

# The Illinois Auctioneer

Illinois State Auctioneers Association  
Winter 2018

1952  
AIRSTREAM  
*Cruiser*

**A Fond Farewell: ISAA  
President Darrell Adcock  
says goodbye**

Page 3

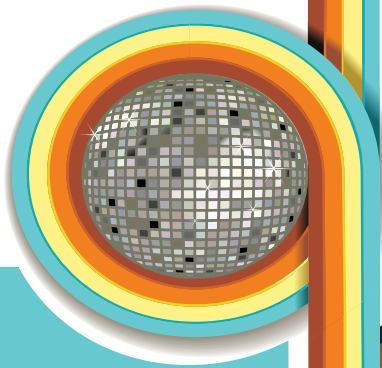
**BIG SALES of 2017**

Page 6

**70th Annual ISAA Conference  
FULL Schedule Inside**

**Shea Family Rt. 66 Wheel Estate**





# ISAA

## CONFERENCE & TRADE SHOW

### DECADES OF DEDICATION

### 70 years

**February 16–18, 2018**  
**Peoria Marriott Pere Marquette**  
**Peoria, Illinois**

## CONFERENCE SCHEDULE

### Friday, February 16, 2018

6:30 pm Meet and Greet

### Saturday, February 17, 2018

8:00 am Registration/Breakfast Provided

8:00 am – 4:00 pm Trade Show

9:00 am – 12:00 pm Welcome

CE Course: Illinois Auction Law – Rules and Regulations

12:00 pm Lunch Provided

Trade Show/Vendor Spotlight

1:00 pm – 3:00 pm Town Hall Meeting

3:00 pm ISAA Championship Contest -  
Round One

5:00 pm Cash Bar and Buffet Supper

Scholarship Dessert Auction

7:00 pm Opening Act and Bryan White Concert

### Sunday, February 18, 2018

7:30 am Registration

8:00 am Breakfast Provided

8:00 am Breakfast Buffet for Past Presidents

8:00 am – 4:00 pm Trade Show

8:30 am – 11:30 am CE Course: The Law of Contracts

11:30 am – 12:00 pm Boxed Lunches Provided

12:00 pm – 1:30 pm Pledge of Allegiance  
& the Presentation of Colors  
Membership Meeting

1:30 pm – 1:45 pm Trade Show Break

1:45 pm – 3:45 pm Federal and State Gun Laws  
& Taxidermy

3:45 pm – 4:00 pm Trade Show Break

4:00 pm – 5:30 pm Keynote - Auction Verdicts

5:30 pm Reception and Hall of Fame,  
Awards Banquet and Fun Auction



**Concert is open to  
the public! Invite a  
friend!**

**The ISAA proudly welcomes  
Grammy winning, country  
music star, Bryan White on  
Saturday, February 17.**

White's prolific recording career began in 1994 with the release of his self-titled certified-Platinum debut followed by back-to-back platinum selling albums *Between Now and Forever* (1996) and *The Right Place* (1997). He released six No. 1 singles – "So Much for Pretending," "Sittin' on Go," "I'm Not Supposed to Love You Anymore," "Rebecca Lynn," "Someone Else's Star" and "From This Moment On," which he recorded with Shania Twain – along with eight more Top 40 singles.



## KEYNOTE SESSION AUCTION VERDICTS

*This class takes auctioneers through key United States Supreme Court and state supreme court cases involving auctioneers. Attendees leave with both court decisions and rules and procedures that can be immediately implemented at home.*

Speaker: Mike Brandly, President of Brandly & Associates, Inc. and Auctioneer for RES Auction Services

*Renew your membership to receive a discounted registration fee.*



**SOLD!  
SOLD!  
SOLD!**



**7**



## Content

Letter from the President .....	4
Legislative Update.....	5
Targeting & Marketing Personas.....	5
Auction School.....	6
Big Sales of 2017.....	7
NAA Corner .....	8
2018 World Livestock Auctioneer Championship.....	9
In Memoriam.....	10
ISAA Forms (Scholarship, Membership & Conference Registration) .....	11-15

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# Letter from the President

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**Darrell Adcock**  
**ISAA President**

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*Darrell*

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# Legislative Update

By Josh Evans, Vice President of Government Relations



**A**s we approach 2018 concern continues around the ISAA Board table with respect to implementation of recent law changes requiring a warranty of merchantability for the retail sale of automobiles at auction. As members know,

the ISAA team held numerous conversations this Fall with the Secretary of State, Department of Financial and Professional Regulation, and the Attorney General's office on the issue with no clear path towards clarity or regulatory relief. As we look to the Annual Conference in February, we are in eager anticipation to see if staff with these state agencies/Departments can shed more light on these requirements for the field. As a safeguard on the concerns raised, ISAA staff have reached out and secured sponsorship for the 2018 Spring Legislative Session of legislation that would seek to remove the auction profession from these recent changes to the Illinois Consumer Fraud and Deceptive Business Practices Act.



## Chinese Stamp Buyer

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# Targeting & Marketing Personas

Common names, family names, nicknames ... we all have a name. And, we know the powerful associations that come with those names. At their root, in some ways, names help form the foundation of our identity.

Think of a random friend's name and immediately your mind fills with specific characteristics you associate with that person. Physical attributes certainly, but also experiences you've had, stories you've heard, the way that person reacted in situations, what they think, other facts you know ... all of those things combine to form an image of the person attached with the name you just recalled. All of that from a name.

Pretty powerful, right?

So, what happens if we do that process backwards? What if we start with a random assortment of attributes. A few physical demographics and maybe a couple of behaviors, lifestyles, and interests added as well. We start to form an image in our mind just like before, don't we? And the more characteristics we add, especially from a mental and psychological perspective, the much sharper and fuller that image becomes.

To complete the exercise, however, to really make that collection of data transform into a real-life someone you can target, you need a name. Give your list of factors a name and a job title (based on data), and you have just created a full marketing persona.

If this is new for you, but you've allowed yourself to think down this line as you've read, it is a safe bet you're already imagining how different (and better, hopefully) it would be communicating to a persona versus the nameless, faceless audiences of emails, physical addresses, and social media profiles.

Even if you're not new to the persona concept, it is a good to remind ourselves regularly why personas are important. Personas make it easier for our marketing minds to conceptualize our dialogues with consumer groups. Maybe more importantly, being able to picture the conversation we want to communicate with an individual makes it easier to spot potential pitfalls in messaging, artwork choice, etc.

Where to start

Let's go back to that exercise from earlier and talk in more detail. How do you find those attributes so that you can begin to build your personas? The answer is simple: use data. If you have website analytics from Google (or another source), you have been collecting data about people who have engaged with your business. If you have a Facebook page set up for your business, you have key data already collected for you (find it under "Insights" on your business page). All of this information will go into building your personas.

Want to read more about how to build marketing personas and target customers better? Download the NAA white paper "Profiling and Targeting Customers" at: <http://auctioneers.org/forms/view.php?id=29388>.



**@illinoisauctioneers**



**Article courtesy of the  
National Auctioneers Association**

# Dennis Kruse Family re-acquires Reppert Auction School

AUBURN, IN. -- The auction industry's premier education provider, Reppert Auction School, was re-acquired by the Auburn, Indiana-based Dennis Kruse Family in September 2017. The school will continue providing its core services of training auctioneers, with an emphasis on running a business, and will offer continuing education.

"We are passionate about education, and auctions, as they are purest form of marketing and sale known and are a foundation to the free market, said John Kruse, Reppert's new Owner and President. "We intend to build on our history and lead into the future of auction education."

Senator Dennis Kruse, CAI, former President of the National Auctioneers Association, will continue as President Emeritus. "Serving our industry has been a life-long pursuit and I'm pleased to know that I can continue to do so along with my four sons." Eldest son, D. Matthew Kruse, will serve as both Owner for the institute as well as the Dean of the Auction School while brother, Tim Kruse, will act as Executive Director. Youngest brother, Daniel Webster Kruse, will participate as an instructor.

Recent Auction School dates were December 1st – 10th, 2017 and student applications are currently being accepted at [www.ReppertSchool.com](http://www.ReppertSchool.com) or by calling 317-300-1075. 2018 courses will be held in April, August and December.

## About Reppert

*The Reppert School of Auctioneering was founded in 1921 by Col. Fred Reppert of Decatur, Indiana. The school's tradition as the premier institution for auction education is perpetuated by its focus on being the business school of auctioneering and training its students for overall success in the auction business. We embrace our history and storied past while forging ahead as leaders of the auction method into the future. The school also provides continuing education and will be announcing additional services in the coming months.*

## FOR SALE



1996 Ford F-150 with auction top & PA system, aux heater Options include: dual gas tanks, cruise, air conditioning, power windows and door locks, AM/FM/CD, heavy duty suspension with Reese trailer hitch, deluxe velour interior.

Recently spent \$5,000.00 on mechanical & body restoration to mint condition. Call for list of new parts. **\$7,000 Firm 815-693-6497**



# What a year! Big Sales of 2017

The printer's manuscript of the Book of Mormon has been sold to the Church of Jesus Christ of Latter-day Saints (LDS) for \$35m

Hansons Auctioneers reported that an ancient Chinese plate, discovered in a kitchen cupboard in UK, sold for the unbelievable price of £230,000 (\$306,153) back in October.

A bidder agreed to pay \$17.8 million on in October for a Rolex Daytona that used to belong to actor Paul Newman, setting a new world record for a wristwatch sold at auction, according to New York auction house Phillips.

In the third quarter of 2017, global sales of fine and rare wine at auction (consisting of sales in the U.S., Hong Kong and London markets) totaled \$53.7 million.

CBS News reported, a painting bought in Louisiana a decade ago, for \$10,000. Has stunned the art world, by fetching \$450 million at auction in November.

"A real estate sale that exceeded everyone's expectations and wildest dreams." According to Merlin Kiesewetter, a 25-acre plot of ag-zoned landed in Woodford County sold for \$17,500.00 an acre. "Once again only proving that auctions are the way! Two adjoining land owners had a need for the acreage and got into a "bidding war" beyond owner's, mine, and everyone's imagination. One of my ringmen said the bidding went like popcorn popping."

A rare 1776 copy of the Declaration of Independence, found in a desk drawer, fetched \$1.5 million at Blanchard's Auction Service in November, according to the Watertown Daily Times.

This is an antique Alte Bianchi marble statue titled "Susanna". From the late 1800's there is a duplicate of the statue in the National Museum of Australia. The statue sold for \$11,500. (excluding buyer's premium) on June 24, 2017 by Rick Bauer at Father Time Auction St. Louis MO 63144.



**If you have a great sale story that you'd like to share with your colleagues in an upcoming issue, let us know! Feel free to send pics, quotes, etc... All newsletter submission can be sent to [econaway@firminc.com](mailto:econaway@firminc.com)**

The statue was purchased by a San Francisco art dealer for his client who is remodeling his 17th century Italian Villa. The statue will have a prominent place for viewing in the Villa.

# NAA Corner

By Hannes Combest, CAE, Chief Executive Officer, National Auctioneers Association



**D**uring the holiday season from Thanksgiving through the first of the year, we all become more reflective – on our personal and professional lives. We begin to think about what we have to be thankful for and what we need to do to improve – thus we make resolutions!

There are three things that I would encourage you to think about in making your resolutions.

1) If you don't have your health, you can't enjoy your wealth. Unfortunately, I'm not like a lot of people who have longevity built into my DNA. My parents died in their 50s and my grandparents (except one) were gone before they turned 70. Therefore, it is important that I maintain an interest in my own health. Many people just don't go to the doctor – with health care costs, I understand it! However, if you are over 50, please talk to your doctor about a colonoscopy. Colon cancer is one of the easiest cancers to prevent with this simple procedure. So PLEASE – schedule your colonoscopy today.

2) Stop and think about your business. What do you need to do differently? Are you happy with your business's progress? Are there things in your market that may be coming that you haven't paid attention to? Too often, ALL of us just keep chasing the deals, doing the deal, closing the deal and moving on to the next deal. We don't take time to plan for where we want to go – the deals move us right along. I'll encourage you to spend time over the next few weeks to think

about your business and PLAN for its growth. By doing nothing, you are allowing things to happen to you and to your business. So take control and think about where you want to go with your business and how to get there.

3) Engage in your state and/or national association. You are reading this in your state association newsletter. You pay a fee to belong to this association and hopefully to the National Auctioneers Association as well. The organizations exist to serve you – to help you and your business be successful. But the state association cannot MAKE you use the tools they provide. We cannot MAKE you attend educational programs (and don't tell me you don't need education – I am 61 years old and learn something new every day – you are NEVER too old to learn). More often than not, I have been told people leave NAA because they "never got a job from being a member." We don't promise you that you will get work from being a member of NAA or any of the state associations. But if you engage with the organization, get to know people and you do your own work in an ethical manner, it is probable you will get some referrals.

So over the holidays, as you reflect on your life, think about these three things please and THEN make your resolutions! We want you alive, successful and as a member! Thanks to you for your part in the auction industry. I hope you have happy holidays and a very happy and successful 2018!

**RENEW YOUR ISAA MEMBERSHIP TODAY  
to lock in discounted conference registration fee!**

**Membership Renewal Form on Page 13**



# Jay Romine named Champion at 2018 World Livestock Auctioneer Championship qualifier; IL's Cody Hanold and Cody Lowderman among Top 10 Qualifiers

Jay Romine of Mt. Washington, Ky. (pictured above), was named Champion at the 2018 World Livestock Auctioneer Championship (WLAC) Eastern Regional Qualifying Event. The auctioneering contest was hosted by Shipshewana Auction Inc., Shipshewana, Ind., and was the final of three regional qualifiers. A total of 21 contestants competed for a top 10 placing, granting them a spot in the 2018 WLAC at Bloomington Livestock Exchange in Bloomington, Wis., hosted by the Livestock Marketing Association (LMA) in conjunction with LMA's Annual Convention.

Romine, a veteran of the World Livestock Auctioneer Championship, found his passion for auctioneering through going with his father to livestock markets and helping out. "I have loved it all my life" said Romine. Since 1999, this will be the sixteenth time Romine has qualified for the WLAC. He has been a Top 10 finalist in the WLAC multiple times as well as qualifying event Champion multiple times. Romine said this was "probably the funnest [sic] contest he has been in."

Moving forward, Romine said there is not a whole lot of preparation for the WLAC and that it is just "another day at the office." He says for the interview portion, he is just going to relax and not overthink it. Romine is looking forward to the comradery and meetings, but the highlight will be "sitting down for 5-10 minutes selling cattle."

Romine was sponsored by Blue Grass Marketing Group, Lexington, Ky.

Also making a great showing was Reserve Champion, Zack Zumstein of Prairie, Idaho, and Runner-up Champion, Ab Carroll, Downeyville, Ontario. The Top Rookie award is given to the high-scoring, first-time contestant, and Jonathan Kraft, Valparaiso, Ind., won the award as well as a spot in the 2018 WLAC. The following contestants rounded out the Top 10 as qualifiers for the 2018 WLAC: Leon Caselman, Long Lane, Mo.; Brandon Frey, Creston, Iowa; **Cody Hanold, Brighton, Ill.**; Wade Leist, Boyne City, Mich.; **Cody Lowderman, Macomb, Ill.**; and Daniel Mitchell, Cumberland, Ohio.

Each qualifying event is a live sale where the contestants auction cattle to actual bidders in the seats. Contestants are judged on the clarity of their auction chant; vocal quality; and their ability to catch bids and conduct the sale. Judges are livestock market owners and managers from across the United States. The 2018 WLAC Midwest Regional Qualifier judges were **Bob Fidler, Fairview Sale Barn Inc., Fairview, Ill.**; Bill Goehring, Keosauqua Sales Company, Inc., Keosauqua, Iowa; Dean Hanson, Hanson Cattle Company, Renick, W.Va.; Billy Perrin, Past President of LMA, Hugo, Okla.; and Mike VanMaanen, Eastern Missouri Commission Company, Bowling Green, Mo. Other contestants were: Ryan Adams, Prairie de Chien, Wis.; Zach Ballard, Chariton, Iowa; **Luke Benjamin, Wilmington, Ill.**; Andrew Finlay, Carbondale, Kan.; Andrew Korb, Oxford, Ohio; Ed Liest, Petoskey, Mich.; Terry Moe, Watford, N.D.; Larry Nisly, Quaker City, Ohio;



Alex Popplewell, Russell Springs, Ky.; Dustin Smith, Jay, Okla.; and Vernon Yoder, Wilmot, Ohio.

## About the World Livestock Auctioneer Championship

In June 1963, the Livestock Marketing Association held the first annual World Livestock Auctioneer Championship (WLAC) at the Cosmopolitan Hotel in Denver, Colorado. The purpose: to spotlight North America's top livestock auctioneers and to salute their traditionally important role in the competitive livestock marketing process. That year, 23 auctioneers from the United States and Canada sold the same 20 head of cattle over and over again.

The contest was held at hotels until 1967, when it traveled to its first LMA member market. Since then the WLAC has been held in conjunction with the LMA Marketing Industry Convention at member markets around the U.S. and Canada. Recent locations include California, Missouri, Montana, Tennessee, Kansas, South Dakota and Alberta, Canada.

Though the rules have changed, the enthusiasm for the competition hasn't. On average each year, nearly 100 auctioneers enter the qualifying events and only 31 (10 from each qualifying event, one from the auctioneering competition at Calgary Stampede) are selected to compete in the WLAC. The championship consists of three stages: the regional qualifying events held at different markets around the country, followed by the semi-finals and the finals that are held each June in conjunction with the LMA Annual Convention. Contestants competing for the World Champion title must be 18 years old, employed as a livestock auctioneer and sponsored by a local auction market that shares in the favorable publicity generated by the winners.

LMA is proud to sponsor an event that brings together North America's top livestock auctioneers in a competition that showcases professionalism and promotes the auction method of selling livestock.

## About the Livestock Marketing Association

The Livestock Marketing Association, headquartered in Kansas City, Missouri, is North America's largest membership organization dedicated to supporting, representing and communicating with and for the entire livestock marketing sector. LMA has more than 800 member businesses across the U.S. and Canada. For more information, visit [www.LMAWeb.com](http://www.LMAWeb.com).

# CONFERENCE CE HOURS

**Saturday, February 17 · 9:00 am – 12:00 pm**

**3 mandatory credits**

**Illinois Auction Law – Rules and Regulations**

**Sunday, February 18 · 8:30 am – 11:30**

**3 mandatory credits**

**The Law of Contracts**

Join us at the 2018 Conference February 16-18th and  
pick up 6 Continuing Education Credits!

Registration Form on Page 15



## IN MEMORIAM



**Stewart Eugene "Stu" Grant, Jr.**

**March 9, 1954-  
September 23, 2017**

*Mobley & Grant Auction  
& Appraisal Co., Inc.*

### **Memorial Fund Established**

In lieu of floral memorials, there is now an alternative for you and your loved ones. The ISAA Memorial Fund will honor deceased auctioneers by providing programs in their names for ISAA members and the auction industry.

Thank you.

### **Your Help is Needed**

If you become aware of auctioneers, their spouses or ringmen who pass away, please notify ISAA. They will be remembered in our newsletter and at the Annual Conference.

**Make  
a reservation  
today!**

**ISAA Annual Convention  
February 16-18, 2018**

Marriott Pere Marquette  
501 Main Street  
Peoria, Illinois

Standard Rate: \$119

To make a reservation  
please call 1-800-410-  
9914. Reference Illinois  
Auctioneers Association  
and make your reservation  
by February 2, 2018 to  
receive the group rate.

**REGISTRATION FORM  
on PAGE 15**







# ISAA

## CONFERENCE & TRADE SHOW

### DECADES OF DEDICATION

# 70 years

**February 16-18, 2018**  
**Peoria Marriott Pere Marquette**  
**Peoria, Illinois**

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January 16th to save \$100 and ensure a great spot in the exhibit hall!

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placemats. **BONUS** – All sponsors receive 50% off ads!

## LEARN MORE

**Questions? Contact Maggie Henley [mhenley@firminc.com](mailto:mhenley@firminc.com) 217-321-0345 ext. 108**

# Hachmeister Memorial Scholarship Application

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



## Who is Eligible?

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

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

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

### ***Applicant Information***

Name \_\_\_\_\_ Mailing Address \_\_\_\_\_

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

Email \_\_\_\_\_ Parents' Names \_\_\_\_\_

College or University where accepted or currently attending \_\_\_\_\_

**\* Name of Sponsoring ISAA Member or Auxiliary Member** \_\_\_\_\_

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

☐ 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 November 1st.***

The winner will be notified by mail.

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

The winner and two 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 office 217-321-0345**



**Mail this form and ALL application information by November 1st to:**

**Scholarship Committee  
Illinois State Auctioneers Association, Inc.  
206 South 6th Street  
Springfield, Illinois 62701**





## Membership Application/Renewal Form

Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Auctioneer License #: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Mailing Address (if different): \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Email (required): \_\_\_\_\_

Website: \_\_\_\_\_

Company or Trade Name (if applicable): \_\_\_\_\_

Company License (if applicable): \_\_\_\_\_

Years you have been an auctioneer: \_\_\_\_\_

Number of auctions conducted in a year: \_\_\_\_\_

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

Other fields you are licensed in: \_\_\_\_\_

### Illinois Residents

Name of State Senator: \_\_\_\_\_ Name of Your Assemblyman: \_\_\_\_\_

### Website Access

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

Username: \_\_\_\_\_ Password: \_\_\_\_\_

### Type of Auctions You Conduct

☐ AgriBusiness

☐ Commercial

☐ General Auctioneer

☐ Independent Contractor

☐ Internet Contractor

☐ Internet Auctions

☐ Personal Property

☐ Real Estate

☐ Other: \_\_\_\_\_

Your Specialties: \_\_\_\_\_

Other Organizations and Certifications: \_\_\_\_\_

National Auctioneers Association Member # \_\_\_\_\_

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

## Other Designations

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

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

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

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

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

## Type of Membership

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

**Register online and pay by credit card or return this form with dues payment payable to:**  
**ISAA • 206 S. 6th Street • Springfield, IL 62701**

### Credit Card Authorization

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

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

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

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

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

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

Questions? Contact Destiny Nance-Evans, Director of Membership & Social Media at [dnance-evans@firminc.com](mailto:dnance-evans@firminc.com) or 217-321-0345 x124.





# Attendee Registration Form

February 16–18, 2018 Peoria · Marriott Pere Marquette  
2018 ISAA ANNUAL CONFERENCE

Name: \_\_\_\_\_  
First Last

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

Title: \_\_\_\_\_

Address: \_\_\_\_\_  
Street City State Zip Code

Telephone #: \_\_\_\_\_ Email: \_\_\_\_\_

ISAA District Number: \_\_\_\_\_

## Registration Fees & Options:

- ☐ Member: \$225
- ☐ Non-member: \$425  
(includes 2018 membership dues)
- MEAL CHOICE: ☐ BEEF ☐ CHICKEN

## Guests:

- ☐ Guest of member: \$150
- ☐ Guest of non-member: \$225
- ☐ Guest Banquet Meal Ticket \$50
- GUEST MEAL CHOICE: ☐ BEEF ☐ CHICKEN

- How did you hear about this event? ☐ Internet /Website ☐ Email Promotion ☐ Word of mouth
- Is this the first time you have attended this event? ☐ Yes ☐ No
- Pursuant to the Americans with Disabilities Act, do you require specific aids or services?  
☐ Audio ☐ Visual ☐ Mobile
- List any dietary needs here: \_\_\_\_\_

## Payment Information

- Please make checks payable to ISAA or complete credit card authorization form.
- Email completed forms to: [vwiltsie@firminc.com](mailto:vwiltsie@firminc.com)

Mail completed forms to:

ISAA  
206 South Sixth Street  
Springfield, IL. 62701

### Credit Card Authorization

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

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

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

Credit Card: ☐ Discover ☐ MasterCard ☐ Visa

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

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

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

**Cancellation Policy:** Conference registrations cancelled by 2/10/18 will be subject to a \$50 cancellation fee. All cancellation requests must be made in writing or via email to [vwiltsie@firminc.com](mailto:vwiltsie@firminc.com) or by calling 217-321-0345 ext. 175. Sorry, no refunds for no-shows. ISAA reserves the right to cancel or postpone any or all activities due to unforeseen circumstances. In the event that ISAA must cancel an event all registration fees will be fully reimbursed to registrants. All other cancellations are subject to the policy above.

**Questions?** Contact Vicki Wiltsie at [vwiltsie@firminc.com](mailto:vwiltsie@firminc.com) or 217-321-0345 x175

## **Illinois State Auctioneers Association**

206 South 6th Street  
Springfield, Illinois 62701



*Not a member  
of ISAA?*

*Join today to  
take advantage  
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benefits!*

### **Access**

- Members-Only Facebook Group
- Branded ISAA Clothing
- Use ISAA Logo on Your Marketing Materials
- Scholarship Program for Immediate Family Members

### **Discounts**

- Annual Conference Registration
  - Printing Services(50% of profits will go back to ISAA)
- CE Course Registration
- Insurance Programs

### **Advocacy**

- Legislative Tracking
- Call-to-Action Alerts

### **Updates**

- Quarterly Newsletters
- Electronic Magazines

### **Compete**

- Participate in the State Championship Contest

### **Visibility**

- Free Postings on ISAA Website
- Free Classified Ads in Newsletter

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