

FOURTH QUARTER • 2019

The Illinois Auctioneer

The Quarterly Newsletter of the Illinois State Auctioneers Association



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YOUR
BUSINESS**

ISAA

The Conference Experience
Peoria, IL
Feb 15 - 17, 2020



Save The Date
For the Best 3 Days of your year!



2020

HAPPY NEW YEAR!



From The President

"It is only an auctioneer who can equally and impartially admire all schools of art," Oscar Wilde. We not only look at art like that but most everything we auction. When we get too close or too far from something, we are not able to view it impartially. Which then means that emotions are involved, and all rationality went out the window.

We each have a commitment to the association no matter the capacity. From those that only send their dues to those that show up time and again. Is one more deserving of the benefits over the other? Some might say yes, me not really, both are needed for the association and deserving of the benefits. Maybe those that only pay their dues are happy with the association and what it offers? I do my best not to judge, even though it is something that is quite easy to do.

Thank You
Kara
KM Auctioneer

ILLINOIS STATE AUCTIONEERS ASSOCIATION BOARD

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

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

GOVERNOR DISTRICT 2 Renee Jones, CAI, AARE, BAS, CES, CAS, PRI (2020)
53 West Jackson, Suite 1757 • Chicago, IL 60604
312-852-8523 • renee@renee.com

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

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

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

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

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

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

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

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

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

GOVERNOR DISTRICT 9 Alva McDowell (2020)
McDowell Auction
926 N 75 Ave • Mulberry Grove, IL 62262
618-267-3410 • mcdowellauction@frontiernet.net

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



I was on vacation recently with some friends who work in the auction business. We had a great trip overall, but we had one experience that was quite phenomenal with a lesson to be learned.

One day we spent simply relaxing. We went to the pool attached to a small beach and rented a cabana. The gentleman who rented us the cabana showed us which one it was and brought us some nice cold ice water.

How nice, I thought to myself. What great customer service! He came back an hour later to check on us and bring us some more towels. How nice I thought to myself. I could get used to this kind of service. I felt special because he was focusing on us. Then he came back an hour later with more ice water and offered to clean my sunglasses off for me. It was then that I noticed his sunglasses. So I asked him: *"Jayce, I love your glasses. Where did you get them?"* (See, by now we are on a first-name basis). *"Hannes, we sell these at the cabana hut. Would you like to try mine on – they are great glasses – they are called Maui Jim's and they are light, although they are made with real glass."*

So of course I tried them on and I loved them. They are stylish and when I put them on, I could see the world so much more clearly – I didn't even have to take them off to see my emails on my phone. My friends all tried them on as well.

"These are great Jayce," I said. *"We'll come up to the cabana hut in a little bit and see the different styles you have."*

"Don't worry about that Hannes," Jayce replied. *"I'll bring some back for you. Enjoy the pool."*

Sure enough, Jayce came back in the next 30 minutes with several pair of Maui Jim sunglasses. He showed us the features of the sunglasses and how you could use heat to make them fit your head better, about its warranty and how to care for the glass. Jayce then walked back to the cabana hut with three less pairs (I only bought one pair!).

Jayce NEVER asked for the sale. He never pressured us. In fact, we asked him if we could buy them. Let that soak in: WE asked HIM if we could buy them.

Now if you know sunglasses, you know these are expensive sunglasses. I have NEVER spent this kind of money on sunglasses. But I asked HIM if I could buy the sunglasses.

Why is this pertinent to all of you? Because you are ALL in the sales business. No I'm not talking about the actual auction sale. I'm talking about getting the auction sale.

Jayce's customer service skills were extraordinary and something to be emulated. What kind of ice water can you provide your clients? What kind of services like cleaning sunglasses can you provide? Because building these relationships with potential clients will eventually have them asking you, "can you sell my assets for me?"

Jayce taught us all a very valuable lesson that beautiful day. It's what we already know – sales are about relationships. Of course you have to have a good product (your auction) and of course you have to have the expertise (he knew his product well).

Auctioneers I have talked to are very talented in the auction process but they tell me they struggle with the sales process. This year NAA is introducing a new Sales class taught by Spanky Assiter, CAI, AARE and Scott Shuman, CAI. We'll introduce it in Las Vegas (as I write this it hasn't been completed BUT I am confident they hit it out of the park). Watch for this to be offered again soon!

And in the meantime think about the lesson that Jayce offers us. Try to have the relationship so that your clients are ASKING YOU to sell their assets for them!

Good luck!

Hannes Combest



George Michak is an attorney who regularly represents auctioneers and auction companies on wide-ranging issues, including litigation, contracts, and licensing. George helps auctioneers and auction companies identify, manage, and reduce risk while educating sellers and buyers and protecting commissions, premiums, and fees. George serves as counsel to the Pennsylvania Auctioneers Association, and regularly speaks before industry groups about auction law and ethics.



In his presentations, George addresses the dynamic and developing legal environment faced by auctioneers today, with a focus on major legal issues, developing case law, and the importance of appropriate contract language, including bidder terms and conditions. Among the various topics George has addressed are: (i) seller contracts and bidder terms and conditions; (ii) the auctioneer's discretion in registering bidders and in conducting auctions (including issues related to the reopening of bidding); (iii) the use (and ownership) of a buyer's premium or buyer's fee; (iv) online auction issues; (v) absentee bids, phone bids, and online bids; (vi) the statute of frauds; (vii) jurisdiction and choice of law issues; (viii) the risk of becoming part of the provenance (including the risk of liability to subsequent purchasers); (ix) the handling of escrow accounts (particularly when a claim has been made by a buyer, bidder, or third party); (x) credit card chargebacks; (xi) the withdrawal of property by the seller or the auctioneer; (xii) disclosure obligations and the proper use and application of "AS IS" and other disclaimers; (xiii) issues arising under the Uniform Commercial Code (including court decisions interpreting UCC Section 2-328); (xiv) risk management and best practices; and (xv) developing legal trends.

George has taught auction law and ethics at Harrisburg Area Community College, Reading Area Community College, Clarion University of Pennsylvania, Reppert School of Auctioneering, and Mendenhall School of Auctioneering. In addition to his auction law practice, George has a strong background in corporate and business law, commercial litigation, administrative law and professional licensing, economic development financing, oil and gas, real estate, and land use.

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

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



Beth Rose is the 2016 Women's International Auctioneer Champion and winner of the 2016 National Auction Marketing Campaign of the Year. She was the 2001 recipient of the Rose Award from CAI, the 2016 Florida State Auctioneer Champion and the 2009 Michigan Auctioneer Champion. Beth has served on the board for the Michigan Auctioneers Association and teaches real estate and marketing for the Ohio Auction School. She currently serves the NAA on the CAI committee and as Vice-Chair of the Educational Institute trustees.



She conducts auctions in Ohio, Michigan and Florida. She is a second-generation auctioneer and is considered one of the top Realtors in her area. She has been conducting single-family and commercial real estate auctions for 30 years. She has won numerous awards in real estate and marketing. She has one daughter, Sara Rose, and three sisters, that are all auctioneers. Beth is actively involved in her own non-profit organization called Blessings in Disguise, where she is the board president.

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.

Junior Staggs, CAI, is a first generation auctioneer and 2007 graduate of Nashville Auction School, where he served as class president.

He is a 2016 Graduate of the *National Auctioneers Association* Certified Auctioneers Institute, the highest professional designation attainable by auctioneers .

Junior is an active member of the Tennessee, Kentucky, Georgia, Michigan, Arkansas and National Auctioneers Association. Mr. Staggs has served on various committees and currently serves as a Director for the Tennessee Auctioneers Association.



Junior is also a 7 Time Champion Auctioneer, Owner of The Auctioneer Print and The Bid Calling Boot Camp.

SAVE THE DATE

ISAA Conference & Trade Show FEBRUARY 15 - 17, 2020

Discount Rate with
\$114.00 2 FREE
Breakfasts



Marriott Pere Marquette
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309-680-2326 (Ashley)



Staff Registration Discount at 2020 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.)*



ANNOUNCEMENT

CONTINUING EDUCATION

NOTICE for ALL Illinois Licensees
Effective January 1, 2020, a new law requires ALL
persons who hold a professional license issued
by the Division and are subject to continuing
education requirements shall complete a one-
hour course in Sexual Harassment Training.

**WILL BE OFFERED AT
2020 ISAA CONFERENCE
SATURDAY, FEBRUARY 15, 2020**

2020

Meet & Greet
FRIDAY
FEB 14TH

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.





We're
Bringing
Them
Back!



Get Ready for the
2020 ISAA Novice Auctioneer
Championship
2020 Ringman Championship
and the
ISAA Champion of Champions!

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



*Champion of Champions Registration
is included in the back of the newsletter.*

Announcements

Announcements and Upcoming Events



Don't Let Your Membership Lapse!



**Membership Year shall be from
January through December**

Renewal of Membership Can Be
Done with Convention Registration.

*Invoicing will be sent out for
Membership Renewal in January
if it has not been renewed.*

THANK YOU TO THE ILLINOIS STATE AUCTIONEERS ASSOCIATION

AND ALL ILLINOIS AUCTIONEERS



We would like to say THANK YOU, THANK YOU, THANK YOU to all of you for your support and our students of *World Wide College of Auctioneering* classes.

As Owners and President & Vice President of World Wide since 2001, many people have asked us, *"What have you liked most about your roles at World Wide?"* The answer is easy for both of us, *"It's the people that have attended World Wide and getting to pour into their lives to help them realize their dreams to become auctioneers."*

We are going to miss very much teaching at *World Wide College of Auctioneering* and you, our students. We are going to miss World Wide and the over 18 1/2 years doing our jobs but it is now time for new owners to get to do what was so special to us.

God Bless Illinois State Auctioneers Association & Illinois Auctioneers.

Paul C. Behr
Vicky L. Ginder

*Thank
you*



World Wide College of Auctioneering



ISAA ByLaw Changes To Be Discussed At The 2020 ISAA Conference & Trade Show

ISAA Members:

The ByLaw Committee with the support of the Board of Governors will be proposing a ByLaw change at the 2020 Illinois State Auctioneers Association Annual Meeting. The proposed change will be presented, discussed and voted upon if a quorum is present. This email is your 30 (+) day notice as required by the Illinois State Auctioneers Association ByLaws.

Recommended Change

After conferring with ISAA members, the following changes are suggested:

1. Keep districts as they are currently, but group them into 3 regions.
2. Each region will have 2 elected directors.
3. Reduce the number of board members to 11, which includes the officers, 2 directors per region and 1 at-large director.
4. Change from district governors to directors.

Sincerely,
Joseph Wieseman
ByLaws Chairman



2020 ISAA Conference & Trade Show
Registration Is Open Now
www.illinoisauctioneers.org



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 Jack Wilkerson at (217) 433-8008 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 2020 ISAA Conference & Trade Show.

Officer Positions

- * President - 1 year term
- * President-Elect - 1 year term
- * Secretary - Treasurer - 3 year term

Governors - 3 year terms

- * District 2 Governor
- * District 3 Governor
- * District 5 Governor
- * District 9 Governor

As per the ISAA ByLaws.....

ARTICLE VI – Nomination and Election of Officers and Governors

Section 2. District Governor Positions. Each district may submit up to three (3) members to the nominating committee for the position of District Governor. If there are no nominations for District Governor, the incoming President shall appoint someone from that district to act for a period of one (1) year or until the next election.

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.



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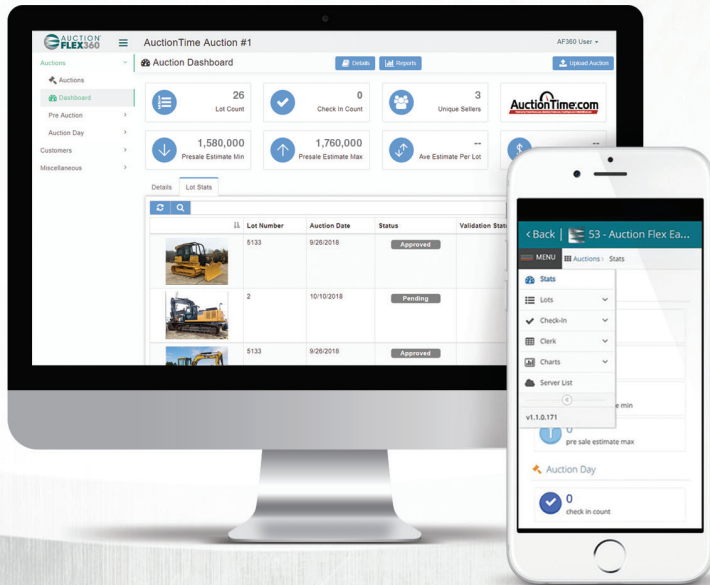
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2020 Conference & Trade Show

FRIDAY, FEBRUARY 14, 2020

5:00 PM

Meet and Greet in Concierge Lounge

SATURDAY, FEBRUARY 15, 2020

7:30 AM

Registration Begins

8:00 AM

Welcome to the Convention w/ Bill Burke, Conference Chairman
Trade Show Open - Visit w/ Vendors

8:15 AM – 9:45 AM

CE Class – Sexual Harassment w/ Renee Jones

The goal of the ISAA Sexual Harassment Seminar is to empower you to prevent occurrences of sexual harassment in your workplace and our industry. This course meets the mandatory educational requirements for the CE Requirements on this topic.

In our Sexual Harassment Prevention and Awareness training seminar you will learn what constitutes violations of your company's sexual harassment policies and the EEOC laws that govern sexual harassment. Our live training seminar will assure you that all of you, your employees, and contractors know and understand the simple standards concerning violations of sexual harassment in the workplace.

Attendees will receive a Pre-Test and Post Test of their understanding of what is improper behavior. This test can also become a permanent part of your membership file. This sexual harassment prevention seminar is a major step in our association's commitment to stopping incidences of sexual harassment in our industry, in our businesses and in our communities.

Sexual Harassment Training Seminar Objectives/Learning Goals

Class attendees will learn techniques to:

- Identify sexual harassment behavior, issues and how to stop them
- Identify the difference between sexual harassment and sexual discrimination
- Distinguish between the work / social environments and identify boundaries
- Minimize conflict / maximize the effectiveness of the individual within your association and business who receives / reviews / resolves sexual harassment complaints
- Recognize correct and incorrect behavior
- Use interviewing techniques to draw out information from all involved parties (association leadership / management / business owners only)
- All class participants will become aware of the laws covering sexual harassment so they can work to stop incidents before they occur

9:45 PM – 10:15 AM

VISIT w/ VENDORS

10:15 AM – 12:00 PM

Women in the Auction Industry w/ Beth Rose

Women more than ever have taken leadership positions and are increasing in numbers in the auction industry. Despite tremendous advances with women professionals we still find ourselves facing tough challenges balancing life, family and business. That's why I'm excited to share with you some of the tools that will help you advance your career! Women have unique strengths and this seminar will help you develop yours by building credibility, increasing your visibility, how to showcase your accomplishments and expand your connections by the power of networking. How to effectively handle conflict and objections and focus on your Key to Leadership Success!

“How to manage your Auction Company's Bottom line?” w/ Larry Harb

The purpose of this seminar is to educate the Auctioneer Industry personnel on the concept how to manage your auction company's bottom line. I have often said, “it is not how much you make, but how much you keep”. Managing your company's bottom line is very important. During this seminar, participants will learn what a claim is and how to manage them. Which ones need to be shared with the insurance company and which ones should not. How much they can afford to loss and how to set deductibles. They will also

Schedule of Classes & Events

learn how to read an insurance policy to understand what risks and exposures are covered and which ones are not. In addition, participants will learn which policy will cover the exposure. Participants will also learn to examine their individual business models and the additional risks and exposures associated with adding new auction services and how to protect their bottom-line income. This seminar, which is specifically designed for auctioneers, will help an auction company owner maximize profitability and minimize risk in their auction business.

12:00 PM – 1:30 PM **LUNCH ON YOUR OWN and VISIT w/ VENDORS**

1:30 PM - 3:30 PM **Online Auctions 101 w/ Junior Staggs**
An introduction to the Online Auction Method of Marketing.

1:30 PM - 3:15 PM **Rocking the 3 R's. Real Estate, Revenue and Relevance w/ Beth Rose**
As a real estate veteran and one of the top Realtor Auctioneers in her area, Beth will show you how to not only train your market to use the auction method of marketing as a first resort, but also how to break into new markets to diversify. She will give you the tools and training to be a top producer, excel with real estate auctions and leverage every aspect of the transaction.

3:15 PM – 3:45 PM **VISIT w/ VENDORS**

3:45 PM - 5:40 PM **Seller Contracts and Bidder Terms and Conditions w/George Michak**
This session will focus on Seller Contracts and Bidder Terms and Conditions. The time of one-page contracts (or handshakes) along with five or six terms and conditions on the back of a bid card have long passed. Technology and other developments in the industry demand that auctioneers use state of the art contracts to (i) educate sellers, bidders, buyers, regulators, and courts, (ii) manage seller and bidder expectations, and (iii) avoid or reduce the risk of liability. The discussion will include specific contract provisions and provide sample language and examples, including reasonably advantageous terms in the seller's contract and in the bidder terms and conditions to benefit the auctioneer and protect the sale. Also addressed will be how contracts can help auctioneers satisfy their ethical obligations. Audience questions and participation are encouraged.

6:00 PM **Dinner at the Peoria Civic Center (take the Skywalk over)**

7:15 PM **Ringman Preliminaries Competition**
Champion of Champions Competition
Ringman Finalist Competition

SUNDAY, FEBRUARY 16, 2020

7:30 AM **Breakfast with the Champions & Past Presidents in Dining Room**

8:30 AM **Trade Show Open - Visit w/ Vendors**

9:00 AM – 11:00 AM **Current Legal Issues, Best Practices and Risk Management For Auctioneers w/ George Michak**

Technology and other factors have contributed to a dynamic and changing environment for the auction industry. As the industry continues to evolve, the law struggles to keep up. Each year, there are new disputes and legal decisions. It is important for auctioneers to keep informed about legal issues (including developing issues and perennial issues). This session will focus on current legal issues, best practices, and risk management for auctioneers, with a focus on

- Remote Bidders, Absentee Bids, Execution of Absentee Bids, and Agency
- Dealing With, and Preventing, Credit Card Charge-backs
- Issues Related to the Withdrawal of Property by the Seller or the Auctioneer
- The appropriate use, and continued viability of the "AS IS" and "WHERE IS" disclaimers
- South Dakota v. Wayfair, Inc., et al. and sales tax issues
- Other Issues to be discussed may include: (i) where you can sue or be sued; (ii) whether a reserve auction can be converted into an absolute auction by a slip of the tongue; (iii) the handling of missed bids and the auctioneer's discretion in reopening the bidding; (iv) the rules for reselling property if the winning bidder doesn't

2020 Conference Schedule & Events

pay or doesn't pick-up; (v) whether you can collect your buyer's premium twice if you resell a lot after the winning bidder defaults; and (vi) the differences between banter, puffing, and warranties?

Additionally, George will be available to address your specific questions and to review your seller contracts and bidder terms and conditions.

11:00 AM – 11:45 AM **VISIT w/ VENDORS @ Tradeshow**

11:45 AM – 1:00 PM **LUNCH, Vendor Presentations and Scholarship Auction
Town Hall Meeting w/ Legislative Update, NAA Update and Hall
of Fame Members**

1:15 PM – 3:15 PM *Annual Board Meeting*

3:15 PM – **Online Auction w/ Junior Staggs**

A more in-depth class session for online auctions discussing marketing, staffing, logistics, photography, terms, contracts and more.

Public Speaking to your Sphere of Influence to Generate more Money
w/ Beth Rose

Beth will give you the tools to give high impact seminars that will leave a lasting impression and a continued source of referrals. After taking this presentation skills workshop, you will be able to enhance your personal and corporate image to ultimately increase your sales. After completing this workshop, you will feel more confident in public speaking and will excel in your marketplace.

6:30 PM **DINNER & AWARDS BANQUET**

7:30 PM **Novice Auctioneer Competition
Fun Auction**

MONDAY, FEBRUARY 17, 2020

8:30 AM – 11:30 AM **CE Class – Making Money Using Social Media w/ Renee Jones**

Are you ready to make more money as an auctioneer? Well, social media isn't all about funny pet videos, grandbaby pics, political fights and random stalkers, so if you are ready to take your professional career to the next level of success, then this class is for you. Together, we will learn how to maximize revenue in less time with less stress and with small marketing budgets by discussing the ins and outs of the top four social media platforms; YouTube, Facebook, Instagram and Twitter. Oh, don't worry, we will cover the others, but this class has no filters – just proven methods of making money. From organic boosted posts to full blown marketing campaigns, you will learn how to convert pennies on the dollar into a qualified audience of bidders and future clients. So, bring your laptop, notepad, stone tablet to class and let's start making social media profitable for you and your business.



**You can Renew Your ISAA Membership
through Convention Registration and
Do Not need to do it separately.
See Convention Registration Form.**

2020 Industry Calendar

January 2020

District 10 Meeting

January 10, 2020

Canning Auction Service

District 9 Meeting

January 14, 2020

Holiday Inn, Olney, IL

Mile High Auctioneer Open

January 25, 2020

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

How Do You



2303 21st Ave S.
Nashville, TN 37212
Katie@AuctionLook.com
270-791-2820

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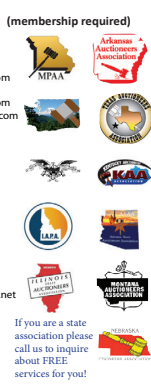


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2. COMPANY APP
3. AUTOMATED EMAIL CAMPAIGNS
4. ONE BASIC WEBSITE / HOSTING
5. AD ON AUCTIONLOOK.COM

GOLD \$500 a month includes:

1. FREE BASIC PLAN
2. COMPANY APP
3. AUTOMATED EMAIL CAMPAIGNS
4. ONE BASIC WEBSITE / HOSTING (OPTIONAL)
5. UNLIMITED PREMIER AUCTION LISTINGS (PREMIER AUCTION LISTING ARE LISTED AHEAD OF THE FREE BASIC PLAN LISTINGS)
6. AD ON AUCTIONLOOK.COM

ELITE SERVICES

CALL US!
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\$280

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*- in Dozens of Newspapers
- in Any Region of the State*



Your newspaper advertising connection

SEE REWA BOLDREY

at the IPA/AMP booth for more details
Or email her at rboldrey@illinoispress.org

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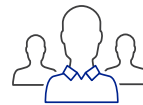
**MAXIMIZE YOUR
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2017 Marketplace Statistics



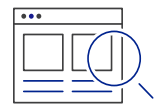
\$6B

INVENTORY
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1.8M

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FROM THE DESK OF THE *Executive Director*

How-to Get Involved in the ISAA

I hope everyone is having a Great Year, your business is doing well and growing. I've had the pleasure of meeting some outstanding individuals at the 2019 Conference, Continuing Education classes and the 2019 Illinois State Auctioneer Championship this year.

It is hard to believe that we are only 2 months away from our 2020 ISAA Conference & Trade Show, which will once again be held in February 15 – 17, 2020.

Yep, that's President's Weekend. After a diligent search in Champaign, Springfield and Peoria, the ISAA Board of Governors decided to go back to the Pere Marquette in Peoria, IL. It was the most competitive in price, quality customer service and excellent food. Last year's attendees can attest to that!

If you have never attended the conference, I would highly recommend doing so. Not only can you receive required continuing education hours for your auctioneer's license, including the new Sexual Harrassment CE class required, but also quality education for online auctions, legal issues, insurance requirements, real estate and women in the auction industry, in addition to one-on-one vendor communication.

But more than obtaining your required CE hours, you are treated like family. You have the opportunity to meet fellow auctioneers who are going through the trenches just like you. You may feel as though you are the only one who has ever dealt with certain situations, but you may quickly find out we all deal with the same ups and downs of the business. It could be, the person you meet at the convention just might have the answer or idea to solve a situation you are dealing with. And that...is just some of the perks of attending the ISAA Conference & Trade Show before ever mentioning the outstanding speakers that provide relevant education information.

Another aspect of attending the convention is you will have the opportunity to compete in

various championship bid calling competitions, the ringman competition and the marketing / advertising competition which are designed for you to showcase your individual talents as a professional auctioneer.

Proverbs 27:17, NIV says, "*As iron sharpens iron, so one person sharpens another.*" The thought of standing up in front of judges, most of whom are past bid calling champions and your peers, can be nerve wracking, but remember, the judges and your peers are not there to criticize, but are there to help. Even if you don't win the competition, the information received from the judging sheets and the information they share with you are great for helping you improve your professional and competition career. The fact that you pushed yourself and stepped out of a comfort zone and competed shows other auctioneers in the room, who you are and what you can do.

The value of your membership in the ISAA is far more than "what can the association offer me." Whether you have attended every conference since the beginning or the 2020 ISAA Conference & Trade Show will be your first.... As we always advertise to our Buyers,

***“Mark Your Calendar
and Plan To Be With Us!”***

You will see that Professional Auctioneers & Ringmen love to be around other auctioneers, talk about the business and catch up with friends. We are in a profession that enjoys helping individuals solve problems. Helping fellow auctioneers with issues and questions is no different; it's what we do. We just can't help it!

Cissy Tabor





CONVENTION REGISTRATION FORM

Please complete a separate form for each person attending.

NAME _____ Designations _____

COMPANY _____

MAILING ADDRESS _____

CITY _____ STATE _____ ZIP _____ EMAIL _____

PHONE (home/work) _____ (cell) _____

SPOUSE'S NAME (if attending) _____

REGISTRATION FEES - **FEBRUARY 14 - 17, 2020**

AMOUNT

Convention Attendee:

(Includes ALL Provided Meals*)

after 1/21/2020 \$250.00 / each _____

Discounted Registration received by 1/20/2020 \$225.00 / each _____

CE Classes included for ISAA Association Members

***CE Classes for Non-members of ISAA MUST Register / Include below UNLESS you Sign up / Apply for 2020 ISAA Association Membership*

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

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

☐ Sunday Lunch ☐ Sunday Dinner

Championship Contests — Friday & Saturday - See Schedule (include Contest Registration Form) \$100.00 / each _____

☐ Ringman ☐ Novice ☐ Champion of Champions

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

2020 Auction Company Membership Dues which include posting auctions on ISAA website \$150.00 _____

2020 Associate Membership Dues \$75.00 _____

CE Classes ONLY - Sexual Harassment Prevention & Awareness** \$75.00 / each _____

Making Money Using Social Media**

TOTAL \$ _____

* Provided meals include Saturday Dinner and Sunday Lunch & Dinner

PAYMENT METHOD

A 5% Processing Fee will be added to all credit card transactions

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 72nd Annual Conference on Friday, February 14, 2020

The convention begins Saturday, February 15, 2020 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:**

Illinois State Auctioneers Association

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

Fees cover convention functions and Do NOT include hotel accommodations.

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

(309) 680-2326 (Ashley) ~ Reference Code: Illinois StateAuctioneers

For additional information, Contact Cissy at 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 - **FEBRUARY 14 - 17, 2020**

AMOUNT

Staff Convention Attendance:

1st Attendee - FREE \$ 0.00

(Meals NOT Included)

Additional Staff Registration(s) \$100.00 / each _____

Staff Registration at 2020 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 2020 ISAA Association Membership*

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

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

☐ Ringman ☐ Novice ☐ Champion of Champions \$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 ** \$75.00 / each _____

Making Money Using Social Media** TOTAL \$ _____

PAYMENT METHOD

A 5% Processing Fee will be added to all credit card transactions

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 72nd Annual Conference & Trade Show on Friday, February 14, 2020

The convention begins Saturday, February 15, 2020 at 7:30 AM for Registration, OPENING SESSION @ 8:00 AM

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

Illinois State Auctioneers Association

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

Fees cover convention functions and Do NOT include hotel accommodations.

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

(309) 680-2326 (Ashley) ~ Reference Code: Illinois State Auctioneers

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



2020 Illinois State Ringman Championship

Contest Entry Form & Rules

Saturday, February 15, 2020 @ 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 February 15, 2020. 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.**



2020 NOVICE BID CALLING CONTEST

Contest will be held Sunday, February 16, 2020

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 (February 16, 2020).
- 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)**



2020 Illinois State Auctioneers Champion of Champions Contest

Bid-Calling Contest Entry Form and Rules

Contest is Saturday, February 15, 2020 7:15 P.M.

Name _____

Company Name _____

Address _____

City/State/Zip _____

- Contestants shall be current, active members of the Illinois State Auctioneers Association, as of the contest date and a titled, Illinois State Champion Auctioneer.
- This contest is designed to showcase our Fantastic and Professional Auctioneers and to be fun.
- 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 (February 15, 2020).
- Each contestant must provide three (3) items that will sell for \$50.00 or more 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.
- **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 contest chairperson.
- The Bid Calling contest will be held in the designated room at the competition site. The sound system will be preset and will not be adjusted during the contest.
- There shall be at least 3 judges or more. The judges may be either Auctioneers or members of the community. The judges may or may not be current members of the *Illinois State Auctioneers Association*.
- If there are 4 or fewer judges, all scores will be tallied. If there are 5 or more judges, the lowest score for each contestant shall be eliminated.
- 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.
- Each contestant sells three (3) items consecutively, in both the Preliminaries and in 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. Contestants with the Top Five (5) scores will enter the Finals Round.
- If a tie score occurs in the Preliminary portion of the competition, the contestant with the highest score in the Chant / Voice Category will be selected.
- The scores from the Preliminary Round will be used as the tie-breaker in the Finals.
- Finalists will be announced after the conclusion and scoring of the Preliminary Competition.
- On the scorecard used for bid-calling segments, the total possible points in each category will be: Presentation - 20 points; Chant / Voice - 45 points; Effective Auctioneering - 35 points
- The Champion and First Runner-up will be announced. The First Runner-up will be verbally recognized only.
- **The Champion will receive a FREE Convention Registration to the 2021 ISAA Conference & Trade Show and a custom, *Champion of Champions* belt buckle.**
- Contestants will not be given the exact order of finish. The scorecards of all contestants will be available after the contest is concluded.



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.

2020 ISAA Advertising Contest



Print and Digital

- All entries must have the ISAA logo on the advertisement.
- Entries must be reflective of the auction industry in some capacity and must have been created between, March 2019 – January 2020.

Digital Entries: Must be received by the Illinois State Auctioneers Association no later than February 10, 2020. Please submit entries as a FULL COLOR PDF file or please send the web address. Please send all digital ads to Cissy Tabor @ isaadirector@gmail.com.

Print Entries: Please bring printed ads to the conference with your completed registration form (must be submitted by February 15, 2020 at 1:00 PM) or they can be mailed to the address below by no later than February 5, 2020.

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

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

Awards will be presented for the following categories:

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

2020 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 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

ENJOY THE BENEFITS OF MEMBERSHIP

