



THIRD QUARTER • 2019

The Illinois Auctioneer

The Quarterly Newsletter of the Illinois State Auctioneers Association



ISAA Members attending the NAA Conference & Show



From The President



There was a lull in auction pick up the other day and I found myself sitting in the sun on a beautiful fall day. Thinking that I don't have time for this and started writing this letter. I believe the farthest I got was about three sentences. Of course it was online auction pick up and I don't have time for that either.

It's been a remarkable year so far. Was able to go to the NAA conference and learned so much. Such as when a tropical storm is on the way the conference goes on, but not necessarily the food.

Also learned that five \$20 ads is better than one \$100 ad on Facebook.

Looking forward to the conference this year. A lot of work is going into it.

Thank You
Kara
KM Auctioneer

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Hannes Combest

Two years ago the NAA Board of Directors agreed that something had to be done for the auction industry. We have been seeing fewer and fewer people enter the business as evidenced by smaller classes in auction schools, fewer people attending state conventions and less people joining their state and national association.

The question was what to do about it.....

At that time we had on our Board a person who now serves as the U. S. presidential appointee as Assistant Secretary of Education for the *United States Department of Education* – Scott Stump, a former national staff member for the FFA. Scott worked with us to create an educational strategy for children between the ages of 10 and 18, helping create a curriculum that will introduce these students to the auction industry. This year at the 70th International Auctioneers Conference and Show, the NAA President, Tim Mast, was able to introduce the completion of this plan.

Auction Adventures is a digital game that we introduced last year that can be found at the American Farm Foundation: <http://bit.ly/Auctiongame>. This game was designed for students in the 5th and 6th grade. It comes complete with curriculum that teachers can use and resources for teachers and parents.

Help bring the auction industry to the classroom!

"Auction Adventures"

Available to play now!



Perfect for students, 3rd-5th grade
Go to auctioneers.org and click on "Content & Tools" to play!

This year the cycle was completed as we introduced a guide produced for high school students who are interested in completing a Supervised Agricultural Experience (SAE) for auctioneers. SAEs are projects that FFA (formerly known as the Future Farmers of America) members complete during their tenure with FFA. SAEs contain practical agricultural activities that are performed by students outside of scheduled classroom and laboratory time. These activities provide a method in agricultural education for students to receive real-world career experiences in an area of agriculture that they are most interested in. And now auctions are an option: <http://bit.ly/auctioncareer>.

We know that auctions are not just for people in agricultural areas. As a result, we make the SAE resources available for anyone who is interested in exploring a career in the auction industry. Introduce these resources to your children, to your grandchildren – and to their friends. Because not only are we introducing a whole new generation of students to the auction industry – we are introducing their parents to potentially a new way to buy and sell assets – NOW!

We recognize that students need to connect to other students with the same interest. So we have created a new way to keep them involved and learning about the industry and the diverse opportunities that exist. We've named this group: NAANextGen. For \$25, students will receive two digital newsletters with information about the industry, careers within the auction industry as well as some fun items for them to enjoy. Students may sign up for \$25 by going to <http://bit.ly/AuctioneersNextGen>.

We must invest in our students going forward – they are our future and we want them to understand the tradition of the auction industry and the career path that we all have enjoyed. This is not a NAA member benefit – this is open to anyone interested in this opportunity. We just need you to help us spread the word!

The future is upon us! Help us ensure that people understand that #AuctionsWork!

Hannes Combest





SAVE THE DATE

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Education
Classes Will
Be Offered
At The 2020
Conference
and
Trade Show



Teetering on attending the 2020 ISAA Conference & Trade Show?

...consider these thoughts:

Why should I attend? – Each year I talk with members about our annual conference and I’m asked, “Why should I go? What will I get out of it? What does the ISAA do for me?” Generally, my answer is rhetorical in the sense that, “Why shouldn’t you go? The conference is packed with educational, networking, professional and strategic opportunities.” There is more content and experience inside looking out than looking in from the outside. The association is your collective voice in regard to licensing issues and we need to continue to come together as The Association that represents the auction industry in the state of Illinois.

Several Education Opportunities – Everyone can learn, from the first time attendees to experienced auctioneers. Keeping up to date on our Continuing Education Classes, current trends, products, rules and regulations that can have a huge impact on your future auction results. The education opportunities available at the conference can expose you to new ways or a new direction of conducting business and help you to discover how to be more productive and profitable.

Networking – It’s often stated that valuable resources, referrals and business ideas are shared at the conference. Networking with other auctioneers can help each other with interesting ideas and information. Auctioneers who have been in the business for years are a great source for knowledge and information.

Vendor and Supplier Interaction – It’s a great opportunity to see what the vendors have to offer, ask questions and get some one-on-one training. Don’t be shy or feel awkward at the vendor tables; they’re here to support us. Of course, the vendors want your business and through interactions and listening you will hear the differences in similar products that give you the ability to discuss business face-to-face. There’s also the possibility that you may learn why others in the auction industry use the products they use. Modern products for your business can move you ahead of the competition.

Have FUN – Many enjoy the annual gathering and use it to reconnect friendships that have evolved through years of attendance. Just relax and have fun. Having the ability to do something you enjoy as a career is an opportunity that very few will ever experience. Embrace it to its fullest potential. Take the good with the bad and remember that there is always opportunity for fun. The conference is intended to add social value into auction education. Never underestimate the power of fun when learning.

Dave Brooks, District 4 Governor



Kurt Aumann receiving NAA Marketing Award



Kyle & Kelsie celebrating his 1st IAC Competition.



ISAA Members having FUN w/ Group Photo

Bill Burke
"Jazz Hands"
w/ Tim Luke's Class



NAA Memories



2018 ISAA State Champion,
Kyle Kelso, competing at the
2019 International Auctioneer
Championship

| 2019 IAC Men's Division - Preliminary Round | |
|---|---------------------|
| Finalists | |
| Jay Cash | Trey Morris |
| Justin Croy | Joshua Puffenbarger |
| Matt Hostetter | Jeremy Robinson |
| Kyle Kelso | Cody Shelley |
| Shane McCarrell | Reed Tobol |
| Craig Meier | Eli Troyer |
| Scott Mihalic | David Whitaker |
| Jerick Miller | |

Kyle Kelso made the
IAC Men's Finalist

How Do You



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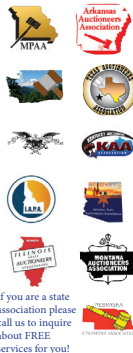
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(membership required)



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6. AD ON AUCTIONLOOK.COM

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WHITEHARDT

The Folly Of The Artificial Bidding Wind

by Aaron Traffas, CAI, ATS, CES

You've just signed the contract for a large estate auction. The lead was given to you by your cousin in a neighboring town, who had a neighbor – your new seller – who was interviewing different auctioneers for the job. Your cousin, a long-time evangelist for your services, found out and basically sold the seller on your services before you got there. All you had to do was walk in and sign the deal.

On the way to your car, your cousin sees that you've got your briefcase and a smile and comes over to congratulate you on booking the auction. He's dismayed when he learns that he'll be on vacation on the day that you've booked the event. *"That's too bad. I really wanted to bid on the collector car that I've been eyeing over the fence for the last few years. What do you say you let me place an absentee bid right here and right now on it?"*

What do you do? Do you say, *"Sure! What's the highest you'll bid?"* Do you say, *"I'm sorry, but you can't bid yet. I won't let you tell me how much you'll bid until a week before the auction."*

There is a disturbing practice in the auction industry that I absolutely can't wrap my head around. There are auctioneers who, when it comes to Internet auctions, choose the second of the two options in our scenario above. They won't accept bids on items that are legally booked into an auction. I'm going to leave that period there to let this concept soak in.

Historically, before the Internet, we might have a few absentee bids turned in by phone, on paper or in person by someone during an inspection, but we were pretty much limited to the bids we could find during a live auction. Before the Internet, I don't know that I ever heard of someone turning down a paper bid because it wasn't close enough to the auction.

With the advent of Internet bidding, however, I've started to see auctioneers who will wait until a bidding catalog is complete before turning on bidding for any of the items. I've even seen auctioneers who will have a complete catalog advertised on the website for days or even weeks, waiting to turn on the bidding until a week or a few days before the auction. *Because it builds excitement.* No, it doesn't. More on that fallacy later.

As Auctioneers, we have a fiduciary obligation to our Sellers. Once we've signed the contract, it's our job to take bids. That's what we do. Our attitude should be one of desperation for any bid we can find – we should be looking in every nook and cranny, behind every door and under every rock, hoping to find a bid that we can gobble up in hopes to add to the running total that is the current bid for each and every item in our auctions. We shouldn't care *how* or *when* a bid comes in, we should only be thankful that it came before we said *sold*.

With that attitude in mind, once we book an auction that has Internet bidding in any form, it should be a race to get the items

listed on our website. Popular financial talk show host Dave Ramsey uses the expression *gazelle intense* to describe the necessary urgency of getting out of debt. I submit that we should

be gazelle intense about getting the items in our auctions up on the web so that we can begin taking bids as soon as humanly possible.

Could there be a benefit to waiting on a catalog to cook before turning it on? Does it build excitement? No. It actively depresses bidding activity. Have you ever been excited to wait for something that you wanted?

I buy a lot of things on the Internet, but I'm frugal about it. I'm an avid subscriber of [Amazon Prime](#), and I frequent [eBay](#) and have a slew of browser plugins like [PriceBlink](#) that let me know for sure that I'm paying the lowest price for an item. The only thing that trumps price is time. I don't like to spend a lot of time hunting for something. If I can perform an action and be done with the task of buying something, at least done enough to move on with my day, I'm going to opt for the fastest experience before necessarily the lowest price. What this means is that I want to do something right now, even if it means I'm not going to make the purchase right now.

If I find a widget that I want on your auction site, and I can't bid on it yet because the magic bidding window hasn't arrived yet, am I going to be excited to come back? Nope. I'm going to go back to Google and click on the next link down. Only in the rare case that you're selling something that is very hard to find will I create a reminder of some kind or remember to come back. And when I have to take that extra step and wait, I'm not going to be happy about it. My opinion of your company is not going to be favorable because you've hijacked my time, which is often more important than the lower price that I'll get to pay because you didn't take bids from everyone else who saw unavailable bidding and didn't come back.

Not allowing Internet bids until a certain date is like booking an auction but walking around with your fingers in your ears until a week before the event. Creating an artificial bidding window violates the trust of our sellers, depresses bidding activity and is deleterious to a passionate buying community that we should all be trying to build for our companies and the auction profession.





Remote Seller Sales Tax Informational Guide

www.auctioneers.org

As a result of the June 2018 decision from the Supreme Court of the United States in the case of *South Dakota v. Wayfair et als.*, many states now collect sales tax on taxable items purchased from a seller in another state (often called a “remote seller”) even if the seller does not maintain a physical place of business in the state to which items are being shipped. State and even local sales taxes can be assessed on items purchased from traditional retailers or from remote sellers, including auction companies, that ship or deliver outside their home states.

While the Supreme Court’s *Wayfair* decision changed 50 years of precedent by removing the requirement of physical presence in sales tax collection, it did not change the requirement that there be a “nexus” (sometimes referred to as “economic nexus”) between the remote seller and the state where products are shipped in interstate transactions. States and local taxing jurisdictions seeking to capitalize on the *Wayfair* decision have enacted a variety of diverse and inconsistent laws with differing thresholds.

The Streamlined Sales Tax Governing Board is a group whose aim is to “*simplify and modernize sales and use tax administration in order to substantially reduce the burden of tax compliance.*” It defines a remote seller as one that generally “*sells products or services for delivery into a state in which that seller does not have a physical presence or other legal requirement to be registered other than because they exceed the state’s economic nexus threshold.*” The sheer number of new and different laws passed by many states in the wake of the Supreme Court decision last year means that many auction companies will now be required to collect and remit sales tax as they exceed these thresholds.

Below, we have provided an informational guide that covers, in brief, some things auction professionals should know and consider in order to comply with these new sales tax laws and regulations. It does not fully cover these laws and should be used as an informational resource only. The *National Auctioneers Association* encourages members to do their full due diligence by reviewing this informational guide, doing additional research as needed and seeking professional tax assistance to ensure they are meeting all local, state and federal laws and regulations.

The Streamlined Sales Tax Governing Board has also curated a list of Certified Service Providers who are equipped to help businesses with sales tax compliance. CSPs can perform sales and use tax functions on the behalf of sellers, allowing businesses to outsource many of their tax administration needs.

You can learn more about these providers and see a list of Frequently Asked Questions at streamlinedsalestax.org/certified-service-providers.

As of January 2019, these CSPs included:

- Accurate Tax – accuratetax.com | (866) 400-2444
- Avalara – avalara.com | (877) 780-4848
- Exactor – quickbooks.intuit.com/sales-tax | (800) 851-8226
- Sovos – sovos.com | (866) 890-3970
- TaxCloud – taxcloud.net | (206) 452-1686
- Taxify by Sovos – taxify.co | (866) 532-0829

Note: The following information was originally gathered from the Streamlined Sales Tax Governing Board (streamlinedsalestax.org) and Avalara (avalara.com) in January 2019. This is an ever-changing environment and may have frequent updates. The National Law Review talks in-depth about the states’ response to this issue at tinyurl.com/NLRwayfair. Please visit these sites and contact the state agencies below for the most current information. You can also stay up-to-date on the NAA’s activity regarding this issue at auctioneers.org/auction-tax.

Illinois

Nexus Laws Enforced: Economic nexus, marketplace sales tax

Threshold: Cumulative gross receipts from property sales of \$100,000 or more in Illinois or 200 or more separate transactions into the state in the preceding 12 months.

Law Effective Date: October 1, 2018; January 1, 2020 for marketplace facilitators

Qualifying Transactions: Property, including exempt sales but not sales for resale or occasional sales

State Agency: Illinois Department of Revenue
(800) 732-8866
www2.illinois.gov/rev

Additional State Guidance to Remote Sellers:

<https://www2.illinois.gov/rev/research/legalinformation/EmergencyRules/Wayfair/Pages/default.aspx>

LAST UPDATE: July 24, 2019



What will happen to my Facebook account if I pass away?

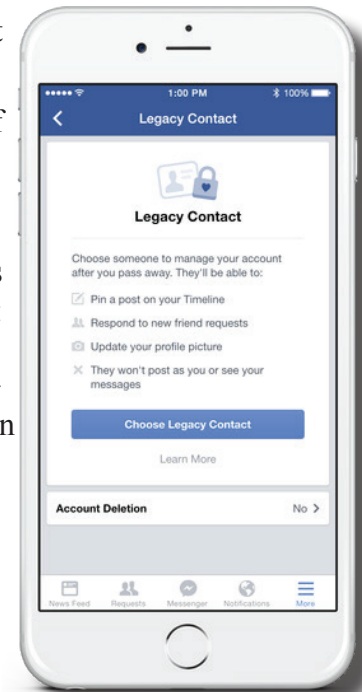
You can choose to either appoint a legacy contact to look after your memorialized account or have your account permanently deleted from Facebook.

If you don't choose to have your account permanently deleted, it will be memorialized if we become aware of your passing.

Memorialized accounts

Memorialized accounts are a place for friends and family to gather and share memories after a person has passed away. Memorialized accounts have the following key features:

- The word Remembering will be shown next to the person's name on their profile.
- Depending on the privacy settings of the account, friends can share memories on the memorialized timeline.
- Content the person shared (example: photos, posts) stays on Facebook and is visible on Facebook to the audience it was shared with.
- Memorialized profiles don't appear in public spaces such as in suggestions for People You May Know, ads or birthday reminders.
- No one can log into a memorialized account.
- Memorialized accounts that don't have a legacy contact can't be changed.
- Pages with a sole admin whose account was memorialized will be removed from Facebook if we receive a valid memorialization request.



Legacy Contacts

A legacy contact is someone you choose to look after your account if it's memorialized. We strongly suggest setting a legacy contact so your account can be managed once it's memorialized.

A legacy contact can accept friend requests on behalf of a memorialized account, pin a tribute post to the profile and change the profile picture and cover photo. If the memorialized account has an area for tributes, a legacy contact will be able to decide who can see and who can post tributes.

Learn more about what legacy contacts can do and how to add a legacy contact to your account.

Deleting your account when you pass away

You can choose to have your account permanently deleted should you pass away. To do this:

1. From the top right of Facebook, click and select Settings.
2. Click Memorialization Settings.
3. Scroll down, click Request account deletion and click Delete After Death.

For Friends and Family

If you'd like to create another place for people on Facebook to share memories of your loved one, we suggest creating a group.

Learn how to request the memorialization of an account or how to request the removal of a deceased person's account from Facebook.

Source: <https://www.facebook.com/help/103897939701143>



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Yes, it is all about the fun but it is so much more. The Fun Auction is our association's largest fundraiser of the year. That is why we are asking each one of you to bring one or more quality items for the Fun Auction this year.

Not only will you have fun getting up to sell your items (if you so choose) but you will also be helping the association to raise the funds necessary to operate on for the coming year.

The convention is just over one hundred-twenty days away and will be here before we know it! So when you are out Christmas shopping, why not pick up an item or two for ISAA. Don't forget those fun and invaluable experiences or getaways! Or...that perfect white elephant / gag gift that could sell or be passed around year after year.

Every donation for this event is appreciated.

Please help us in making this year's fun auction the best one ever.

See you in February!

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To REGISTER Online:

<https://texasauctioneers.org/lone-star-open-home-page/>

The Practical and Legal Issues of Credit Card Chargebacks for Auctioneers

By George A. Michak, Esq.

Credit card chargebacks can pose real risks, and real problems, for auctioneers. Basically, a chargeback occurs when a buyer advises his credit card company that – because of some irregularity in the transaction or because of the character or quality of the goods purchased – the buyer did not get his money’s worth. The credit card company, then, backs the payment out of the auctioneer’s attached credit card processing account. A significant problem in this process is related to timing. This is because a chargeback will typically occur after the auctioneer has paid the seller. As such, when the money comes out of the auctioneer’s operating account, the seller has his money, the buyer has the property, and the auctioneer is stuck in the middle. More often than not, the money that comes out of your account has no relationship to the transaction, giving rise to the chargeback.

While the volume of chargebacks may vary, it brings to mind a statement made years ago by United States Senator Everett Dirksen (R. Ill.), who said, in an unrelated context, “*a billion here, a billion there, pretty soon, you’re talking real money.*” While we may not be talking about billions of dollars in this context, it is fair to paraphrase Senator Dirksen that – *a chargeback here, a chargeback there, pretty soon you’re talking about real money.*

While chargebacks are inconvenient, time consuming, and costly, you should keep in mind that, **a chargeback does NOT ultimately determine the rights of the parties in the underlying transaction. In particular, a chargeback does not mean that the buyer is not obligated to pay for the property. It only affects how he pays.** In other words, even if a buyer is successful with a chargeback, you can still proceed against the buyer to recover what he owes. In this regard, your bidder terms and conditions are very important, and should provide that your auction transactions are governed by the law of the state in which you are located, and that all bidders and buyers agree to be subject to jurisdiction in the county and state where you are located, which should be the exclusive venue for dispute resolution. You should also include an attorneys’ fees clause providing that you will be entitled to attorneys’ fees incurred in collecting monies owed. In this way, notwithstanding the chargeback, you may be able to get a judgment locally that you can, then transfer, to the jurisdiction where the buyer is; you may, then, be able to secure a lien against property that he owns.

In an effort to avoid chargebacks in the first instance, however, **your bidder terms and conditions should have a No Chargebacks Provision.** As a condition to registration and bidding, you want your bidders to agree that **they will not, under any circumstances, initiate a chargeback, and that they are waiving any such rights that may exist under the agreement between the bidder and the bidder’s credit card company.** This statement should be identified as an “inducement” for you to allow the bidder to register and

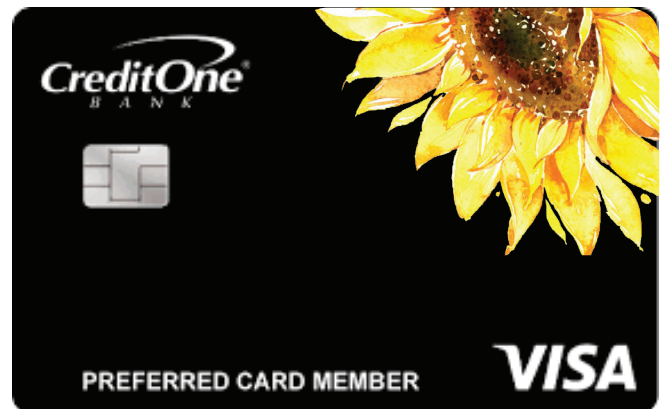
bid. You also want to include a statement that **the bidders agree that, should a chargeback be initiated, the bidder terms and conditions will be conclusive evidence of the bidder’s waiver of any chargeback rights.** Finally, you want to reiterate that **even if a chargeback is successful, the buyer remains liable for the purchase price, plus costs of collection, including attorneys’ fees.** You may also want to include a statement on your credit card slips that says “**ALL SALES FINAL. NO REFUNDS OR RETURNS.**”

Chargebacks should also be addressed in your seller’s contract, and you may want to include a statement to the effect that **the Seller bears the risk of any chargebacks.** Whether you ultimately pass that cost onto the seller, you are taking credit card payments for the ultimate benefit of your seller, and, so, it doesn’t seem inappropriate to allocate the risk that way.

As an additional protection, you should probably avoid tying credit card processing to your escrow account because you don’t want to expose funds held in trust (typically from other transactions) to a chargeback.

There are no guarantees with respect to any of this stuff, but the best you can do is the best you can do, and the more clarity in your contract terms, the more you have to rely on.

This article is for information purposes only and does not constitute legal advice. No attorney-client relationship is intended or inferred with any reader of this article.



George has a dedicated auction law practice, regularly representing auctioneers and auction companies on all legal aspects affecting the auction industry, including: contracts; litigation; administrative law; licensing and disciplinary matters; online auctions; intellectual property; business purchases and sales; land use; real estate; environmental issues; oil, gas, and mineral rights; federal and state restrictions on the sale of certain property (including taxidermy and firearms); sales tax; Uniform Commercial Code; succession planning; ethics; best practices; and risk management. Recognizing the significant impact of technology on the auction industry (and on the law as it relates to the auction industry) George monitors technological and legal developments affecting the industry. George also helps auctioneers and auction companies identify, manage, and reduce risk while educating sellers and buyers and protecting commissions, premiums, and fees.



An Interview with Matt Hart, 2019 Illinois State Auctioneer Champion

You're the 2019 Illinois State Bid Calling Champion congratulations, how does it feel?

It feels incredible! This truly is something I have dreamed about since I began auctioneering back in 2008. Though, there were many times where I wasn't sure I was even going to make it as an auctioneer, let alone a state champion!



Speaking on some of the troubles you had in the beginning, who or what kept you going and striving to win this championship?

As mentioned, I began auctioneering in 2008, fresh out of high school and into an economic recession. On top of there not being much work for an aspiring bid caller, I was severely lacking confidence in my ability to speak in front of an audience and develop my chant. I was working full time at a local grain elevator at the time and something about the smell of sour soybeans drove me to want to work harder to eventually make auctioneering my full time profession. I was fortunate enough during this time to meet Mr. Joe Wegener, who owned a local auction business and gave me an opportunity to just be around the business, be a laborer, work the ring, and sometimes call bids for the last 30 -50 lots on auction day. *Joe taught me a lot more about life than just bid calling and catching bids though. He introduced me to the ISAA and instilled many of the principles from the code of ethics that I am proud to still stand by today.* He also introduced me to other auctioneers and past champions of this state that have been extremely beneficial to my life and my business. All of these people and factors provided the desire I needed in order to win this championship.

This wasn't your first year competing. How many times have you been in the ISAA contest, and what made you want to compete?

That's absolutely right! I have had the privilege of competing in this contest 4 years prior to winning this year. I laughed with fellow ISAA members and competitors after winning, about my first year competing. I was so nervous that I sold one of my items to the wrong bidder and nearly fell off the stage from nerves. After it was over and I put my heart back into my chest, I watched the finalists put on a great

show. I promised myself then that I would someday be there too. Five years later I can look back and laugh, but really, it wouldn't have happened without working extremely hard and reaching out to past champions I know like Mike Espe and Josh Hickey, who really encouraged me to stick with it, relax a little and just enjoy the contest.

As far as what made me want to compete, I have my competitive upbringing to thank. That and I can remember the summer of 2011 well. I was beginning to get a little confidence in my ability and Josh Hickey won the contest. Everyone from our area talked about how great it was, it really inspired me because I thought that I wanted that someday for myself too.

What, other than the trophy, has the contest provided for you?

Honestly, the trophy, ring, and my name on the list of champions is incredible. But it all pales in comparison to the camaraderie, challenges and career opportunities that the ISAA contest has provided. Every year that I competed and lost I would head back home hungrier to improve and win than the year before. I would try really hard to win every year, and I think in a small way I always did. I often hear from auctioneers who are thinking about competing, *"Well I don't think I will win, so it's probably not worth going"* and I couldn't disagree more. I think competing and NOT winning is the best thing for you. It keeps you humble, helps you refocus, and on top of it all, you rub shoulders with other great auctioneers within the ISAA in a way you cannot get anywhere else.

Had I never competed I wouldn't have nearly as many great friends and colleagues as I do. Plus, it always keeps me plugged into the association and everything that is happening throughout the state.



— continued from page 12

Other thoughts and information worth sharing?

I truly need to thank both my Mom and Dad, as well as the rest of my family. I am a first generation auctioneer who got started in this business on a “whim” I had while in high school. I thought it might be fun, and it sure has and continues to be. I wouldn't be anywhere without their persistent support, and patience with listening to my countless stories, practicing, and allowing me to “host auctions” at many of their parties with their friends so that I could work on “calming my nerves.”

Also, I want to, “Congratulate all of my fellow competitors.” They may have named me this years champion, but by going out and giving our best and attempting to “out do” each other we aren't only bettering ourselves, but our entire industry.

Lastly, I want all members of the ISAA to not only compete or watch and work the contest this next year. But get plugged into their respective districts by attending meetings and coming to other ISAA sponsored events to have their voice heard. We are a great group of professional auctioneers that are working hard to better this industry in a fast changing world, and we find a way to have a lot of fun in the meantime!

Thank You!
Matt Hart

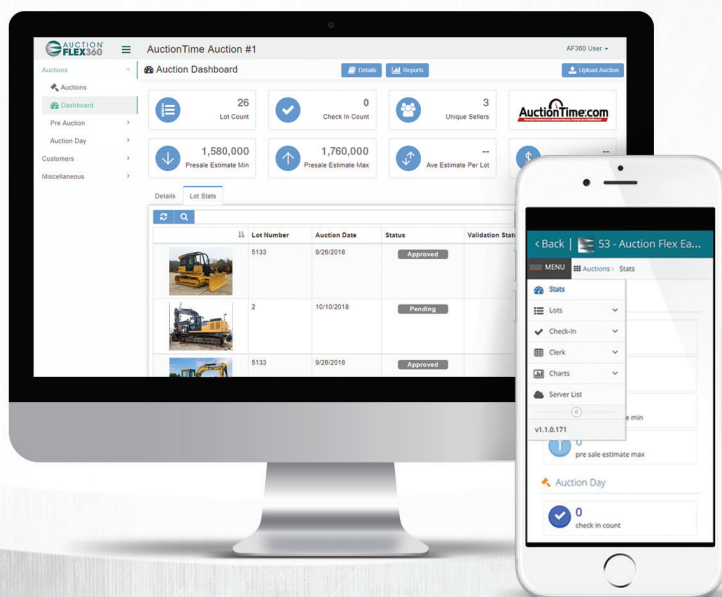


2019 Illinois State Auctioneer Championship can be viewed on the Illinois State Auctioneers Association Facebook page.





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ISAA Members at the Governor's Sale of Champions



ISAA Lifetime member, CP “Terry” Dunning was recognized at the 2019 NAA Conference & Show that was held in New Orleans this July for his long-time service with the NAA Hall of Fame. Mr. Dunning has continuously served on this committee since 1984 either as a Secretary, Treasurer or President until his retirement this year; a 35 year run probably never to be repeated as shared / presented by Steve Schofield.



Congratulations Mr Dunning on your commitment, contributions and service to the auction industry.

Terry had announced his planned retirement as President at the Hall of Fame Committee meeting last summer in Jacksonville, FL, in which the members felt he needed to be recognized for his dedication to the entire auction industry.

The National Auctioneers Association Hall of Fame began in 1961 and has 160 inductees who represent a lifetime of commitment to the auction profession. Mr. Dunning was Inducted into the NAA Hall of Fame in 1981 and is the 2nd longest living member at this time.

He has been a leader, contributed to and made a large impact in the auction industry throughout his career. Not only has he received the 2003 President’s Award of Distinction by the NAA *“to be honored as a member whose conduct has distinguished the auction profession or the National Auctioneers Association.”*

Mr Dunning’s impact to the auction industry is comprise as one of the largest contributors / curriculum writers of the GPPA program of the *National Auctioneers Association* in which he was the instructor for the first five (5) years of its conception along with being an instructor for the Certified Auctioneers Institute (CAI) designation.

As Mr. Schofield shared, *“Like Terry, every member can make a difference. Earn at least one designation. Set high goals for yourself. Get involved in association committees and make it a stepping stone to becoming a board member. And do what every single Hall of Fame member has done... work for the good of the industry, yet never ask for or expect anything beyond the contributions you are capable of providing.”*



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2019**

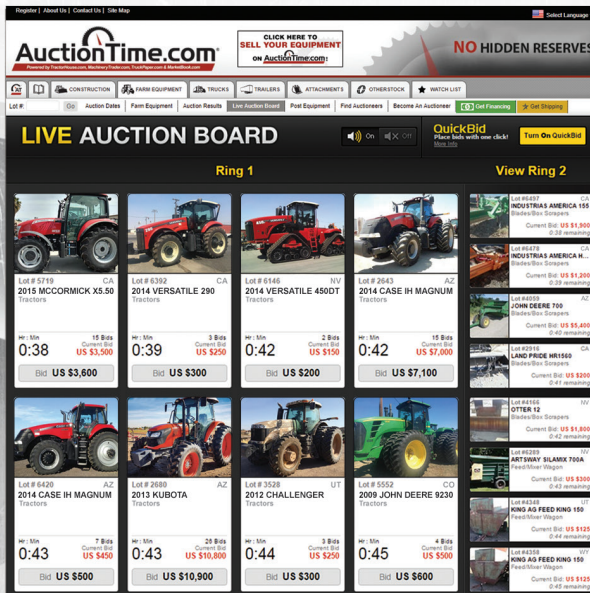
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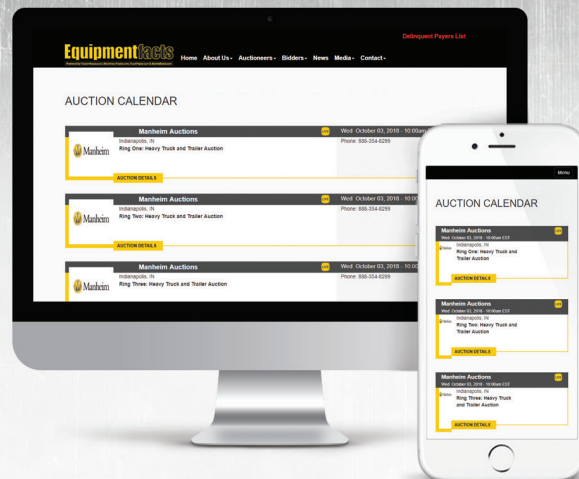
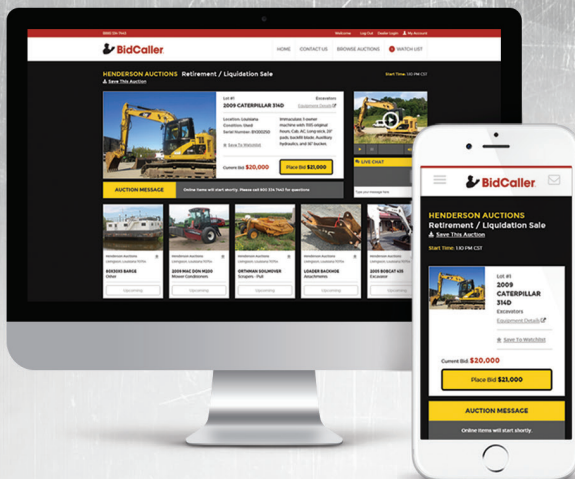
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Hachmeister Memorial Scholarship Application

The Illinois State Auctioneers Association will award one (1) 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:

☐ Official transcript

☐ List of school and community activities

☐ One recommendation from a non-family member

☐ Statement of future goals in 500 words or less

Applications must be completed in full and postmarked by January 1, 2020.

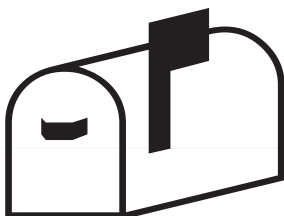
The winner will be notified by mail.

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 1st to:

**Scholarship Committee
c/o Illinois State Auctioneers Association
PO Box 359
Toulon, IL 61483**



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618-781-9810 • codyhanold@att.net

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217-662-8644 • lenhartauktion@nwcable.net

GOVERNOR DISTRICT 9 Alva McDowell (2022)
McDowell Auction
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Cissy Tabor • Executive Director
312-702-2117 • isaadirector@gmail.com





2020 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.



ISAA HALL OF FAME

| | | |
|------------------------------------|--|--|
| 2018 Joe Ollis | 2005 Homer Henke, CAI | 1995 Edtmmd 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 Doyme 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 1, 2020



Illinois State Auctioneers Association
PO Box 359
Toulon, IL 61483
(312) 702-2117
www.illinoisauctioneers.com



ISAA Communications

Please be sure that your email spam filters are not filtering out ISAA communications. Add isaadirector@gmail.com to your address book

2018 - 2019 Industry Calendar

October 2019

Texas Lonestar Open Competition
October 25, 2019
Ft Worth Stockyards

December 2019

NAA Designation Academy
December 1 - 7, 2019
Las Vegas, NV

January 2020

Mile High Auctioneer Open
January 25, 2019
National Western Stock Show

February 2020

2020 ISAA Conference & Trade Show
February 15 - 17, 2020
Pere Marquette - Peoria, IL

Online Marketing Summit

February 24 -25, 2020
Louisville, KY

March 2020

Certified Auctioneers Institute (CAI)
March 17 - 21, 2020
Bloomington, IN

