

# Bid Calling Contest

Friday, January 27th

For an entry form, contact the MAA office at 866-270-2752 or dan@maurergroup.com

## Rules and Procedures

- Any auctioneer who is in good standing with MAA is eligible to compete in this event.
- Past winners **[within the last 3 years]** are not eligible to participate. Contestants must pre-register and submit the appropriate fees for the convention and contest no later than Noon, Friday. **For the Pro Division each contestant must be a member of MAA and pay the entry fee of \$65.** Items to be sold will be determined by drawing at the orientation. Each contestant will auction two rounds of three items each. Winners will be announced at the end of the competition and awards presented at the banquet.
- For the Rookie Division each contestant must be a member of MAA. There is no entry fee in the event. Items to be sold will be determined by drawing at the orientation. Each contestant will auction two rounds of three items each. Winners will be announced at the end of the competition and awards presented at the banquet.
- It is the intention of the Association that the contest be conducted as an actual auction, there will be no ring persons or bid assistants, all sales are to be bona-fide bidders.
- Contestants will meet for orientation and position drawing at 5:30 pm on Friday. Contestants who fail to appear promptly for orientation and position drawing will be disqualified. Each contestant must appear on stage as their number is called or be disqualified.
- There will be a minimum of four, but not more than six judges and all decisions will be final. The categories contestants are scored on are: Delivery/Poise, Eye Contact, Survey Crowd, Clarity/Rhythm, Reacting, Final Bidding Preparation, Introduction, Presentation, Appearance, and Delays.

Montanan Auctioneers Association  
P.O. Box 3097  
Pasco, WA 99302  
(866) 380-2752  
[www.montanaauctioneers.org](http://www.montanaauctioneers.org)

## 2012 MAA Conference

January 27-28, 2012

Rock Creek Resort  
Red Lodge, MT



REGISTRATION INFORMATION

# Convention Schedule

## Friday, January 27, 2012

- 10:00 - 11:00 Board of Directors Meeting
- 11:00 Registration Desk Opens
- 12:00 - 1:00 **Lunch**
- 1:00 - 2:00 *Tim Hopkins, ATF:*  
"Selling Firearms at Auction"
- 2:00 - 2:15 **Break**
- 2:15 - 3:00 *Justin Svec, 1st Interstate Bank,*  
"Fraud & Security Challenges"
- 3:00 - 3:15 **Break**
- 3:15 - 4:15 *Nathan Espelan, Attorney,*  
'Montana Auction Laws'
- 5:30 Bid Call Contest Pre-Meeting  
(Fairgrounds in Red Lodge)
- 6:00 **MAA Bid Call Championship**  
Raffle Give-A-Way
- 9:00 Post Championship Social  
(Rock Creek Resort)

## Saturday, January 28, 2012

- 8:30 - 10:30 *Robert Mayo, NAA Speaker,*  
Mayo Auction & Realty
- 10:30 - 10:45 **Break**
- 10:45 - 12 Noon *Ed Hinton, MAA President - Hinton Auction*  
& Appraisal, "Great Ideas Workshop"
- 12:00 - 1:00 **Lunch**
- 1:00 - 3:00 MAA Annual Business Meeting
- 3:15 ---- *Kyle Shobe, Shobe Auction,*  
"2010 World Livestock Auctioneer Champion"
- 5:00-5:30 Social
- 5:30 MAA Banquet, Awards, Advertising Auction  
& NAA Conference & Show Door Prize

# Featured Speaker



## Robert Mayo, CAL, AARE, ATS, GPPA

Prior to becoming a professional Auctioneer and President of Mayo Auction and Realty, Robert worked in healthcare management, software development and technology marketing. He also served in the US Army as a Medical Specialist.

Robert is a graduate of the Certified Auctioneers Institute (CAI), a three year program taught at Indiana University, holds the Accredited Auctioneer of Real Estate designation (AARE) and is also a Graduate Personal Property Appraiser (GPPA).

As an auction educator Robert helped write the Auction Technology Specialist (ATS) designation program for The National Auctioneers Association, and has co-taught the course since its inception. He has been a past presenter at State and National Auctioneers Association conferences, is an Instructor at World Wide College of Auctioneering in Mason City Iowa and operates a real estate continuing education school teaching Realtors and real estate agents in Missouri and Kansas all about real estate auctions.

In 2007 Robert was awarded the title of Kansas State Champion Auctioneer and in 2009 was elected by his peers for a 3 year term to the board of directors for The National Auctioneers Association.

Robert has a passion for the auction industry and believes in serving others through his business. As a Rotarian, he works to apply the 4-way test in all that he does in life. First, is it the truth? Is it fair to all concerned? Will it build goodwill and better friendships, and will it be beneficial to all concerned?

**Rock Creek Resort**  
5 Miles South of Red Lodge  
On Highway 212  
Red Lodge, MT 59068



## RESERVATIONS:

**1-800-667-1119, be sure to ask for the "MAA reduced rate" of \$72.00 before 1/9/12 after that it will change to \$125-\$140 per night.**

When you register for the MAA Conference you are automatically placed in a drawing to win a FREE trip to the NAA Conference and Show, July 17-21 in Spokane, Washington. The drawing will take place at the Awards Banquet. **MUST BE PRESENT TO WIN.**

## MONTANA AUCTIONEERS CONFERENCE

January 27-28, 2012 ◦ Red Lodge, MT

## REGISTRATION INFORMATION:

Name/s: \_\_\_\_\_

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

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

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

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

## REGISTRATION AND PAYMENT INFORMATION

Regular Membership \_\_\_\_\_ @ \$50 ea. \$ \_\_\_\_\_

Associate Membership \_\_\_\_\_ @ \$25 ea. \$ \_\_\_\_\_

Regular Member \_\_\_\_\_ @ \$65 ea. \$ \_\_\_\_\_

Associate Member \_\_\_\_\_ @ \$75 ea. \$ \_\_\_\_\_

Non-Members \_\_\_\_\_ @ \$85 ea. \$ \_\_\_\_\_

Guest/Spouse \_\_\_\_\_ @ \$45 ea. \$ \_\_\_\_\_

Additional Awards Banquet \_\_\_\_\_ @ \$20 ea. \$ \_\_\_\_\_

Bid-Calling Contest [Pro Division] \_\_\_\_\_ @ \$65 ea. \$ \_\_\_\_\_

Total Enclosed \$ \_\_\_\_\_

## PAYMENT TYPE

Check  Cash  Bill Me

## Montana Auctioneers Association

P.O. Box 3097, Pasco, WA 99302

Phone: 866-270-2752 - Fax: 509-783-4674

dan@maurergroup.com www.montanaauctioneers.org

*The MAA reserves the right to refuse to register any prospective convention attendee for any reason.*