from competitors. What knowledge to gain in the interview process.

Cody Lowderman from Macomb, Ill., earned Reserve Champion honors and was named the 2017 Audrey K. Banks "Rookie of the Year" in recognition of an impressive display of talent at his first WLAC competition. The Reserve Champion and Rookie of the Year also won the award for High Interview score.

Better Sales and Negotiation Tactics

w/ Tim Mast

Tim will share with you the tricks he has learned as he carved out a niche in negotiating complicated transactions and how you can put rapport on a fast track for better salesmanship in your first encounter.

Equipment Auctions from the Buyers Perspective: Educating Buyers For Higher Commissions

w/ Kyle McMahon

Giving your buyers critical asset information will give them comfort to keep bidding. Providing insight from a career an investor representing major farmland funds and as a farmer operation attending more than 1,000 farmland and equipment auctions

Bid Calling - Every Day Is A Competition

w/ Renee Jones

You don't have to sign-up / compete in an auctioneer competition to improve your bid call. We'll discuss first impressions that you can make.

This session will cover some ABC's of how you can grow & improve your business. We will look at the International Auctioneer Championship Judging Sheet and break it down for your personal improvement and in understanding how you are judged by the public, buyers and sellers.

REFERENCE SESSIONS

Five Keys to Successful Real Estate Auctions

w/ Tim Mast

This program explores the fundamentals that Tim has come to believe are key to booking, organizing and completing real estate auctions. Discussion items will range from listing, to marketing, to buyer management and beyond.

How To Master Cold Calling And Doing It Gracefully

w/ Renee Jones

Why everyone hates cold calling and why this is good news for you!!! Cold calling potential clients can be frustrating and hard. Using cold calling and using it effectively can generate millions of dollars in actual sales today. Renee will show you why cold calling is the element of the sales cycle and where to find best leads, information on email selling, refining voice messages and online networking. You will learn how to turn leads into clients and overcome objections. This seminar will give you ideas for anyone who is building credibility, name recognition and sharing their passion with the world.

Cattle Auction Panel Discussion

w/ Brian Curless, Cody Hanold & Cody Lowderman

Hear how successful contract livestock auctioneers have built their career, information in creating a successful brand, competing at the *World Livestock Auctioneer Championship*, learning from experience; do's and don'ts, social media do's and don'ts along with how to be a hireable professional.

Fundamentals of Serving as a Professional Ringman

w/ Brian Rigby

In this session, we will discuss the fundamentals involved as a Professional Ringman looking at the evolution of the ringman, delegation of responsibility, defining a ringman along with what a Professional Ringman **needs to know**, the importance of team communication, image and also conduct a series of live exercises illustrating some of the numerous situations a Professional Ringman needs to be familiar with.

Sales Tax Panel Discussion

How does *South Dakota vs Wayfair* affect you? New issues with Illinois sales tax collection auctioneers are facing. The rules are changing dramatically...
Get Informed Today!

Are You Taking Advantage Of Your ISAA Membership?

Are you getting the most you can out of your membership in the *Illinois State Auctioneers Association*? I wonder if most members might say “no” or “well not really” or... maybe they are not even sure what benefits are available with being a ISAA member.

It is being said over and over in the auction Facebook groups, “*You get out of it what you put into it.*” How about “*you reap what you sow?*” Well, that applies to your membership as well in an organization.

As a ISAA member, your information is listed in an online directory on the ISAA website, www.illinoisauctioneers.org, where anyone seeking an auctioneer can search by name, company name or location. When you become a member, you are asked to create your profile. Take advantage of this and do it quickly! Your profile allows you to provide your contact info, a resume / bio about yourself and your business, a photo of yourself or your logo and your specialties.

Whenever you receive a call from a potential client, do you ask how they got your information? Do they tell you they found you on our association website? No? Do you even know what your profile looks like on the ISAA website? Many times you might be surprised when they do state that they found your information by searching on the ISAA website. And don't be surprised if you are contacted by someone from a different part of the state or even a different state. A customer on the northern side may have a need for an auctioneer in the southern area. Or, a client in Indiana may have some property in Illinois they need to liquidate and believe auctions are a great way to do it! This is just another avenue for you to market your business and have potential clients find you. And if you don't believe your website is beneficial, I dare you to ask around. The association receives a number of requests throughout the year in which an email blast is sent out to members. Why not set yourself for success by being current / updated on the ISAA website?

Another benefit of being a member is the ability to list your upcoming auctions on our website. Visitors can see upcoming auctions right on the Home Page!

As part of your membership you receive the ISAA newsletter four times a year full of news, features, updates, legislature changes affecting our industry, helpful information to guide you, inspire you and hopefully make you more money in your auction business.

As we all know, networking is one of our most assets. The ISAA Facebook page is intended to promote ISAA members, the auction industry, membership auctions and simply put, a member spotlight for ISAA members. By each member of our association “liking” the page, the postings / announcements and sharing with friends, family and buyers.....ISAA Members are getting out in the forefront.

The ISAA website provides a variety of information at the click of the mouse or the touch of a finger. Want to see who is on the ISAA Board? Interested in upcoming ISAA events or Continuing Education? Received an Award? Discover who are the Past Champions or Hall of Fame members? You can find it on the ISAA website.

Perhaps one of the best benefits of being a member is the access you have to members all across the state and the combined wealth of knowledge they all have in all the different segments of the auction industry. Get to know the auctioneers in your area and in segments you want to do business in. The more relationships you develop, the bigger your network becomes and the greater the chance you have for potential jobs or opportunities to grow your knowledge and business. Work together. No one auctioneer can handle all of the auctions in the state.

If all you do is send in your yearly check, you won't gain as much as you will if you attend the yearly conference or any events. Learn about your ISAA Board, read the newsletter, visit the ISAA website and follow us on Facebook. Ask questions when you have them and we will try to answer them to the best of our ability. Have suggestions or ideas that you feel would benefit the whole membership? Let us know. We are here to help you, help you grow and in return....to learn from you as well.

CONVENTION HOTEL INFORMATION:

MARRIOTT PERE MARQUETTE

501 Main Street
Peoria, IL 61602
(309) 637-6500

Discount Code: IL State Auctioneers



Hello *Illinois State Auctioneers Association*!

It is my pleasure to have the opportunity to serve your organization!

Jack Wilkerson, ISAA President, asked if I would share a little about myself and how I am connected in the auction industry.

I have served as the Executive Secretary for the *Colorado Auctioneers Association* since 2017. When the position became available, I was currently serving as the 2nd Vice President on the CAA Board and have been the chairman for the sponsorships / exhibitors / advertising and public relations committee in addition to being the newsletter editor for a number of years. My position with the CAA Board has been supported my career in regard to Management, Accounting, Hospitality Management and Commercial Management.

I became an auctioneer in 2010 and a professional ringman in 2012 and have continuously invested in my auction education and have earned a couple of designations to support my passion within this industry. Prior to accepting the secretary position on the CAA Board, I have specialized in storage auctions and benefit auctions while I moved back home to help my elderly partents in their latter years of life. Although some days are more emotional than others, I can truly say I am blessed for this decision.

My goal this year is to help this association grow, not just by numbers but also to see our members grow by helping in whatever way I can being a part of your state association. We can do this together by providing quality Continuing Education classes, conventions and in being excited about what this profession has to offer the general public.

I look forward to working with you and can't wait to meet you in the near future!

Best wishes,

Cissy Tabor, CAI, BAS, PRI

Executive Director



In Memoriam



Edwin Schmidt

October 16, 1917 - October 9, 2018

Edwin C. Schmidt, 101, of Elgin passed away Tuesday, October 9, 2018, at his home. He was born October 16, 1917, in Woodstock, IL, the son of Charles and Ella Hobe Schmidt. He was an auctioneer and a salesman for *Milk Specialties* in Dundee and *Pacifac Mollasses Co.* before retiring. He served in the U.S. Army during W.W. II in Signal Intelligence.

Whether he was training pigeons to serve in World War II or sorting chicks, riding a bucking bronco or calling for bids at a livestock auction, Ed Schmidt's long life often revolved around animals.

But the rural Elgin man never did achieve his childhood goal of becoming a veterinarian.

Schmidt said his interest in breeding, training and racing pigeons began when he was a child in Woodstock.

"A guy down the street had pigeons and showed me how to do it. Believe it or not, his name was Homer Mann." When the Schmidts moved to Elgin, 10-year-old Edwin started raising pigeons in a loft in his backyard and joined the *Elgin Homing Pigeon Club*.

When he was drafted into the Army on the eve of World War II, he was assigned to work with pigeons in the Signal Corps. Soon after Pearl Harbor was attacked, 24-year-old Ed Schmidt was sent to Hawaii to breed and train birds who could carry messages from troops on the front lines.

By World War II, many Army units had portable "walkie-talkie" radios. But Schmidt said that, *"sometimes hills or distance would block the signal from such radios. So G.I.s took along pigeons as a backup."*

Schmidt said that saved hundreds of Allied lives in 1943 on the Italian front when a brigade of British soldiers entered an enemy-held town ahead of schedule. They knew that American Air Forces were scheduled to bomb that town in a few hours, but they were unable to contact the American headquarters by radio. Finally a homing pigeon named G.I. Joe flew 20 miles and the bombing raid was aborted.

After the war, the now-29-year-old Schmidt wanted to enter the University of Illinois on the G.I. Bill and become a veterinarian. *"But I couldn't get in because my father had never gotten his citizenship papers after immigrating from Germany,"* he said.

Instead, Schmidt took a course teaching how to tell male chicks from female chicks when they were nine hours old. He returned to Elgin to try a career as a "chick sexer" for hatcheries in the area. *"I could sex nine to 12 birds a minute at a penny per chick,"* he said.

When the Kane County poultry industry moved to the South, Schmidt found his main career as district sales manager for a molasses company.

"I lived in airplanes for 34 years," he said. He retired in 1982. He began a side career when he accompanied a friend to a livestock auction at the *Chicago Stockyards*. When the auctioneer failed to show

up, Schmidt volunteered to take his place. He turned out to have a talent for such work.

Meanwhile, he spent one summer with a friend raising Brahma bulls and bucking broncos on the rodeo circuit out West. And he always kept raising pigeons, training 60 or 70 at a time to fly home from hundreds of miles away and competing in races.

Schmidt said American pigeon fanciers have included Roy Rogers, Jimmy Doolittle, Terry Bradshaw, Mike Tyson and Willie Nelson. But he said America is unusual in not having lots of pigeon-racing fans.

"In Belgium pigeon racing is like baseball is here. It's popular all over Europe. Every year there's a race in South Africa and this year a man from Indiana won. He auctioned off the pigeon and it got \$110,000. A lot of money is bet on pigeon races."

Ed Schmidt's key to living to 100?

"I never smoked in my life, I never had a drink and I never went out with girls. One of those is true -- I never smoked," he jokes.

"Actually it's luck. I did have a cousin who lived to 105, and my dad was 89 when he died. But I'm gonna go to 150."

Originally printed in the Daily Herald, August 7, 2017 by Dave Gathman, correspondent.



ILLINOIS CHAMPIONSHIP AUCTIONEER CONTEST

First Round to be held at the
71st Annual Conference

February 16, 2019 @ 7:30 PM
Marriott Pere Marquette - Peoria, IL

Entry Deadline • February 4, 2019
Finalist from Round One will move on to
compete in the Final Round at the IL State Fair.

Questions?
Cissy Tabor
isaadirector@gmail.com
(312) 702-2117

Entry Deadline (by mail and online): FEBRUARY 4, 2019

Name: _____ Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Cell: _____ Fax: _____ Email: _____
License No. _____ I will provide 2 items
Amount Enclosed: \$50 Check No. _____
Credit Card: _____ MC _____ VISA _____ Discover Expiration Date ____/____

**A 5% processing fee will be added to all credit card transactions*

Mail form & payment to: ISAA * PO Box 359 * Toulin, IL 61483

IF I AM THE 2018 CHAMPION, I AGREE

_____ I will judge the 2020 Contest

_____ To sell at the Governor's Sale

_____ I agree that I will represent ISAA at the 2019 IAC

_____ My photo can be used for promotion

IMPORTANT: CHOOSE ONE

_____ When representing ISAA, I will wear a ISAA logo shirt

_____ Trophy Buckle _____ Award Ring (black onyx) Size _____

_____ I will attend the 2020 ISAA Conference

_____ White Gold _____ Yellow Gold
Optional at additional cost to you
_____ Diamond _____ Cubic Zirconia

IMPORTANT: Please enclose current photo to isaadirector@gmail.com
or mail to: ISAA * PO Box 359 * Toulin, IL 61483

Illinois Auctioneer Championship Contest Rules

Entries the day of the contest may be accepted at the discretion of the committee.

Contest Rules:

- The full name of the contest is “*ILLINOIS AUCTIONEER CHAMPIONSHIP CONTEST*.”
- The contest shall be limited to the first 20 entries received. Additional contestants may be added at the call of the committee.
- There shall be one division combined for men and women.
- Contestants shall be 18 years of age or older, paid members of the *Illinois State Auctioneers Association Inc.* and hold a current auctioneer license in the State of Illinois. An auction market, auction company, private company or business person, association, newspaper, etc. may sponsor a contestant.
- Entries, accompanied by a \$50 non-refundable entry fee, must be received prior to the contest. All entries will be date stamped when received. In case of cancellations, substitutions will be at the call of the committee.
- Qualifying contestants will receive confirmation, copy of these rules, sample score sheets, admission / parking tickets and a fairgrounds map.
- A panel of five judges will be selected by the committee. Judges may include an ISAA officer or board member, the current Illinois champion, newest member(s) of the *Illinois Auctioneer Hall of Fame*, Friend of the Industry recipient, champions from other states or from the private sector.
- All contestants must check in 30 minutes prior to contest. Contestants’ names will be drawn for the order in which they participate. If the contestant is not present when his / her number is called, he / she shall be moved to the end and 10 points will be deducted from their score.
- Business attire must be worn.
- The sound system shall be preset. Contestants will be allowed to test it in advance but cannot adjust it during the contest.
- Announcements the day of the contest will take precedence over printed material.
- When called by number, the contestants shall state only their name, city, contestant number and sponsors, if any. Any reference of a commercial nature for the individual auctioneer shall be cause for reduction of score.
- Each contestant shall sell consecutively, items provided by ISAA and one item provided by them. Each item shall be valued at approximately \$50. In the finals, the contestant will sell items provided by ISAA. All proceeds from the sale of items will go to ISAA to be used at its discretion.
- If a tie score occurs in the preliminaries, scores will be recalculated to include the contestant’s low score. In the event there is still a tie, the highest score in the Chant / Voice category will be used as the tie-breaker.
- Ringmen will be selected by the contest committee.
- Scores from the preliminaries will determine who advances to the final round. The low score shall not be included.
- The Top 10 Finalists selected in Round 1 will move on to compete in the Final Round at the Illinois State Fair.
- A separate drawing will determine the order in which the finalists participate. If a contestant is not present when his / her number is called, he / she shall be moved to the end.
- Finalists will sell items provided by ISAA.
- Finalists will be asked two questions from a list approved by the committee. A time limit of two minutes per question will apply after the question has been read. The contestant may ask to have the question repeated only once.
- The lowest score will be thrown out. If a tie occurs, scores from the preliminaries will be used as the tie-breaker in the finals.
- All contestants will receive participation medallions.

Illinois Auctioneer Championship Contest Rules continued

- The following prizes will be awarded:
 - o CHAMPION - \$400 cash, a championship ring or buckle, trophy, plaque, one year's ISAA dues, one registration for ISAA Conference, entry fee for the next International Auctioneer Championship Contest.
 - o FIRST RUNNER-UP – \$250 cash, trophy, plaque, one year's ISAA dues, one registration for ISAA Conference.
 - o SECOND RUNNER-UP – \$150 cash, trophy, plaque, one year's ISAA dues.
- Contestants shall not be given the exact order of finish. Score sheets and judges' comments will be provided after the contest.
- The winner shall be referred to as "John / Jane Doe, Illinois Auctioneer Champion."
- The champion shall make two promotional appearances on behalf of *Illinois State Auctioneers Association*, including but not limited to the auction at *Salute to Agriculture Day* on the campus of the *University of Illinois* and the *NAA International Auctioneer Championship Contest*. Illinois Auctioneer Champion shall wear shirt with the ISAA logo when representing ISAA.
- The committee chair or his / her designee shall address, as needed, any additions, errors or omissions regarding rules and regulations of the contest.
- The decision of the committee shall be final and binding at the time a decision is made and shall apply to all contestants.

Looking for an **APPRAISAL?**

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ISAA HALL OF FAME

2018 Joe Ollis	2005 Homer Henke, CAI	1995 Edtmind Kueker; Norm Roth
2017 Alva McDowell	2004 Nelson Aumann, CAI, AARE	1994 Bill Gaule, CAI; Ted Stumpf *
2016 George Malsam, Maxine O'Brien	2003 Carmen Potter*	1993 Henry Hachmeister*, CAI; Warren Martin*
2015 David Canning CAI, Ron Sanert	2002 John Kasten*	1992 Wayne Heir*
2014 James N. Roth	2001 Les Placher*	1991 Tom Sapp*
2013 Cory Craig, Wayne Voss	2000 Ray "Pete" Bradley*; Gail Cowser, CAI	1990 J.C. Komburst, Leonard Stonier*
2011 Jim Folger	1999 Ray Doerr; Art Feller	1989 Hugh Martin*
2009 Terry Wilkey, CAI, AARE	1998 Floyd "Freddie" Immke	1988 C.P. "Terry" Dunning, CAI, MPPA
2008 Vern Mariman	1997 Rondel L. Boyd; Dwight Knollenburg	1987 Roy Lawson*
2007 Bill Beck	1996 Doyne Lenhart, CAI	1986 Elwood Stagen*
		1985 Al Dunning* *Deceased

Call for Nominations

Name of Nominee _____
Business Address _____ City _____ State _____ Zip _____

Business Information

Name of firm _____ Position in firm _____
No. of associates/partners _____ How long in the auction business? _____ Does nominee specialize in auction field? ____ Yes ____ No
If yes, explain _____

ISAA Information

Years nominee has been a member of ISAA? _____ Offices held, current and past _____
Other contributions of time and talent to ISAA and the auction profession _____

Family and Community Information

Family _____
Community service, church, civic work, etc. _____

Contacts

Individuals who may be contacted as to the nominee's worthiness of this award:

Name	Address	Phone
_____	_____	_____
_____	_____	_____
_____	_____	_____

Observations

Your personal assessment of the nominee with respect to honesty, ethics, willingness to share with others, community standing, etc.

Submitted by _____ Address _____
City _____ State _____ Zip _____ - _____

Send completed form to ISAA Hall Of Fame Committee * PO Box 359 * Toulin, IL 61483 or isaadirector@gmail.com

DEADLINE SUBMISSION DATE: JANUARY 15, 2019

Hachmeister Memorial Scholarship Application

*The Illinois State Auctioneers Association will award
one scholarship in the amount of \$500 to a qualified candidate.*



Who is Eligible?

** A child / grandchild of a current member of Illinois State Auctioneers Association.*

Candidates must be graduating from an accredited high school or attending a college or university undergraduate study program or a school of higher education.

Candidates can apply for this scholarship more than once, but can only be awarded the scholarship for a maximum of two years.

Applicant Information

Name _____ Mailing Address _____

City/State/Zip _____ Phone _____

Email _____ Parents' Names _____

College or University where accepted or currently attending _____

** Name of Sponsoring ISAA Member or Auxiliary Member _____*

Returned Scholarship Applications must include **ALL** of the following:

- | | |
|--|---|
| <input type="checkbox"/> Official transcript | <input type="checkbox"/> List of school and community activities |
| <input type="checkbox"/> One recommendation from a non-family member | <input type="checkbox"/> Statement of future goals in 500 words or less |

Applications must be completed in full and postmarked by January 15, 2019.

The winner will be notified by mail.

Scholarship will be awarded at the Awards Banquet at the ISAA Annual Conference.

The Winner and two (2) guests will be asked to attend the Awards Banquet.

The Winner will be asked to give brief remarks following presentation of the scholarship.

Direct Questions to the ISAA (312) 702-2117



Mail this form and ALL application information by January 15th to:

Scholarship Committee
Illinois State Auctioneers Association, Inc.
PO Box 359
Toulin, IL 61483



Membership Application/Renewal Form

Name: _____ Date of Birth: _____

Auctioneer License #: _____

Physical Address: _____

Mailing Address (if different): _____

City: _____ County: _____

State: _____ Zip: _____ Phone: _____

Fax: _____ Email (required): _____

Website: _____

Company or Trade Name (if applicable): _____

Company License (if applicable): _____

Years you have been an auctioneer: _____

Number of auctions conducted in a year: _____

Other states you are a licensed auctioneer: _____

Other fields you are licensed in: _____

Illinois Residents

Name of State Senator: _____ Name of Your Assemblyman: _____

Website Access

If you would like to post your auctions on the ISAA website and access other Member Only pages.

Username: _____ Password: _____

Type of Auctions You Conduct

- | | |
|---|--|
| <input type="checkbox"/> AgriBusiness | <input type="checkbox"/> Internet Auctions |
| <input type="checkbox"/> Commercial | <input type="checkbox"/> Personal Property |
| <input type="checkbox"/> General Auctioneer | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Independent Contractor | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> Internet Contractor | |

Your Specialties: _____

Other Organizations and Certifications: _____

National Auctioneers Association Member # _____

Other State Auctioneers Associations: _____

Other Designations

- | | | |
|------------------------------------|-------------------------------|---------------------------------------|
| <input type="checkbox"/> CAI | <input type="checkbox"/> AARE | <input type="checkbox"/> CAGA |
| <input type="checkbox"/> BAS | <input type="checkbox"/> MTS | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> GPPA/MPPA | <input type="checkbox"/> CES | |

In what areas would you like to be involved:

- | | |
|--|--|
| <input type="checkbox"/> Officer: (one year term) | District (ISAA is divided into 10 districts) |
| <input type="checkbox"/> Governor: (three year term) | <input type="checkbox"/> Chairman (one year term) |
| <input type="checkbox"/> Committee Interest | <input type="checkbox"/> Secretary-Treasurer (one year term) |
| | <input type="checkbox"/> District Director (three year term) |

Membership Agreement: I agree to abide by the Code of Ethics and Bylaws of the Association, to pay the annual membership as determined from time to time by the board of governors, and to exercise my rights as an active member of Illinois State Auctioneers Association, Inc. I certify that the information furnished by me is true and correct, and I agree that failure to provide accurate information as requested or any misrepresentation of fact(s) shall be grounds for revocation of my membership.

Signed: _____ Date: _____

Type of Membership

- ☐ **Auctioneer \$150**
Auctioneer Members shall be those licensed to conduct auctions in the State of Illinois.
- ☐ **Auctioneer Auction Company \$150**
Auction Company Members shall be those auction companies licensed to conduct auctions in the State of Illinois.
- ☐ **Associate Member \$75**
Associate Members shall be staff, auction helpers, ringmen or other persons associated with the auction business who are not required to be licensed.
- ☐ **Trade Member (Vendor) \$250**
Trade Members shall be those persons, firms or corporations engaged in any related business or business endeavor having a relationship or a general nature with the business conducted by auctioneer and/or auction company members.

Register online and pay by credit card or return this form with dues payment payable to:

ISAA • PO Box 359 • Toulon, IL 61483

Credit Card Authorization

Name as it appears on credit card: _____

Signature: _____

Billing Address: _____

Credit Card: _____ Card Number: _____

Expiration Date: _____ Security Code: _____

Note: All credit cards will be charged a 5% credit card processing fee.

Questions? Contact Cissy Tabor, Executive Director at isaadirector@gmail.com or (312) 702-2117

2019 ISAA Advertising Contest



Print and Digital

- All entries must have the ISAA logo on the advertisement.
- Entries must be reflective of the auction industry in some capacity and must have been created between, March 2018 – January 2019.

Digital Entries: Must be received by the Illinois State Auctioneers Association no later than February 11, 2019. Please submit entries as a FULL COLOR PDF file or please send the web address. Please send all digital ads to Cissy Tabor @ isaadirector@gmail.com.

Print Entries: Please bring printed ads to the conference with your completed registration form (must be submitted by February 15, 2019 at 4:00 PM) or they can be mailed to the address below by no later than February 8, 2019.

**Illinois State Auctioneers Association
ATTN: Advertising Contest
PO Box 359
Toulin, IL 61483**

- The member whose name appears on the entry form must be a current member of the ISAA.
- Category Winners will be determined through a point system. Any first-place ties will be broken through an additional round of judging. The entry with the most points wins.

Awards will be presented for the following categories:

- | | |
|--|-------------------------------------|
| • Business Card | • Brochure |
| • Sale Bill | • Newspaper / Newsletter / Magazine |
| • Bidder Card | • Website |
| • Postcard | • Social Media |
| • Other (any other marketing materials that aren't listed above) | |

2019 ISAA Advertising Contest Entry Form

ISAA Member (Full Name): _____

Company Name: _____

Phone Number: _____

Email: _____

Entry Submission (Circle One):

- | | |
|--|-------------------------------------|
| • Business Card | • Brochure |
| • Sale Bill | • Newspaper / Newsletter / Magazine |
| • Bidder Card | • Website |
| • Postcard | • Social Media |
| • Other (any other marketing materials that aren't listed above) | |



CONVENTION REGISTRATION FORM

Please complete a separate form for each person attending.

NAME _____ Designations _____

COMPANY _____

MAILING ADDRESS _____

CITY _____ STATE _____ ZIP _____ EMAIL _____

PHONE (home/work) _____ (cell) _____

SPOUSE'S NAME (if attending) _____

REGISTRATION FEES - FEBRUARY 15 - 18, 2019

AMOUNT

Convention Attendee:

(Includes ALL Provided Meals*)

after 1/15/2019 \$250.00 / each _____

Discounted Registration received by 1/15/2019 \$225.00 / each _____

CE Classes included for ISAA Association Members

***CE Classes for Non-members of ISAA MUST Register / Include below UNLESS you Sign up / Apply for 2019 ISAA Association Membership*

Daily Rate: (Includes ALL Provided Meals*) ☐ Saturday ☐ Sunday ☐ Monday \$150.00 / each _____

Additional Meal Tickets: ☐ Saturday Lunch ☐ Saturday Dinner \$45.00 / each _____

☐ Sunday Lunch ☐ Sunday Dinner

Champion Auctioneer Contest — Sat (include Champion Auctioneer Contest Registration Form) \$50.00 _____

2019 Auctioneer Membership Dues which include posting auctions on ISAA website \$150.00 _____

2019 Auction Company Membership Dues which include posting auctions on ISAA website \$150.00 _____

2019 Associate Membership Dues \$75.00 _____

CE Classes ONLY - Auction Laws Rules & Regulations and Federal Laws** \$75.00 / each _____

* Provided meals include Saturday Lunch & Dinner and Sunday Lunch & Dinner

TOTAL \$ _____

PAYMENT METHOD

Amount \$ _____ Check # _____ Credit Card: ☐ MC ☐ VISA ☐ Discover ☐ AMEX

Credit Card # _____ Exp Date (mm/yyyy) _____ CSV _____

Cardholder Name (please print) _____

Card Billing Address: (include zip code) _____

Billing address is same as registration address ☐ YES ☐ NO

ADDITIONAL INFORMATION

Meet & Greet Session Kicks Off the 71st Annual Conference on Friday, February 15, 2019

The convention begins Saturday, February 16, 2019 at 7:00 AM for Registration, Opening Session @ 8:30 AM

Early registration is encouraged for quick pickup of conference materials and your own convenience.

Please type or carefully print the information requested exactly as it should appear on all conference materials and directory.

Send completed registration form and fees payable to - **OR - Pay Online @ www.illinoisauctioneers.org:**

Illinois State Auctioneers Association

PO Box 359 * Toulon, IL 61483 ~ or email to: isaadirector@gmail.com

Fees cover convention functions and Do NOT include hotel accommodations.

Hotel Reservations: Peoria Marriott Pere Marquette ~ 501 Main Street, Peoria, IL ~

(309) 637-6500 ~ Reference Code: Illinois Auctioneers

For additional information, Contact Cissy at isaadirector@gmail.com or (312) 702-2117

Rev 12/01/2018



Illinois State Auctioneers Association
PO Box 359
Toulin, IL 61483

ENJOY THE BENEFITS OF MEMBERSHIP

