



SECOND QUARTER • 2021

# The Illinois Auctioneer

The Quarterly Newsletter of the Illinois State Auctioneers Association

**READY TO TAKE  
YOUR BUSINESS  
TO THE NEXT  
LEVEL?**

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*Bring Your Computer*  
~ Interactive Training / Workshops



*Join us for in-depth training:*

- \*Social Media workshops*
- \*Market Niche Collectibles*
- \*Solution Circles*
- \*Job Costing*
- \*Independent Contract vs Employee*
- and so much more!*

# President's Message



## Illinois State Auctioneer's Association

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I hope this letter finds you doing well. The concerns currently in the forefront of most auctioneer's minds certainly still remain the COVID-19 crisis, and most recently, the attempted imposition of legislation that would require IL auctioneers to collect, and submit sales tax.

Despite the rollout of vaccines, and coronavirus case numbers currently declining, we still must continue our vigilance, while taking precautions, and implementing safeguards to aid in preventing the spread of COVID-19. Practicing social distancing, wearing masks, hand washing, and staying home when not feeling well, are still our greatest lines of defense. In our occupation, it has required much creativity to be able to provide atmospheres where social distancing is possible at times. In situations where this is not a possibility, technology has provided us a great resource with on line auction availability. As we all continue to find alternative methods of conducting our business, throughout this pandemic crisis, we must continue to stand strong.

The end of 2020 brought yet another obstacle to overcome in our auction businesses, when it was discovered that new tax legislation was being introduced that would greatly impact our customers by being forced to collect tax on personal property sales. Our ultimate goal, in the fight against the tax legislation, is to exempt auctioneers licensed under the IL Auctioneers License Act from being labeled as "marketplace facilitators." We have high hopes that when the March legislative session reconvenes, they will find auctioneers exempt.

Life is all about facing challenges. These challenges are what make life interesting. It is through these challenges that we realize our full capabilities, and what we can become.

In conclusion, I would like to leave you with a quote from Henry Ford. *"When everything seems to be going against you, remember that the airplane takes off against the wind, not with it."*

Bill Burke, Auctioneer  
2020 ISAA President



From now on, NAA is only going to provide “virtual” education. **Myth.**

There’s no engagement with virtual education. **Myth.**

The education is not as effective as it is face-to-face. **Myth.**

During 2020 and into 2021, the *National Auctioneers Association* transitioned into a LOT of virtual education. Some of what we offered was available at no cost to members – and to those of you who are not members of NAA – some of that education is still available to you on [auctioneers.org](https://www.auctioneers.org) under the tab that says COVID Resource Center.

While most of us would prefer face-to-face education, sometimes it simply can not be offered. This year, Indiana’s regulations would not allow us to have CAI in Bloomington, so we held it virtually by Zoom. Was it perfect? No. Was it engaging? Yes. And yes, a large number went on their own to Orange Beach, Alabama. But many did not and those people are still saying that the education was top notch.

Which brings us to the topic today – NAA’s International Conference and Show will be offered live in Minneapolis but it also will be offered virtually. It is called a “hybrid” event. So how does this hybrid event work?

Many of you have concerns about travel; many of you have concerns about Minneapolis. We understand – so we are going to help you still be a part of the event. If you don’t/can’t travel, we are offering you this virtual opportunity.

In the next month or so, you will be able to go to [conferenceandshow.com](https://www.conferenceandshow.com) and see which sessions will be offered live. You will be able to hear top-notch speakers like Ken Gronbach, a well-known demographer who will talk about why this is important to know in the auction industry. You will be able to hear

speakers on social media, digital marketing, benefit auctions and how to make your business better. Those are going to be the same speakers at the same time that you would hear them IF you were in Minneapolis.

You will be able to watch the Annual Business Meeting, including speeches from candidates for the NAA Board of Directors. And you will be able to root on your favorite candidate in the International Auctioneers Championship.

No, you won’t be able to visit with people the way you can at a live event. BUT, you will be able to chat with them through our new app. And perhaps meet up for a face-to-face conversation via Facebook Messenger, or Facetime or Skype or any of the other video conferencing tools.

We will be live in Minneapolis if you wish to travel. But can’t travel – check out the hybrid conference. Don’t miss out on this event! You won’t be sorry!

July 12-17, 2021 – Minneapolis or virtual – consumer it the way you want to do so. And in the meantime, check out [conferenceandshow.com](https://www.conferenceandshow.com)! We’ll look forward to seeing you!

Hannes Combest

## National Auctioneers Association COVID-19 Resource Center

<https://www.auctioneers.org/NAA/Member-Area/naa-response-to-covid-19.aspx>

Check out this information  
available to ALL Auctioneers  
provided by the NAA







**Brad Friedman** is a recovering attorney, Denver native and small business owner of *The Friedman Group, LLC*, a digital marketing company. Brad is a digital marketing strategist and coach. Brad is known for his keynote addresses, presentations, workshops, trainings and webinars. He routinely assists business owners in engaging new clients, prospects and referral sources through the power of social networks.

Calling upon his eclectic background, his team helps professionals and business owners implement, maintain and use Inbound Email and Social Media Marketing to take advantage of the power of the Internet to generate revenue. Brad is known for his depth of knowledge, humor and ability to inspire your attendees to take action and improve their online presence. Brad was ranked in the Top One Hundred Social Influencers in the world for 2015 and in the Top One Hundred Digital Marketing Influencers in the world for 2016.

He is the best-selling author of “*The Small Business Owners Guide To Inbound Marketing*” and “*Brad Friedman On Digital Marketing*.” His podcast “*The Digital Slice*” is gaining listeners by the day and he is the host of BRADS.LIVE, a Facebook Live broadcast.

Brad has been a licensed attorney since 1986. He understands your need to maintain a professional online presence and, in some cases, comply with various regulations. Brad has extensive experience and understands how to help others harness the power of the Internet in a way that aligns with their brand and resonates with their target audience.

### **Specialties:**

- Digital Marketing Strategy Development & Implementation
- Social Media Marketing Training
- Email Marketing
- Working with clients that have challenges using social media because of regulations
- Social Network Profile Creation
- Inbound Marketing
- Blogging, Tweeting, Updating, Linking

**Mr. Harb** aka... the *Auctioneer Insurance Guy*, is the founder and CEO of AuctioneerInsurance.com, offered by IT Risk Managers, Inc. This program was designed by auctioneers, for auctioneers. He is a graduate of the Ohio Auction School and the Professional Ringmen Institute (PRI).

IT Risk Managers is licensed in all 50 states to market all types of Property and Casualty insurance products. For more information visit our website, [www.AuctioneerInsurance.com](http://www.AuctioneerInsurance.com)

Mr. Harb has over thirty years of experience in the financial services and insurance industries. During his career he has also served as an instructor at Michigan State University and Illinois Institute of Technology. He is also an instructor of Auction Risk Management for the Kentucky Auction Academy, Continental Auctioneers School and the North Georgia School of Auctioneering.

Mr. Harb holds a Masters of Management degree from Northwestern University's Kellogg School of Management and a Bachelors degree from Northern Illinois University. He co-authored the book *Reinventing the Retail Bank* published in 1994. He is a Certified Identity Theft Risk Management Specialist and has written numerous articles and is a frequent guest speaker at industry conferences.





## Speakers



**Rich Schur** is an auctioneer and appraiser with *Schur Success Auction and Appraisal, Inc.* and works with his wife, Shannon Schur, CAI, BAS, GPPA. He grew up north of Chicago in Deerfield, IL. For more than 12 years, he worked locally as a police officer. He met his wife, Shannon, who is an accomplished auctioneer, in Colorado. The more he spent time with her, the more he enjoyed the profession, and chose to become a full time auctioneer. In fact, he thinks the decision was a factor in her agreeing to marry me. He enjoyed the profession so much, he gave up his jobs in higher education and side business in Human Resources.



He graduated *Worldwide College of Auctioneering* in 2005 and was named the Rookie Champion for Colorado in 2006 and Colorado State Champion in 2010. As well as holding CAI, BAS and GPPA,

Rich is a Certified Equipment and Machinery Appraiser from the NEBB Institute. He has served as President of the *Colorado Auctioneers Association*, a member of the NAA Board of Directors and is an instructor at the Certified Auctioneers Institute of the NAA.

**Bill Uhler**, will be back with us again! He will be sharing his expertise in the fields of Military / Militaria and Poitical memorabilia items.

He is an established expert in these fields and has been featured as an appraiser on the Roadshow program.

You don't want to miss out on these presentations with 2 1/2 hrs of collectibles / memorabilia including Question & Answer sessions

**Renee Jones**, CAI, AARE BAS, CES, holds a bachelor degree in Criminal Justice and works with both for profit and nonprofit organizations to insure they have written, effective, and enforceable policies on sexual awareness and sexual harassment to insure a safe transparent environment for all employees, contractors, and individuals who do business with their organizations.

For over two decades, Renee has worked as an advocate and counselor for victims of workplace harassment and violence.

As a professional licensed auctioneer and Realtor, she is highly aware of the unique relationships we have within our businesses, professional associations, and with the general public.



**Rob Karr**, President & CEO of the Illinois Retail Merchants Association (IRMA), Rob brings 27 years of experience to the Association. Rob joined the IRMA in 1994, coordinating IRMA's government relations efforts. He also served as the legislative coordinator for the *Illinois Food Retailers Association* and the *Midwest Hardware Association*. In 2012, Rob was named Executive Vice President and assumed the position of President & CEO on Jan. 1, 2014.

Since early 2014, Rob serves on the Employment Security Advisory Board to the *Illinois Department of Employment Security* and the Illinois Workers' Compensation Advisory Board to the *Illinois Workers' Compensation Commission*. Additionally, he serves on the *Illinois Attorney General's Franchise Advisory Board* and the *Illinois Department of Public Health's Food Safety Advisory Committee*.

In June of 2020, Rob was appointed by Governor Pritzker to the *Illinois Commission to End Hunger*. Rob is a graduate of *Illinois State University*, a native of Chicago and long-time resident of Jacksonville where he resides with his family.



# SAVE THE DATE

## ISAA Conference & Trade Show

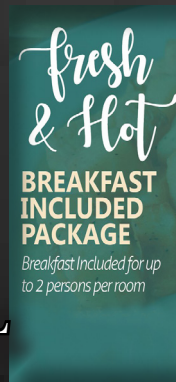
### JUNE 25 - 27, 2021

Discount Rate  
\$85.00

with  
2 FREE  
Breakfasts



**DoubleTree by Hilton**  
10 Brickyard Drive, Bloomington, IL  
(309)664-6446 ~ Ref Code: ISA



## Staff Registration Discount at 2021 ISAA Conference:

1 FREE Registration of a non-licensed individual per an ISAA Member conference attendance; Meals Not Included. Additional non-licensed staff registration per ISAA Member will be \$100 per person; Meals Not Included. **Meals Can Be Purchased.** *(Please see Staff Convention Registration Form in the back of this newsletter.)*

We're  
Bringing  
Them  
Back!



**Get Ready.....**

2021 ISAA Novice Auctioneer  
Championship  
and the  
2021 Ringman Championship

*Competition Registration Forms are  
included in the back of the newsletter.*

**BOOK NOW**

**(309) 664-6446**

**Reference Code: ISA**

Upon graduation of auction school and in receiving their Illinois auction license, an auction school graduate would receive a 1 year FREE Membership to ISAA.



Meet & Greet  
JUNE 25th  
FRIDAY





# WANTED

NOT DEAD—ALIVE AND ACTIVE



The ISAA is on the lookout for ACTIVE ISAA members who are ready, willing and able to serve on the ISAA Board. If you match this description, turn yourself in before you are “hunted down”!

Call Bill Burke at (618) 553-4613 or Joe Orwig (309) 361-0397 and let either know you’re ready to serve!

An election for the Board of Governors and Officers will be held at the ISAA

The following positions will be elected upon at the 2021 ISAA Conference & Trade Show.

### Officer Positions

- \* President - 1 year term
- \* President-Elect - 1 year term

*As per the ISAA ByLaws.....*

### ARTICLE VI – Nomination and Election of Officers and Directors

**Section 3. Notification.** A member seeking nomination shall notify the Corporation’s Secretary-Treasurer and or the nominating committee in writing stating his/her qualifications and naming the office to which he/she is seeking nomination. The President-Elect shall automatically be nominated to the office of President.

2021 ISAA Conference & Trade Show  
Registration Is Open Now  
[www.illinoisauctioneers.org](http://www.illinoisauctioneers.org)



## Speakers & Class



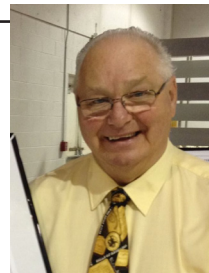
**Matt Bullock**, began his auction facility with an ephemera collector's marketplace in which it soon grew into an auction house with multiple specialties and a well-known presence in Illinois.



His specialties include Antiques & Collectibles, Appraisals, Art & Galleries, Bankruptcy, Coins, Estate & Personal Property, Firearms and Jewelry.

Matt has continued his education in the auction industry and has obtained his certifications for the Auction Marketing Method (AMM) and at the Certified Auctioneers Institute (CAI).

**Sonny Henry**, although semi-retired, has been referred to the ISAA as a numismatics (collectors and coin dealers as well as scholars using coins as source or studying coins. They authenticate or grade coins for commercial purposes.)



To this day, he's continually promoting, advertising, and furthering his education in the coin market and auction business, to maintain / attain a quality service, professionalism and customer service for sellers & buyers in coin collecting. All of this is done to be able to bring good collectable materials and attain top dollar for clients.

- Authorized Submitter for PCGS, NGC, Anacs, CAC, Single Coin & Bulk Submissions Available
- Specializing Since 1986, over 24 years of ANA Summer Seminar Education.
- Also Offering Educational Numismatic Seminars

**Debby Roth**, CAI, AMM, BAS, Senior Strategic Relationship Manager of *Greater Giving*, is responsible for recruiting the top U.S. based auctioneers, event planners and consultants who have a passion for working with non-profits.



Debby works with partners and key clients in coordinating on-going training to non-profit fundraising through the Greater Giving Webinars and seminar events. She is an active volunteer with several local non-profits.

Debby is a graduate of *Mendenhall Auction School* and *World Champion Ringman College*. Debby's professional memberships include the *Association of Fundraising Professionals*, *International Live Events Association*, and the *National Auctioneers Association*.

**Katie Lappe**, has been in the real estate and auction industry for over 20 years. Her main focuses are mobile applications, websites, marketing and advertising.



At the young age of 27 Katie became the largest publisher in Kentucky, dominating over a quarter of the state for real estate and auction print publications. Recognized as a forward-thinking leader in the publishing industry she quickly realized that technology was powerful and after working with the Auctioneers of Kentucky for over 15 years she started the company AuctionLook. AuctionLook is an aggregate platform with 30+ websites, bidding platform connect, email campaigns and is the developer of the National App, "Auctioneer."

Katie has also established technology partner relationships between AuctionLook and over 15 state auctioneer associations, and for their website integration and is now a board member of Apro.bid.

Katie is also a loving mother of three and an advocate for autism awareness and educational reform for children and adults with autism and learning disabilities.

Contact Info: 270-791-2820, [www.AuctionLook.com](http://www.AuctionLook.com), [katie@auctionlook.com](mailto:katie@auctionlook.com)





# Did you Know?

**Did You Know?** We began using a Text Messaging in 2020 and we want to make sure that we connect with our members by giving updates, notices and reminders.

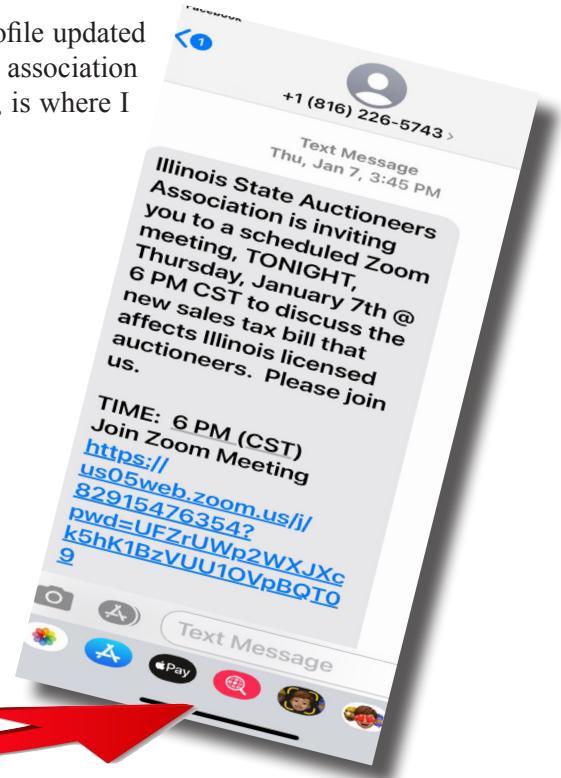
The originating phone number for the ISAA Text Messaging is (816) 226-5743. As you can see in the pic below, I have added this number to my cell phone as such.

Not getting the text messages? Make sure that you have your membership profile updated with the correct mobile number for you. This service is provided within our association website as a benefit to us, the ISAA, and through the back-end of our website, is where I compose and send the text messages to our members.



Do you get ISAA text messages?  
Is your membership profile updated?

>>>> Check out this text message sent last month from ISAA!



## Looking for an APPRAISAL?

A Real Estate Appraisal Assists with Important Decision Making



FCI's cost-competitive agricultural real estate appraisals help with real estate transactions, estate planning, and inheritance settlements. Request yours today by contacting a local FCI office or emailing [appraisal@farmcreditIL.com](mailto:appraisal@farmcreditIL.com).



**FARM CREDIT**  
ILLINOIS

Helping Farm Families Succeed



You joined ISAA because you wanted to network and grow your business.  
Together, ISAA members stand as industry professionals and leaders.



## Member Benefits

[www.illinoisauctioneers.org](http://www.illinoisauctioneers.org) Powered by [AuctionLook.com](http://AuctionLook.com)

### WEBSITE BENEFITS:

- Single sign-in; membership profile and to post auctions
  - Multiple state association management – Arizona, Arkansas, Colorado, Georgia, Idaho, Illinois, Kentucky, Massachusetts, Missouri, Montana, Nebraska, New Hampshire, Oklahoma, Texas, Utah, and Washington
    - Profile and auctions automatically update if you are a member of these associations.



- Your auctions added to the national app; **AUCTIONEER** (iTunes / GooglePlay)
- Auctions on CAA, shared with over 30 auction websites
- *Events, Conferences, Newsletter and News announced on website.*

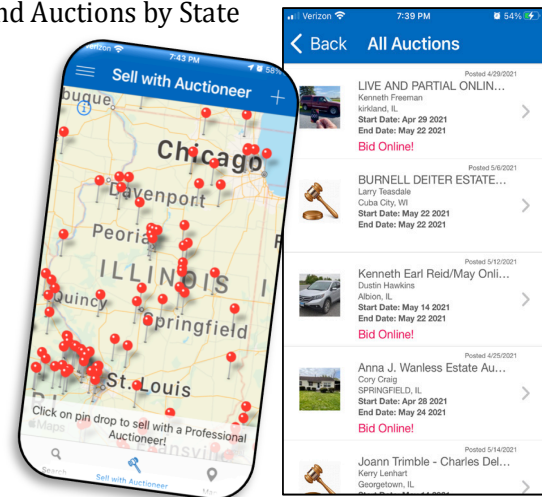


### AUCTIONS POSTED BENEFITS:

- Direct-share capability to Facebook of current auction listings.
- Photo Orientation & Reorder – drag photos to order you want w/ orientation correction upon publishing.
- Auction Flyers capability
- Edit Past Auctions
- Premium Auction Listing for small fee.

### AUCTIONEER app Features:

- Find Local Professional Auctioneers from a Map
- Find Auctions by State



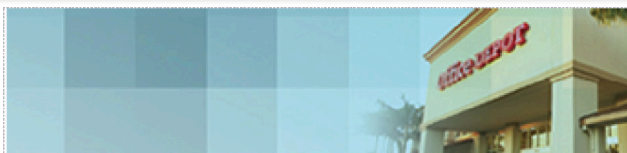
Weekly mail blasts of auctions listed on ISAA website to registered buyers since 2015 registered with the **AUCTIONEER** app



# Packing & shipping a 400-lot online auction isn't easy\*

\*Without Shipping Saint

(812) 233-3949  
shippingsaint.com



## Store Purchasing Card

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ISAA AUCTIONEERS ASSOCIATION  
ISAA AUCTIONEERS ASSOCIATION

**Office  
DEPOT.**

Pick-up your  
**Office Depot / Office Max**  
discount card at the upcoming  
ISAA Conference on **June 26th.**

## DON'T JUDGE A SEMINAR BY IT'S TITLE

*Previously known as...*

*"Don't Judge a Book by it's Cover"*



It happens nearly every convention, I get the seminar schedule read through it, Read through it again and think, boy none of those sound interesting. Well much to my surprise EVERY seminar I go to I come out with some new tidbit. More often than not about half way through a seminar I usually think, I sure wish "so & so" from our staff was here to hear that.

So as the title says, "*Don't judge the seminar by it's title.*" Even topics on asset classes that you don't normally sell can be beneficial. There is always something you can excavate out of an apparently unrelated topic that you might be able to use in a similar manner and apply to the assets you typically sell. Maybe that seminar you just sat through will spark a conversation with another attendee AFTER the meeting or in the hallway that leads to a meaningful discussion on some unrelated topic that turns into the "best idea ever." If you're really lucky maybe that idea will MAKE OR SAVE you some money or headaches in the future.

**Taking the time to attend is the key to being an active member in the association.** I am fortunate to attend several conventions each year and thoroughly enjoy my time spent with those who attend. **So I challenge you....** when you read the seminar schedule and don't see anything that appeals to you... **GO ANYWAY!** Go open minded and listen to the speaker, I will guarantee there is something in that seminar that you can apply to your business or personal life that will be beneficial to you now or in the future.

Brent Wears

*Brent Wears is the founder, owner and principal auctioneer for Wears Auctioneering INC. Brent's interest in the trade started in High School. He explored various auction schools with the help of his guidance counselor and chose to attend Reisch Worldwide College of Auctioneering in Mason City Iowa in 1979. Brent has served as Iowa Auctioneers Association Vice President, President, Board member and Chairman of the Board and was inducted into the Auctioneers Association Hall of Fame in 1998.*



# It's Time To Come Together

Renee Jones, CAI AARE BAS CES  
President-Elect



**2020.** The year that kept our auctioneer family apart by forcing the ISAA Education Committee in an almost weekly battle to bring in-person state required continued education to our membership prior to a state license renewal deadline that was actually extended for other licensed professionals but not for us. As the lead instructor for our CE programs, I and our Executive Director dealt with the anxiety and fear of a class being “reported” so we kept Plan B and C with us at all times to insure our ISAA family and nonmembers alike would be taken care of despite the lack of support and consideration from those who financially benefit from our license fees.

We were called non-essential, our events - public health risks, and for me – I was actually handcuffed / arrested at an auction inspection which forced the closure and cancellation of the auction itself. While many of our ISAA family continued their business with minimal interruption, for me personally and for so many other members, our annual events, contract work and signature auction events were cancelled by our clients. For me, I lost over 95% of my business due to governmental overreach over the last eighteen months. It, along with having COVID, literally almost killed me.

Who kept me going? My ISAA family did. I cherished the calls, emails and texts from so many of you reminding me - this too shall pass along with some colorful language about Chicago / Springfield politicians that did make me laugh. And while some of us are still not 100% back to normal (and financially may never be), auctions are the key to of our economic recovery - WE ARE ESSENTIAL. From agriculture, automobiles, livestock, personal property, real estate and beyond, WE make the world go round and because of this one simple fact – The 2021 ISSA Conference & Trade Show is being conducted in person for OUR family and nonmembers alike who choose to attend.

I want you to consider it a reunion. One filled with educational seminars taught by some of the best in our industry. We will have powerful networking / great idea sessions where I am asking you now to walk up to

your old and new friends alike, shake their hand, hug them, and tell them it is great to see them. We need to stop the social distancing and go back to human contact, which is the cornerstone of our association, businesses, families and communities.

We have so many activities to enjoy and participate in - Contests where we see the brightest in our state shine, fun auction, scholarship awards and elections to determine who will bring us into 2022 and beyond. To our first-time attendees and lifelong members alike, you are in for an incredible treat, because this is the family you choose and I promise you will never be disappointed in their generosity, kindness, mentoring skills, and passion for our industry, association and your individual success.

Please come see us in Bloomington / Normal. In person. Up close. Let's work together to ensure our businesses, families, and communities thrive again because of our commitment to be leaders in our industry and active members of the ISAA.

With love, respect and appreciation to you all –

Renee







# Toy Companies in Illinois

By: David Krieg, Toy Auctioneer

There have been several toy company manufacturers in Illinois.

**Arcade** in Freeport, Illinois started making cast iron toys.

- In 1900 – small stoves, dollhouse furniture, banks and a few trains.
- In 1919 – yellow cabs, Buick, Chevy, FORD, Plymouth and Pontiac toy cars along with McCormick-Deering tractors, International Harvesters and Allis-Chalmers farm toys in addition to Mack and International trucks. Greyhound busses and Chicago of Century of Progress busses.
- In 1933, the company was on the brink of bankruptcy and after the war, they made cheaper toys.
- In 1946, *Arcade* was sold to *Rockwell* of Pittsburgh and moved to Alabama.

**Structo**, from Freeport, Illinois, made several miscellaneous toys. Good arcade toys are in very good demand.

- In 1908, 3 men started *Structo*; Louis & Edward Strohecker and C.E. Thompson. They started with erector sets; construction kits consisting of nickel-plated steel beams, nuts, and bolts.
- In 1911, *Structo Manufacturing Company* was incorporated
- In 1919, they manufactured metal pressed steel construction and toy trucks.
- In 1932, the company stopped making mechanized toys and went into production of stamped steel push toys. Trucks, steam shovels, vans, and passenger cars were the first four categories of toys made.
- During the Great Depression, the company fell into financial difficulty. President of the *American Flyer Company* became a stockholder in the *Structo Company*. To help get the company back on its feet, he merged the sales department of *Structo Toys* with *American Flyer's*, moving it to Chicago, and added a section in all *American Flyer* catalogs to advertise the complete line of *Structo Toys*, in which the collaboration ended in 1937.
- In 1935, J.G. Gokey bought the business and updated the toy line every two years.
- In the 1950's, *Structo* cabs were cast with solid rubber tires. They painted cabs then later had

silver cabs with cast hubs. They made a large group of trucks. Some trucks look like FORD, International, Diamond T and Studebakers. They also made pressed steel trucks, semi trucks and straight trucks. Some toys were wind-ups.

- End of 1950's, *Structo* made General Electric appliance replicas for little girls
- In 1975, *Ertl Toy Company* took over the toy patents and designs.
- *Structo* was a great company.

**Vindex** was established in Belvidere, IL and was a division of the *National Sewing Machine Co.* (1928 – 1932).

- Manufactured high quality toys / cast iron toys.
- These toys are hard to find and expensive to buy.
- Manufactured John Deere, Case, farm toys, motorcycles, airplanes, cars, busses, construction toys, trucks, banks and door-stops.

**Rich Toys** started in 1921 located in Sterling, Illinois

- Toy production became so large, they moved to Morrison, Illinois in 1927.
- Manufactured wood horses, horse-drawn, wagon-pull and wagons.
- In 1931, motion was given to the legs of the horses.
- Manufactured ride-on hobby horses.
- 1934 - Outgrew location and moved to Clinton, IA.
- In 1953, moved to Tupelo, Mississippi
- 1962 – a flood ended the business



### **Carter Tru Scale Toys, Rockford Illinois**

- In 1940, Joe Carter started making press steel and cast International farm toys, trucks and John Deere implements. (1/16 scale)
- They made some private label trucks.
- Manufactured a small line of Tru-toy cast trucks and farm toys.
- Also created plastic chainsaws and metal mailbox banks.
- In 1971, *Carter Tru Scale* was sold to *Ertl Company* of Dubuque, IA.
- Tru Scale farm toys were popular and trucks are a little harder to find.



**Midgetoy** was a product of A & E Tool and Gage Co. of Rockford, IL

- 1943 – started by Alvin and Earl Hendklotz
- Manufactured parts for Nylint, Structo and Lansing Slick Toys.
- 1946 – started making Midgetoys; small trucks, cars, trains, busses & airplanes
- Very popular at five-and-dime stores
- Closed their doors in 1980.
- In 1981, the Hendklotz's sold the business to investors and bought it back in 1985.
- 1990 – Started releasing old inventory; collector's markets, antique toy sales, flea markets and more
- 2020 – Both owners have passed and all inventory, has been sold.

### **Nylint Tool and Manufacturing, Rockford, Illinois**

- Formed in 1937 by Bernard Klint and David Nyberg.
- Spring 1946 – Toy production began
- Manufactured large-scale press steel cars, motorcycles, construction toys, wind-up & battery operated street sweepers and army toys.
- Manufactured FORD & Chevy truck replicas, U-haul and Pepsi toys.
- Made several advertising semis; GMC and Peterbuilt
- No longer in business

**Tootsie Toys, Chicago, Illinois** was best, known names in toys.

- Manufactured small-scale die cast and plastic cars, trucks, trains, dollhouse furniture, airplanes and toy soldiers.
- In 1914 – Produced a Henry Ford Model T.
- 1930's - 1960's – Best years for company.
- Tootsie Toys were sold in five-and-dime stores; for five cents (\$0.05) to locations.
- Very popular toys.

### **Saunders Tool and Die Co, Aurora, IL**

- Started by Pau Saunders
- 1943 – 1956 – manufactured plastic cars, trucks, wind-up and battery operated and friction toys.
- Manufactured Marvelous Mike battery operated dozer

### **Budd L Toys, Moline, IL**

- First manufactured by Moline Pressed Steel Company in 1921.
- Named after Buddy Lundahl, the son of the owner, Fred Lundahl. Mr. Lundahl wanted to make something new, different, and durable for his son Arthur.
- Produced large-scale press steel cars, trucks, construction toys, delivery vans, fire trucks, dump trucks and trains.
  - o Many were large enough for a child to straddle, propelling himself with his feet.
  - o Buddy L did some private label company; Texaco
  - o Manufactured replicas of GMC & FORD cars and trucks.
- A few wood toys were made during the war years.
- Manufactured toys through the 60's – 70's.

Illinois was lucky to have good, quality toys manufactured in the state.

*David Krieg began his educational journey of specializing in farm toys, toy trucks, toy cars, construction toys and toy trains. He is now considered a Collector toys specialist in Illinois. David works with historians, toy collector groups and tractor clubs instead of just midwestern toy manufacturers. He also specializes in farm advertising, antiques in addition to the collector toys. David provides consultation and appraisal services for collectors, historians, tractor clubs, toy clubs, and individual entities.*

*Contact David today for his expertise!*

# Public Service

Since Facebook last updated, they now have a feature where they can track all "Off Facebook Activity" - bank accounts, email, apps, sites visited, searches, etc.

Check this out with your own account -

To Turn It Off:

1. Go to your Facebook Settings >
2. Scroll down to "Off Facebook Activity" >
3. Click "Clear History" (you will see everything they were tracking).
4. Next, click "Manage your Off Facebook Activity" and turn off future activity.



1.

## Settings

- General
- Security and Login
- Your Facebook Information
- Privacy
- Face Recognition
- Profile and Tagging
- Public Posts
- Blocking
- Location
- Language and Region
- Stories
- Journalist Resources

2.

## Your Facebook Information

You can view or download your information and delete your account at any time.


Access Your Information	View your information by category.	<a href="#">View</a>
Transfer a Copy of Your Photos or Videos	Transfer your photos or videos to another service.	<a href="#">View</a>
Download Your Information	Download a copy of your information to keep, or to transfer to another service.	<a href="#">View</a>
Activity Log	View and manage your information and some settings.	<a href="#">View</a>
Off-Facebook Activity	View or clear activity from businesses and organizations you visit off of Facebook.	<a href="#">View</a>
Managing Your Information	Learn more about how you can manage your information.	<a href="#">View</a>
Deactivation and Deletion	Temporarily deactivate or permanently delete your Account.	<a href="#">View</a>

## Your Off-Facebook Activity

3.

Clear History

This is a summary of the **309 apps and websites** that have shared your activity.


 Some of your activity may not appear here. [Learn More](#)

Don't think it's important? Check out this status above. 309..... How many apps and websites have shared **YOUR** Information / Activity?

## Clear History

Clear your off-Facebook activity from your account?

Here are some things to know:

- **Your activity history will be disconnected from your account.** This does not currently include Oculus activity. We'll continue to receive your activity from the businesses and organizations you visit in the future.
- **Clearing your history may log you out of Smash Balloon WordPress and 8 other apps and websites.** If this happens, you can still use Facebook to log back in.  

- **You'll still see the same number of ads.** Your ad preferences and actions you take on Facebook will be used to show you relevant ads.

Cancel

Clear History



# Announcement

**4.**

### Your Off-Facebook Activity

Clear History

Off-Facebook activity includes information that businesses and organizations share with us about your interactions with them, such as visiting their apps or websites.

Some of your activity may not appear here. [Learn More](#)

You have no available activity to show at this time.

### More Options

- [Access Your Information](#)  
View your information by category
- [Download Your Information](#)  
Download details of your off-Facebook activity
- [Manage Future Activity](#)  
Choose whether your off-Facebook activity is saved with your account
- [Help](#)

Turn Off Future Activity of apps and websites that you visit so it won't be shared / collected via Facebook

This message shows after you have "cleared" your history, "Managed your Future Activity" by turning it off. (I went back in to make sure it was turned off and to see the status...which gave me this notification.

Something to pay attention to and take note of to decide on.

### Off-Facebook Activity

Future Off-Facebook Activity ☒

Keeping your future off-Facebook activity saved with your account allows us to personalize your experience.






**Activity You've Turned Off**

View and manage the apps and websites whose activity you've turned off.

## ***So.... What IS Off-Facebook Activity? And What Do You Need To Know About It?***

### Off-Facebook Activity

Off-Facebook activity includes information that businesses and organizations share with us about your interactions with them, such as visiting their apps or websites. [Learn More](#)

**Toon Blast, Toy Blast** and other websites or apps have shared your activity with Facebook.

### What is off-Facebook activity?

Off-Facebook activity includes information that businesses and organizations share with us about your interactions with them. Interactions are things like visiting their website or logging into their app with Facebook. Off-Facebook activity does not include customer lists that businesses use to show a unique group of customers relevant ads.

### How did Facebook receive your activity?

When you visit a website or use an app, these businesses or organizations can share information about your activity with us by using our business tools. We use this activity to personalize your experience, such as showing you relevant ads. We also require that businesses and organizations provide notice to people before using our business tools.

# 2021 Conference & Trade Show

## 2021 ISAA Conference Schedule



### FRIDAY, JUNE 25, 2021

9:00 AM – 12:00 PM

CE Class – Ethics (*Mandatory*)

1:30 PM – 4:30 PM

CE Class – Managing Your Bottom Line - Insurance (*Elective*)  
AuctionTime Software Class

5:00 PM

**MEET and GREET**

### SATURDAY, JUNE 26, 2021

7:00 AM

Registration Begins

7:30 AM

FIRST TIMERS BREAKFAST w/ ISAA Board Members

8:15 AM

Welcome to the 2021 Conference w/ Renee Jones

8:30 AM – 12:15 PM  
Friedman

Facebook Business Tips & Tricks for Auctioneers w/ Brad

8:30 AM – 9:45 AM

Coins w/ Matt Bullock & Sonny Henry

9:45 AM – 11:00 AM

Political Memorabilia w/ Bill Uhler

11:00 AM – 12:15 PM

Military Memorabilia w/ Bill Uhler

12:15 PM - 1:15 PM

**LUNCH On Your Own**

1:20 PM – 2:50 PM

Solutions Circle w/ ISAA Board; *Auction Logistics, Marketing, Revenue Generators, Office Procedures, etc.*

2:50 PM - 3:00 PM

**VISIT w/ VENDORS @ Tradeshow**

3:00 PM - 4:40 PM

LinkedIn w/ Brad Friedman

4:45 PM - 6:00 PM

**ANNUAL MEETING OF THE MEMBERSHIP**

6:00 PM

**HALL OF FAME HONOR DINNER**

7:15 PM

ISAA Novice Auctioneer Championship  
ISAA Ringman Championship

# Schedule of Classes & Events

## 2021 ISAA Conference Schedule



### SUNDAY, JUNE 27, 2021



7:30 AM	Breakfast w/ ISAA Champions & Past Presidents
8:30 AM – 10:00 AM	Job Costing w/ Rich Schur
10:00 AM – 10:45 AM	ISAA Membership & You w/ Katie Lappe, AuctionLook
10:45 AM – 11:00 AM	<b>VISIT w/ VENDORS @ Tradeshow</b>
11:00 AM – 12:00 PM	Great Ideas Session hosted by Renee Jones
12:00 PM – 1:15 PM	<b>LUNCH and Town Hall Meeting</b> Legislative Update w/ Lobbyist, Rob Karr IDFPR Questions & Answers - <i>To Be Confirmed</i>
1:30 PM – 3:15 PM	Independent contractor vs. employee w/ Rich Schur  Benefit Auctions w/ Debby Roth, Greater Giving
3:30 PM – 5:40 PM	Being Prepared For The Un-prepared
6:00 PM	<b>DINNER AWARDS BANQUET</b>
7:00 PM	Fun Auction

### MONDAY, JUNE 28, 2021

8:00 AM	<b>USPAP 7-hr Continuing Education Course</b> \$300.00 includes manual
---------	---

Please...  
*Join Us!*







## FROM THE DESK OF THE *Executive Director*

Earlier, I shared a post about Off-Facebook Activity after reading a post by a classmate of mine. I was intrigued by this posting when she shared the things she had discovered about her own Facebook account.

How many times have you been “stumped by” the ads that have come up in your Facebook feed? Many of us have read about, attended AMM or talked with people about this “marvel” occurrence. We can even joke around that “big brother is always listening” and I even know from experience this year that if you utilize an app often around others, they can even start to get ads from the same app that you use. How crazy is that? (Sorry Renee!)

Many of us are coming accustomed to this happening and use it to our benefit in our Facebook ads. So, no big deal. Right?

Curiosity killed the cat...or the “intrigue got the better of me.” To say that I was guffawed would be an understatement. I LOVE my Mac computer and have Malware installed on it for that extra buffer for me not to get stuck in the continual rainbow pinwheel of death. Lol! BUT....

There were two things that had my jaw dropping in this new security measure.

- First, I CANNOT believe that there were 309 apps and websites that were associated with my account. Wow! What were all of these sites? Despite the fact they did share many, they acknowledge that not all would be “known” to share through my settings. Ugh!
- Secondly, and Most Importantly, it’s not even the number that they “tracked” of me....it’s the fact that they....wait for it....“share my activity!” What? With who? Double UGH!

I thought I was doing really well with making sure that I had the Code Generator set up for my Facebook account to give me that extra level of protection and have been blessed to not have been ‘hacked’ all these years.

Yes, I did turn off this aspect and have gone back to check to make sure it has stayed off. And so far..... it still is “off” and not tracking my activity. Whew!

I also want to share that one of our benefits of having **AuctionLook** host our website that we have **Text Messaging** capability to our members. Even though I have only sent out a couple of text messages to this date, it is important that your mobile number on your membership profile is updated to receive them. The originating number for the text messages is (816) 226-5743 as shared on page 10.

Forgotten to Renew Your Membership for 2021? No worries. We’ve included the renewal form and just fill it out, sign the back and mail us your payment. You can also renew online @ [www.illinoisauctioneers.org](http://www.illinoisauctioneers.org). Mail-in payments save the 5% credit card processing fee.

Lastly, I’ve also included the instructions to not only maintain your membership profile, but also how to post auctions. **Remember, People like to do business with People!** “Photo Coming Soon” most probably does not intrigue a potential customer. This is your place to shine.... Let them see who you are! Or, use your logo or business card for your member pic.

First, 5 people that share they have their membership profile updated with a bio & pic at the ISAA Conference in June will get a surprise gift. So show me what you have!

This is also the place to include your bio about you as an auctioneer and / or your company. You get to pick 3 Choices of expertise that are searchable when looking for an auctioneer via our website. How does a potential client know if you’re “the right fit” if they can’t read / see anything about you? **This is FREE to you as a member!** This is 1 of your association member benefits. Check out the ad for **AuctionLook** to see the benefits that come with your ISAA Membership. It’s like a domino effect. You just need to utilize it.

Don’t forget, if you’re having trouble or need help updating your profile, posting auctions or more.... Contact me. It’s what I’m here for. To serve you.

Looking forward to seeing you in April.

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

**YOU’VE GOT MAIL! But most don’t know it!**  
We’re lucky by “standards.” Only 35 - 40% of ISAA email blast messages are actually opened.

**Check your Junk / SPAM mailbox.**

Update your email address and your mobile number on your ISAA membership profile. These are the fastest & easiest ways for us to communicate with you, our members!

Thank you, Cissy ([isaadirector@gmail.com](mailto:isaadirector@gmail.com))



# You have a database of what?

~ Mike Brandy

An auctioneer told me he had a database of 30,000+ ... what? He said, “buyers” but I’m not convinced. In other words, 30,000+ people who keep buying over and over again? Who does that? Dealers and resellers do that, but is that what you as an auctioneer are looking for? It’s not.

Dealers and resellers don’t pay retail and buy at a discount in order to resell for a profit. Consumers (and some collectors) on the other hand are buyers who do pay retail (or at least outbid dealers and resellers) but don’t necessarily keep buying over and over again.



When I started in the auction business, auctioneers advertised in the newspaper. That media found largely dealers and resellers. For an “onsite” auction in a residential neighborhood, we would also place a sign and have neighbors, their friends, their coworkers, and their family members show up.

Auctions like this truly maximized price, in that the neighbors and their associates paid top-dollar and for what none of them wanted, the dealers and resellers competed for the balance. Without those neighbors, friends, coworkers, and family this same auction would not have resulted in market value.

Today, auctioneers can’t keep relying on that database of bidders. In order to maximize price, auctioneers have to find those new bidders/buyers who now need what you are selling. And the next auction? You need yet newer bidders who now need what you are selling. If not, your “big crowd” is likely full of dealers and resellers not paying market value.

Further, the newer generations are not into collecting and purchasing property like their parents and grandparents were. These younger buyers buy what they want and then quit buying. A database of past bidders/buyers worked well 20-30-40 years ago, but today it’s a different game.

Auctioneers have two choices as I see it: Facebook (and the like) marketing works well to find those new bidders, and otherwise, an online platform can serve as a marketplace, adding new bidders all the time. In other words, you need to partner with an ever-changing marketplace or you need to address how you maintain an ever-changing marketplace.

If you’re sitting down with a potential seller telling him or her you have a database of buyers, and I walk in next and show how I find the new bidders (who likely aren’t in your database) and tell him or her that your database likely has people who have purchased once, and won’t again — or that they’re all

dealers and resellers not paying market value — I’m going to (and should) book that auction.

Is it best to maintain a database of past bidders/buyers and augment that with marketing to find that next new bidder/buyer? You could, but it appears social media marketing, as well as online marketplace platforms, already address this issue, as the former and next bidders/buyers are already there.

You as an auctioneer want all dealers and resellers? Okay, then maintain that database of those folks. If however, you (and your seller) want true market values? Then, you don’t want all dealers and resellers, and likely need to go out and find those consumers willing to pay those prices ... each and every auction.

*Mike Brandy, Auctioneer, CAI, CAS, AARE has been an auctioneer and certified appraiser for over 30 years. His company’s auctions are located at: Mike Brandy, Auctioneer, RES Auction Services, and Goodwill Columbus Car Auction. He serves as Distinguished Faculty at Hondros College, Executive Director of The Ohio Auction School, and an Instructor at the National Auctioneers Association’s Designation Academy and Western College of Auctioneering. He is faculty at the Certified Auctioneers Institute held at Indiana University and is approved by The Supreme Court of Ohio for attorney education.*



# ISAA Website

\* New Features

Hosted By: **AUCTIONLOOK**

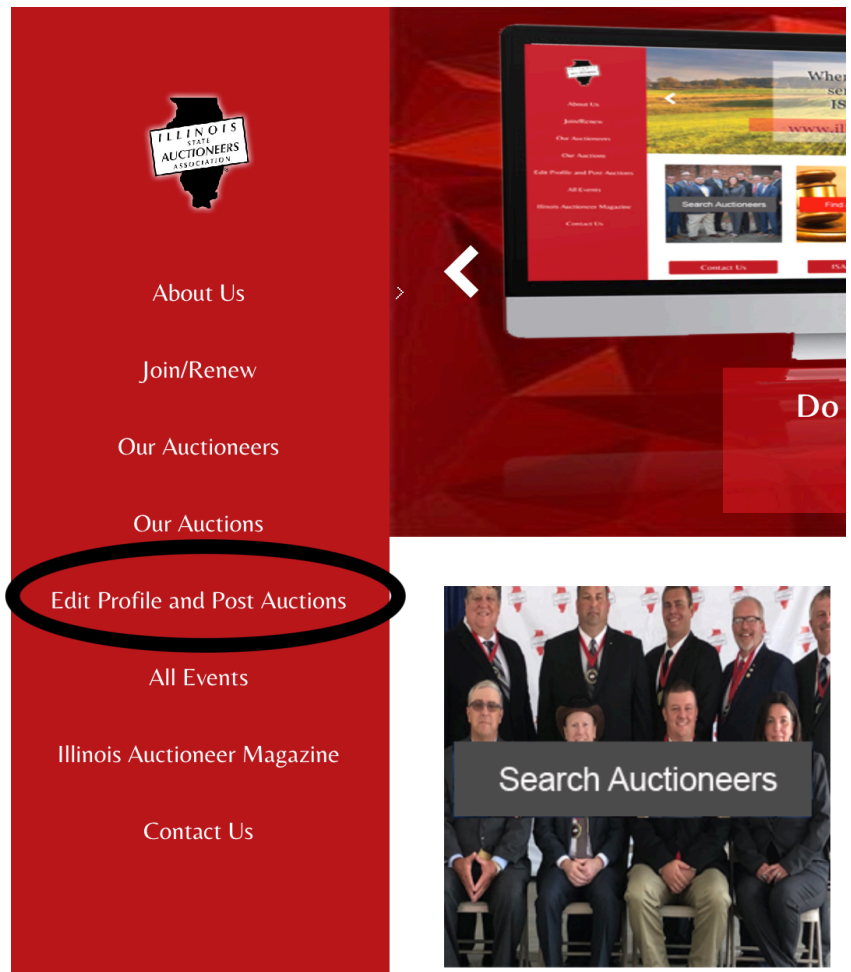
[www.illinoisauctioneers.org](http://www.illinoisauctioneers.org)

## LOG-IN

1

On the Side Bar Menu of the page, Click under the **EDIT PROFILE** and **Post Auctions** menu option, Select **Update Public Profile**.

It will take you to AuctionLook's Login Page.

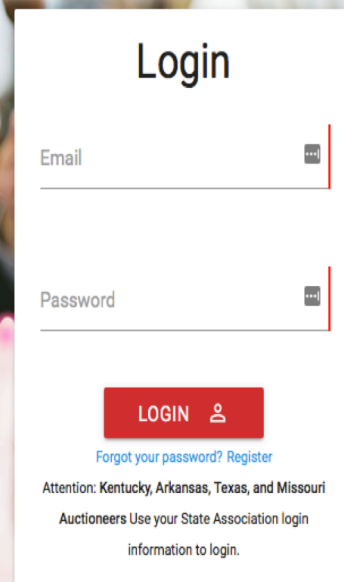




2

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.

## 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!**

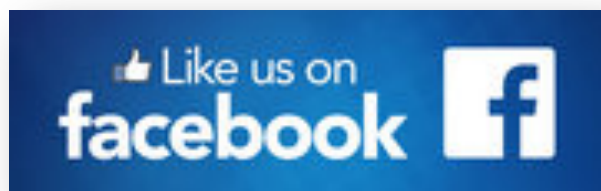
*If you have any questions about the instructions, please contact me and I will gladly help you.*

**Cissy Tabor**

**Executive Director**

**isaadirector@gmail.com**

**(312) 702-2117**



**Illinois State Auctioneers Association**

*\* Public Facebook page to advertise ISAA, Our Members, Auctions and Events.*


**Posting An  
Auction is FREE  
and a Member  
Benefit.**


**ALL auctions on  
the ISAA  
Website are in  
Date Order w/  
Closest Date 1<sup>st</sup>.**


## Entering a Sale Bill is Quick and Easy!

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

# POSTING AN AUCTION

 **Auction Controls**

 **Post New Auction**  
FREE for all members of local or national associations.  
\$50 for non members.

 **Manage Current Auctions** 0 current auctions

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 1<sup>st</sup> 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  
\$39.00**

# 2021 Industry Calendar



## June 2021

*Virtual Auction Marketing Management (AMM) Class*

June 3 - 24, 2021

[www.auctioneers.org](http://www.auctioneers.org) (Events)

## *ISAA Conference & Trade Show*

**June 25 - 27, 2021**

DoubleTree by Hilton

Bloomington IL

## *USPAP 7-Hr Class*

**June 28, 2021**

DoubleTree by Hilton

Bloomington IL

## July 2021

*NAA Conference & Show*

July 13 - 17, 2021

Minneapolis, MN

## August 2021

*ISAA Auctioneer Championship*

**August 17, 2021**

Illinois State Fair

Springfield, IL

**New  
Members!**  
and  
Returning Members

Thank  
you  
Legislation Sponsor



- Van Adkisson
- Ronnie Ales
- Dennis Aumann
- Danny Barker
- William Beck
- Jeff Bond
- Lenny Bryson
- Dale Burmester
- Bruce Cornelius
- Nancy Cripe
- David Damhoff
- Terry Dieken
- Kenny Freeman
- Jeffrey Gregory
- Matthew Hart
- Bob Harty
- Josh Hickey
- Cal Kaufman
- Hal Langham
- Lyle Lee
- Jim Roth
- Daniel Matthews
- Adam Mollett
- Wayne Mollett
- James Obenauf
- Rick Rediger
- Mark Rothrock
- Steven Runquist
- Virgil Straeter
- Lyman Tallman
- Jack Tosetti

- David Aeschliman
- Andrew Almburg
- Steven Almburg
- Hank Bauer
- Kevin Birlingmair
- Billy Bolen
- William Boruff
- John Bostic
- George Boswell
- Kris Bryan
- Lloyd Carroll
- Jimmy Dean Coffey
- Joseph Cotten III
- George Culver
- David Damhoff
- Daniel DePorter
- Patrick Doyle
- Ronald Jason Duke
- Kimberly Duncan
- Harvey Fenton
- Fred Hall
- Paul Handsaker
- Jeff Harman
- Mark Harman
- Mike Harman
- Kevin Hogan
- Douglas Johnson
- Robert K. Johnson
- James Kellerstrass
- Ronald Knollenberg
- William LeSage
- Jack Lowderman
- Jonathan McConnaughay
- Richard Middendorf
- James Naylor
- Howard Newman
- Richard Olson
- Ken Renoud
- Bruce Retherford
- Mark Rothrock
- Troy Rudy
- Richard Samples
- Brent Schmidgall
- George Mike Staley
- John Sullivan
- Luke Sullivan
- Matthew Sullivan
- Cissy Tabor
- Frank Tipton
- Robert Warmbir
- Eugene Wieseman
- Greg Wilson
- Wilmer Yoder





# AuctionTime.com

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*Online Auctions Every Wednesday*  
*No Hidden Reserves*

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## Equipmentfacts

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*Fast & Secure*  
*User-Friendly*



**Industry Leading Technology**  
*Accept bids from anywhere in the world.*



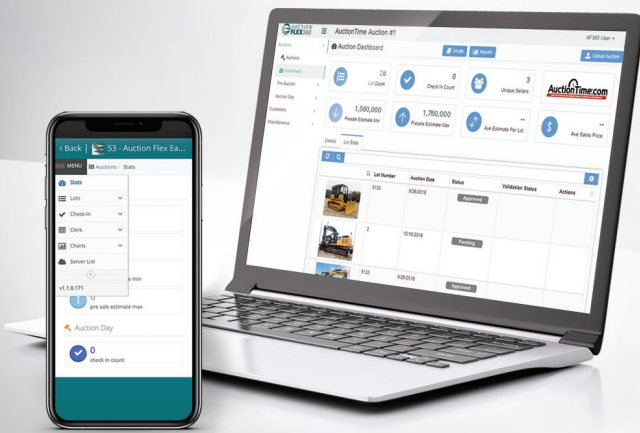
## Point2Ship

**WWW.POINT2SHIP.COM (800) 331-1978**

**SHIPPING MADE EASY**

**Parcel & Freight**  
*Instant Quotes + Speedy + Low-cost*





Contact us for a free 30-day trial.  
**WWW.AUCTIONFLEX.COM (352) 414-1947**

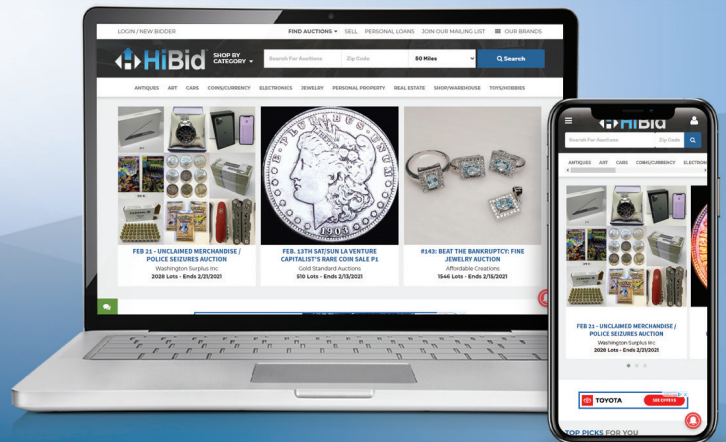
*Easy to build, organize, and reference  
 auctions on demand.*

## Full-Service Auction Management Solution

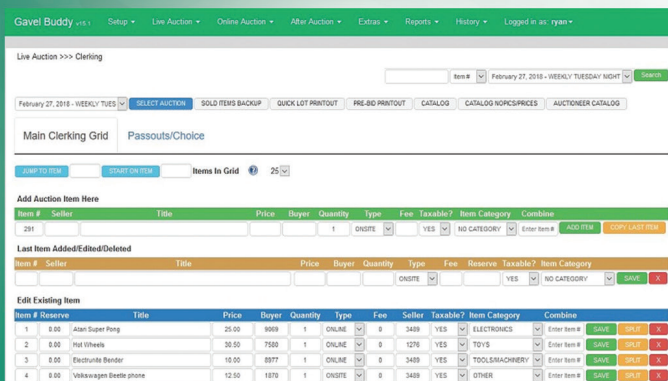
*The market-leader in auction software for live auctions.*



*Sign Up For Your  
 State Portal Today*



**Mobile-friendly bidding on the national, local and company level.**  
*Collectibles, Personal Property, Real Estate and more!*



# Gavel Buddy™

**Auction Management Software**

**WWW.GAVELBUDDY.COM**

**START YOUR  
 FREE TRIAL TODAY**

## Simple and Intuitive Auction Management Software

*Replace clerking tickets and take your auctions online.*



# 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) \_\_\_\_\_

<b>REGISTRATION FEES - JUNE 25 - 28, 2021</b>	<b>AMOUNT</b>
---	---------------

<b>Convention Attendee:</b>	after 6/04/2021	\$250.00 / each _____
(Includes ALL Provided Meals*)	<b>Discounted Registration</b> received by 6/04/2021	\$225.00 / each _____
	<i>CE Classes included for ISAA Association Members</i>	

*\*\*CE Classes for Non-members of ISAA MUST Register / Include below UNLESS you Sign up / Apply for 2021 ISAA Association Membership*

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

**Additional Meals:** ☐ Saturday Dinner ☐ Sunday Lunch ☐ Sunday Dinner \$50.00 / each \_\_\_\_\_

**USPAP 7-Hr Class** (*Monday, June 28, 2021*) - includes Student Manual \$300.00 \_\_\_\_\_

**Championship Contests — Friday & Saturday** - See Schedule (include Contest Registration Form)

☐ Ringman ☐ Novice \$100.00 / each \_\_\_\_\_

**2021 Auctioneer Membership Dues** includes posting auctions on ISAA website \$150.00 \_\_\_\_\_

**2021 Auction Company Membership Dues** includes posting auctions on ISAA website \$150.00 \_\_\_\_\_

**2021 Associate Membership Dues** \$75.00 \_\_\_\_\_

**CE Classes ONLY** - Ethics (Mandatory) / Watching Your Bottom Line (Elective)\*\* \$40.00 / each \_\_\_\_\_

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

**TOTAL \$** \_\_\_\_\_

<b>PAYMENT METHOD</b>	<i>A 5% Processing Fee will be added to all credit card transactions</i>
-----------------------	--

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 73rd Annual Conference on Friday, June 25, 2021**

**The convention begins Saturday, June 26, 2021 at 7:30 AM for Registration, Opening Session @ 8:00 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](http://www.illinoisauctioneers.org):**

Illinois State Auctioneers Association

PO Box 1541 \* Rifle, CO 81650 ~ or email to: [isaadirector@gmail.com](mailto:isaadirector@gmail.com)

**Fees cover convention functions and Do NOT include hotel accommodations.**

Hotel Reservations: Doubletree by Hilton ~ 10 Brickyard Drive, Bloomington, IL 61701 ~

(309) 664-6446 ~ Reference Code: ISA (Illinois State Auctioneers)

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





# STAFF CONVENTION REGISTRATION FORM

NAME \_\_\_\_\_  
(Non-Licensed)

ISAA MEMBER ACCOMPANIED \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_ EMAIL \_\_\_\_\_

PHONE (home/work) \_\_\_\_\_ (cell) \_\_\_\_\_

REGISTRATION FEES - <i><b>JUNE 25 - 28, 2021</b></i>	AMOUNT
--	--------

**Staff Convention Attendance:** 1st Attendee - FREE \$ 0.00 .  
**(Meals NOT Included)** Additional Staff Registration(s) \$100.00 / each \_\_\_\_\_  
*Staff Registration at 2021 ISAA Conference & Trade Show – 1 FREE Registration of a non-licensed individual per an ISAA Member conference attendance; meals not included. Additional non-licensed staff registration will be \$100 per person; meals not included. Please fill out a separate form for EACH Staff Member Attending. Thank you.*

*\*\*CE Classes for Non-members of ISAA MUST Register for them below UNLESS you Sign up / Apply for 2021 ISAA Association Membership*

Additional Meal Tickets: ☐ Saturday Dinner ☐ Sunday Lunch ☐ Sunday Dinner \$50.00 / each \_\_\_\_\_

**Championship Contests — Saturday** - See Schedule (include Contest Registration Form)  
☐ Ringman ☐ Novice \$100.00 / each \_\_\_\_\_

**2020 Auctioneer Membership Dues** which include posting auctions on ISAA website \$150.00 \_\_\_\_\_

**2020 Associate Membership Dues** \$75.00 \_\_\_\_\_

**CE Classes ONLY** - Sexual Harassment Prevention & Awareness \*\* \$40.00 / each \_\_\_\_\_  
 Making Money Using Social Media\*\* **TOTAL \$** \_\_\_\_\_

PAYMENT METHOD	<i>A 5% Processing Fee will be added to all credit card transactions</i>
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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 73rd Annual Conference & Trade Show on Friday, June 25, 2021**  
**The convention begins Saturday, June 25, 2021 at 7:30 AM for Registration, OPENING SESSION @ 8:00 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](http://www.illinoisauctioneers.org):**

Illinois State Auctioneers Association

PO Box 1541 \* Rifle, CO 81650 ~ or email to: [isaadirector@gmail.com](mailto:isaadirector@gmail.com)

**Fees cover convention functions and Do NOT include hotel accommodations.**

Hotel Reservations: Doubletree by Hilton ~ 10 Brickyard Drive Bloomington, IL 61701 ~

(309) 664-6446 ~ Reference Code: ISA (Illinois State Auctioneers)

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



# 2021 Illinois State Ringman Championship

## Contest Entry Form & Rules

Saturday, June 26, 2021 @ 7:15 PM

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone # \_\_\_\_\_ Email \_\_\_\_\_

- Contestants shall be current, active members of the Illinois State Auctioneers Association at the time of the entry deadline. Past Champions may not enter the contest.
- Contestant must have paid the \$100.00 Entry Fee by 3:00 PM on June 26, 2021. No contest entries will be accepted after the deadline date and time.
- Contestant will be required to provide three (3) items with a minimum value of \$50.00 each.
- All contestants must attend the Contestant Roll Call and Orientation Meeting at 6:15 PM the night of the contest. In the event a contestant is not present during the initial roll call, his / her name will be called 2 additional times in 5 minute intervals. In the event the contestant is not present when his / her name is called, the third and final time, he / she is disqualified from the contest, without return of entry fee.
- Judges will score contestants in each category on a range of 1 – 10 points; Introduction, Body language, Communication, Salesmanship and Overall
- **Each of the 3 items provided by the contestant must have** the contestant's business card or name firmly attached to the item, and if he / she wishes to specify the order of selling those items, each should be clearly indicated as #1, #2 or #3.
- Competing order will be determined, prior to the event, by a drawing conducted by the Ringman Contest Chairman.
- Contestants shall be introduced in both the Preliminaries and Finals. If the contestant is not present when called to the stage, he or she will be disqualified.
- Contestants will sell three (3) items consecutively, in both the Preliminaries and the Finals. In the Preliminaries, each contestant will sell items he or she provides for the contest. In the Finals, each contestant will sell items provided by the *Illinois State Auctioneers Association*.
- **There will NOT be an interview portion in the competition.**
- The scores from the Preliminaries determine who qualifies for the Finals.
- The scores from the Preliminary Round will be used as the tiebreaker in the Finals.
- Finalists will be announced after the conclusion and scoring of the Preliminary Competition.
- Contestants will not be given the exact order of finish. The scorecards of all contestants will be available after the evening's auction events have concluded.
- There shall be three – five judges and will be the sole responsibility of the contest chairman to determine the qualification of the judges. It is the Chairman's responsibility to find non-discriminating judges. If available, at least one judge will be a representative of the NAA. If there are 4 or fewer judges, all scores will be tallied. If there are 5 judges, the lowest score for each contestant shall be eliminated.
- **The Champion and Reserve Champion will be announced after the end of the contest. The Champion will receive a FREE Convention Registration to the 2021 ISAA Conference and a custom, championship belt buckle. The Reserve Champion will receive a plaque.**



# 2021 NOVICE BID CALLING CONTEST

Contest will be held Saturday, June 26, 2021

NAME \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY / STATE / ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ EMAIL \_\_\_\_\_

AUCTION SCHOOL ATTENDED \_\_\_\_\_

DATE ATTENDED AUCTION SCHOOL \_\_\_\_\_

Novice Contestants Eligibility to compete MUST be licensed in Illinois for 3 years or less.

## Rules for participation in the Illinois State Auctioneers Association Novice Bid Calling Contest:

- Contestants shall be current, active members of the Illinois State Auctioneers Association.
- Contestants must have registered and attended the ISAA Conference to qualify to compete.
- Each contestant should dress appropriately for a professional presentation.
- Each contestant must pay \$100.00 Entry Fee by 3:00 PM the day of the contest (June 26, 2021).
- Each contestant must provide two (2) items with a minimum value of \$50.00 each by 3:00 pm on the day of the sale.
- All contestants must attend the Contestant Roll Call and Orientation Meeting at 6:15 PM, the night of the contest. In the event a contestant is not present during the initial roll call, his / her name will be called 2 additional times in 5 minute intervals. In the event the contestant is not present when his / her name is called, the third and final time, he / she is disqualified from the contest, without return of entry fee.
- Competing order will be determined prior to the event by drawing conducted by the Contest Chairperson.
- There will be only one (1) round of bid calling in the Novice Bid Calling Contest.
- **There will NOT be an interview portion in the competition.**
- The bid calling contest will be held in the designated room at the competition site.
- There will be at least three judges. **All of the judges scores will be tallied for the final score.**
- On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows: Presentation—20 points; Chant/Voice— 45 points; Effective Auctioneering—35 points
- If a tie score occurs, the contestant with the highest score in the Chant/Voice category will be selected.
- Contestants will not be given the exact order of finish. Scorecards will be available following the competition and can be picked up from the Contest Chairperson.
- The Champion and Reserve will be announced.
- **The Champion will receive: a FREE Convention Registration to the 2021 ISAA Conference, a plaque and an ISAA logo package (shirt, hat and sticker)**





# Illinois State Auctioneers Association

## Championship Auctioneer Contest Rules

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1. The full name of the contest is "ILLINOIS CHAMPIONSHIP AUCTIONEER CONTEST."
2. The contest shall be limited to the first 20 entries received. If the limit is not reached, additional contestants may be at the call of the committee.
3. There shall be one division combined for men and women.
4. 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.
5. Entries, accompanied by a \$100 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.
6. Contestants will receive confirmation, admission/parking tickets, and map of fairgrounds if entry is received 10 days prior.
7. 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.
8. The score system used for the International Auctioneer Championship Contest will be used.
9. Contestants' names will be drawn for the order in which they participate at 9:30 a.m.
10. Business attire should be worn.
11. The sound system shall be preset. Contestants will be allowed to test it in advance but cannot adjust it during the contest.
12. Announcements the day of the contest will take precedence over printed material.
13. The contest will start promptly at 10 AM. If the contestant is not present when his/her number is called, he/she shall be moved to the end. 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.
14. Each contestant will be required to provide three (3) items he/she shall sell consecutively items. **Each item must have the** contestant's business card or name firmly attached to the item, and if he / she wishes to specify the order of selling those items, each should be clearly indicated as #1, #2 or #3.
15. 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.
16. Ringmen will be selected by the contest committee.
17. Scores from the preliminaries will determine who advances to the final round. The low score shall not be included.
18. The number of finalists shall be based on the following sliding scale:  
10 or fewer contestants—Five finalists  
11 to 20 contestants—Six finalists
19. 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.
20. Finalists will sell items provided by ISAA.
21. Finalists will randomly draw and be asked two questions developed by the contest committee and asked by the emcee. 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.
22. 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.
23. All contestants will receive participation medallions.
24. The following prizes will be awarded:  
CHAMPION – \$400 cash, a championship ring or buckle, trophy, plaque, one year's ISAA dues, one registration for the following ISAA Conference, entry fee for the next International Auctioneer Championship Contest.  
FIRST RUNNER-UP – \$250 cash, trophy, plaque, one year's ISAA dues, one registration for ISAA Conference.  
SECOND RUNNER-UP – \$150 cash, trophy, plaque, one year's ISAA dues.
25. Contestants shall not be given the exact order of finish. Score sheets will be sent after the contest.
26. The winner shall be referred to as "(Year) Illinois Champion Auctioneer."
27. The champion shall make two promotional appearances on behalf of Illinois State Auctioneers Association.
28. The committee chair or his/her designee shall address, as needed, any additions, errors or omissions regarding rules and regulations of the contest.
29. The decision of the committee shall be final and binding at the time a decision is made and shall apply to all contestants.
30. Proceeds from the sale of items will be used at the discretion of ISAA.



# 2021 Membership Renewal Form

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

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: \_\_\_\_\_

Other states you are a licensed auctioneer: \_\_\_\_\_

Other State Auctioneers Associations: \_\_\_\_\_

## Other Designations

☐ AMM☐ CAI☐ GPPA / MPPA☐ AARE☐ CAS☐ Other: \_\_\_\_\_☐ BAS☐ CES☐ NAA Member

## In what areas would you like to be involved:

ISAA Board of  
Governors

- ☐ Officer: (one year term)  
☐ Governor: (three year term)  
☐ Committee Interest

### Districts (ISAA is divided into 10 districts)

- ☐ Chairman (one year term)  
☐ Secretary-Treasurer (one year term)  
☐ 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 / Auction Company \$150

*Auctioneer Members shall be those licensed to conduct auctions in the State of Illinois.*

*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.*

## Credit Card Authorization

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

Name as it appears on credit card: \_\_\_\_\_

Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Credit Card: \_\_\_\_\_ Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_



## CODE OF ETHICS ILLINOIS STATE AUCTIONEERS ASSOCIATION, INC.

Dear ISAA Member,

A signed copy of the ISAA Code of Ethics must be on file at ISAA headquarters to retain membership. Please take the time to fully read the following ISAA Code of Ethics. Then sign and return this form to ISAA with your membership form and dues.

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

### PREAMBLE

The public auction subjects all possessions to equitable public appraisal and competitive offer and thereby determines fair and current value of all personal goods and estates.

The Auctioneer is the master of procedure and conduct of the public auction. He/she is a confidant of the public, and instrumental in community progress and development. Such functions impose grave responsibilities and duty beyond ordinary business policy to which he/she must dedicate himself / herself and strive to maintain the highest standards of his/her profession and share with his / her fellow auctioneers a common responsibility of integrity and honor.

Accepting the Golden Rule as his/her standard the Auctioneer pledges to observe the Law of God and of the Land in all his/her dealings and conduct business in accordance with the following of Code of Ethics adopted by the Illinois State Auctioneers Association, Inc. (hereinafter called the Association).

### PART I – PROFESSIONAL RELATIONSHIPS

**Article 1.** In the best interest of the public, of his/her fellow Auctioneers, and of his/her own business, the Auctioneer should be loyal to the Association.

**Article 2.** The Auctioneers should so conduct his/her business as to avoid dispute with his/her fellow Auctioneers, but in the event of a controversy between two Auctioneers who are members of the Association, he/she should not resort to a lawsuit, but submit his/her difference to arbitration by the Association, and the decision of such arbitration should be accepted as final and binding. If the dispute should be with a nonmember, he/she should offer the services of this Association to arbitrate.

**Article 3.** If a member is charged with unethical practice, he/she should promptly and voluntarily place all the pertinent facts before the proper committee for investigation and report.

**Article 4.** A member shall never publicly criticize a competitor, and where an opinion is specifically requested, it

should be rendered in conformity with strict professional courtesy and dignity.

**Article 5.** A member shall not solicit the services of an employee of a fellow Auctioneer without his/her knowledge and consent. Article 6. In the best interest of society, his/her associates, and his/her own business, the Auctioneer should at all times be loyal to the Association and active in its works; and he/she should willingly share with his/her fellow members the lessons of his/her experience.

### PART II - RELATION TO CLIENTS

**Article 7.** Injustice of those who place their interests in his / her hands, the Auctioneer should endeavor to keep abreast of business conditions and keep informed in matters of law and proposed legislation affecting such interest so as to give intelligent advice and effective service.

**Article 8.** In accepting the sale of real or personal property, the member pledges himself / herself to be fair to both seller and buyer and to protect the owner's interest as he/she would his / her own.

**Article 9.** When consulted for an appraisal of value or liquidation problem, a member should give a well considered opinion, reflecting expert knowledge and solid judgment, taking requisite time for study, inquiry and deliberation. His / Her counsel represents a professional service which he / she should render in writing and for which he / she should make a reasonable charge. A member should not give an appraisal or offer an opinion on any proposition in which he / she has a direct or indirect interest without a full disclosure of such interest.

**Article 10.** Before accepting an auction, it is the duty of the Auctioneer to advise the owner intelligently and honestly regarding the market value of the business or proposition and the reasonable chance of selling at value or above.

### PART III – RELATIONS TO THE PUBLIC

**Article 11.** It is the duty of every member to protect the public against fraud, misrepresentation or unethical practices in connection with the sale, disposal or liquidation of any real or personal property the Auctioneer is called upon to dispose of at public auction.

**Article 12.** It is the duty of a member to ascertain all pertinent facts concerning every auction for which he / she is engaged, so that in offering services, he / she may avoid error, exaggeration and misrepresentation.

**Article 13.** An Auctioneer is a confidential trustee of the information given by the seller or gained by him / her through the relationship with the seller and the Auctioneer must never disclose the gross receipts of a sale or any other information that would tend to be a violation of the ethics of the auction profession.

**Article 14.** No special conditions, real or assumed, or inducements or directions from anyone shall relieve members from their responsibility to strictly observe this Code of Ethics.



# 2021 ISAA Advertising Contest Registration Form



## 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 2020 – June 2021.

**Digital Entries:** Must be received by the Illinois State Auctioneers Association no later than June 10, 2021. 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 June 26, 2021 at 1:00 PM).

- 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.

***Each Entry MUST HAVE a Registration Form filled out & attached / placed with the entry.***

## Awards will be presented for the following categories:

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

## 2021 ISAA Advertising Contest Entry Form

ISAA Member (Full Name): \_\_\_\_\_

Company Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Email: \_\_\_\_\_

### Entry Submission (Circle One):

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



Illinois State Auctioneers Association  
PO Box 1541  
Rifle CO 81650  
(312) 702-2117  
[www.illinoisauctioneers.com](http://www.illinoisauctioneers.com)



## ISAA Communications

Please be sure that your email spam filters are not filtering out ISAA communications. Add [isaadirector@gmail.com](mailto:isaadirector@gmail.com) to your address book

# ENJOY THE BENEFITS OF MEMBERSHIP

