



# Montana Auctioneer

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

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December 2010

## MONTANA AUCTIONEER 2011 CONVENTION ISSUE

January 28 - 29, 2011  
Best Western Yellowstone Inn  
Livingston, MT



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# President's Letter

*JimBo Logan, GPPA, CES*



Greetings Fellow Auctioneers from the Heart of the Shields River Valley.

Hope you have all had a great auction season. We have managed to stay busy all year.

Hopefully all of you are making plans to attend the 2011 convention in Livingston on January 28th and 29th. We are looking forward to another great convention. Stephen Proffitt will be our key note speaker for the weekend. I have seen Mr. Proffitt at the NAA Conference & Show and he is an awesome speaker. He deals a lot with legal issues and can answer your questions about situations that we might get ourselves into. So bring your questions with you. He will be worth coming for the weekend. Steven Proffitt could very possibly leave you with information that could change your business forever. I really hope you will think about attending.

This will be the 50th annual convention for the MAA. Please call or email with your ideas, comments, or any suggestions you might have.

If you have anyone that would like to be a corporate sponsor let me know as well so I can get their name on the poster board and get their banner to hang at the fairgrounds during the auction contest.

Don't forget to enter the bid call contest this year. We need to have a great show for our auction attendees plus put in a plug for the auction method of marketing. The feedback we received last year was outstanding. Everyone commented on how they enjoyed listening to all the different auctioneers. So the more contestants we get the better the show will be.

The convention schedule is very similar to last year. The host hotel will be the Best Western Yellowstone Motor Inn where the meetings and seminars will take place. The auction and contest will be at the Park County Fairgrounds. Dance music again will be by Kyle Shobe and the Walkem' Boys.

Our raffle this year is for a 2011 Honda 4-wheeler and a .444 caliber Marlin rifle. Tickets are available to anyone that would like to sell some and of course to purchase as well. If would like tickets to sell just let me know and I will put some in the mail to you.

I would also like to invite members interested in any board positions to contact me. Several will be available this year.

As always, please remember I am never too busy to hear from you. If you have any questions or concerns or just want to chat call 686-4728 or my cell at 223-1553 or email us at [loganauction@yahoo.com](mailto:loganauction@yahoo.com)

Happy Auctioneering!  
JimBo Logan

# Two Ways To Do “Two-Ways”

Fourth of four articles to be featured in Montana Auctioneer by Steve Proffitt

From time to time, I receive a complaint from a bidder about a “two-way” offering. Invariably, the bidder lost what he wanted because the auctioneer used this selling method and the bidder concluded it’s illegal or unethical. These bidders always view the auction equation from their own desire to buy low and never from the seller’s desire to sell high. Such is the blinding power of financial interest.

A two-way offering is a common auctioneering technique. It’s typically used where an auctioneer has a group of similar items that might be desirable to some bidders as individual pieces and to others as a whole set. A suite of furniture is a good example. There may be bidders who would like to buy the furniture by the piece, as well as other bidders who would prefer to buy it together as one lot.

The auctioneer wants to find the bidder(s) who will pay the most for the pieces comprising a set. By offering the set’s components in two rounds of bidding (the pieces individually and then the pieces in aggregate), the auctioneer appeals to all interested bidders. This “two-way” offering will find the top selling price in the crowd for the set and the auctioneer doesn’t have to guess whether the pieces would have fetched more individually or collectively.

Here’s how it works. Let’s assume the auctioneer is going to use the traditional two-way approach of offering a set’s pieces individually in the first round, followed by the whole set as one lot in the second round. The correct method in the first round is to “recognize and hold” the highest, respective bids on the individual pieces and not declare anything to be “sold” at this point. This is done until each of the pieces comprising the set has been exposed to bidding.

[Caveat: If an auctioneer declares a piece to be “sold” during the first round, a contract for sale will be immediately formed between the seller and the high bidder. This is a fatal mistake for a two-way offering, so auctioneers must be focused and careful about what they do and say.]

Once the first-round bidding has been concluded, the auctioneer will announce the total of the highest bids on the individual pieces. A sale of the pieces will be contingent on the result of the second round of bidding.

A bid above the total of the highest bids in the first round would be the starting point for bidding on the whole set in the second round. After the second round has been concluded, the auctioneer will sell the pieces, either individually to the respective first-round high bidders, or as an entire set to the highest second-round bidder, dependent upon which way generates the greatest total selling price.

Whole-set bidders who sit out the first round of bidding are a problem for the auctioneer. That’s because they don’t participate at this stage. Consequently, the price needed to win the whole set in the second round will be less than if additional bidding had further increased the individual-piece prices in the first round. While sitting out the first round is in the financial interest of the whole-set bidders, it’s contrary to the interest of the seller. So what’s an auctioneer to do?



I love to learn from smart, innovative people. I'm talking about people who don't walk in lockstep with everyone else, but have a vision and drive to do things differently and better. One of the best in auctioneering is Fred Reger of Manassas, Virginia ([www.bid2own.com](http://www.bid2own.com)). Reger is a true student of auctioneering who analyzes every nuance to determine what works best, when, and why. He taught me a terrific strategy for auctioning sets that is the opposite of the customary manner of breaking a set up and offering its pieces individually in the first round, and then putting it together and offering it as one lot in the second round. Here's Reger's reverse strategy.

To prevent the whole-set bidders from sitting out the first round on the individual pieces, Reger turns the table by first offering the set intact. This forces the whole-set bidders to bid their top money for the set at the outset. Otherwise, they risk losing the set to the individual-piece bidders in the second round.

Once Reger has established a high bid for the whole set in the first round, he breaks the set up and offers its pieces individually. The second-round bidders will know what total the individual pieces must reach in order for them to win the bid from the top whole-set bidder, and Reger regularly reminds them as he moves from one piece to the next.

Simultaneously, the top whole-set bidder is often forced into also bidding on the pieces individually in the second round. This happens when this bidder wants to be certain that he gets the piece(s) that he wants most – one way or another.

Reger encourages the top bidders in both rounds to voluntarily increase their bids while the bidding is open. So if a bidder were high at \$900 on a dining table, Reger might ask the bidder if he would like to go to \$1,000 before closing the bidding on that item. He reports some bidders will bid against themselves to increase their chance of ultimately winning the pieces they want.

This reverse technique has worked successfully for Reger for years and he says he believes it consistently achieves higher prices than the traditional order of conducting a two-way offering (i.e., individual pieces followed by the whole set). Auctioneers who have never tried this approach should give it a turn.

A two-way offering is a marketing tool auctioneers use to maximize selling prices. These offerings pit different bidders, with different goals, against one another and force them to compete. When fully disclosed and properly executed, a two-way offering is both legal and ethical. For a seller, it's also highly desirable.

So long as auctioneers operate within the law, they shouldn't hesitate to be innovative and energetic in working to achieve top dollar for sellers' assets. That's why auctions are conducted.

- Steven Proffitt

Steve Proffitt is general counsel of J. P. King Auction Company, Inc. ([www.jpking.com](http://www.jpking.com)) in Gadsden, AL. He is also an auctioneer and instructor at both Reppert School of Auctioneering in Auburn, IN and Mendenhall School of Auctioneering in High Point, NC. This information does not represent legal advice or the formation of an attorney-client relationship and readers should seek the advice of their own attorneys on all legal issues. Mr. Proffitt may be contacted by email at [sproffitt@jpking.com](mailto:sproffitt@jpking.com).

# Finances an Issue for NAA

An Article by Hanes Combest, CAE Chief Executive Officer, NAA



For the last 2 ½ years since I became CEO, finances have been an issue for NAA. Indeed, it is a challenging time for associations in general and that includes the National Auctioneers Association. In 2008, Kurt Kiefer, a past treasurer of the Board was appointed to review NAA's finances. This is typically done when there is a leadership change. And so in one of my first meetings, I had the opportunity to meet Kurt and see first-hand the financial situation that NAA was in.

For several years NAA spent more than took in. The Board had difficult decisions to make to ensure the finances were solid. They reviewed all programs and services; nothing was sacred, including staff positions. In early 2008, we had more than 20 full-time positions and today we have 13. We have "right-sized" the organization and today I am blessed to have a very talented staff that is both seasoned and energetic.

In 2008, NAA was going in too many directions, including some that did not benefit membership as a whole. The quarterly newsletter called Auction Advantage only benefited a handful of member subscribers. The state management program was run at a significant loss and did not benefit the entire membership. The Board cut those programs and more. The Board's focus and direction became the "entire" membership.

In 2008 the Board made a commitment to return money into the Life Member Fund, which today has more than \$300,000 in restricted funds. The interest generated from these funds is used to pay for the dues of the 236 NAA Life Members. The Board also set a goal of having a financial reserve of \$650,000 by the end of 2012 and we are on our way to meeting that objective.

Although the NAA had a stretch of unprofitable years from 2000 to 2007, in 2008 we began to bring the organization back to profitability. The NAA generated surpluses of \$175,000 in 2009 and looks to end 2010 with a surplus of almost \$200,000. The total will be almost \$400,000. This represents NAA's commitment to sound fiscal policy.

Unfortunately, we still face a declining membership as do many other professional organizations. Our membership loss during this recession has not been better --- or worse -- than most other associations. Because of the recession and changes within the industry, NAA lost 25% of our membership since 2007. Today the rate of membership loss has slowed. But it remains a critical concern of the Board as well as the NAA staff. It hasn't been easy, but we are financially solid. In fact, we are in the best financial position that NAA has been in for more than a decade.

A special thanks to the National Auctioneers Foundation that helped pay for more than \$600,000 in renovation costs to the NAA Building. Now we have a headquarters we can be proud of and we are mortgage and debt-free with a growing surplus of cash and reserve funds. And a very big THANKS to those of you who have continued your membership during these hard times. We certainly couldn't have done it without you!

NAA's finances will continue to be challenged as expenses continue to rise and we continue to provide more services benefits. But now we have a financial footing that will allow us to develop this organization into one that will meet the needs of future generations of Auctioneers.

# Safety in the Work Place

An Article by Matt Smith

Howdy from the plains of Eastern, Montana.

I am going to preach a little bit about safety in the work place. This applies to all of us at one time or another. Recently while preparing for an auction we had an incident where poor judgment on my part dang near resulted in the loss of my son's life. As many of you know my son is just about joined at the hip with me on a lot of our auction set ups. He helps out, I give him jobs he can do & we normally have no issues. I gave him a job to drive a "new to us" forklift a mile or so into a ranch on the ranch driveway. I was in front of him in a truck. We putted along pretty fair for a while & everything seemed in order. I crested a hill & he was nearly at the bottom of it. As soon as I got out of sight, the kid in him said I am tired of going 4 mph & he kicked it into neutral to speed up some. Well about 70 feet later, after a wild ride it flipped over & landed in the low side of the ditch. He rode it out... if he had slipped off the seat he would have been killed. He walked away with a cut to the head & a sore midsection. Try explaining that to you wife. I should have never put him in that situation, & when I did I should have had him in a hard hat & seat belt on.

Well that is it for my "be smarter than I am speech". The past 2 years have been good ones for us. The amount of auctions we have done has declined yet our income has been up. Go figure. I have noticed a few trends in the marketplace that have taken hold & are now the norm.

**Trend 1:** Online bidders are more confident than ever now when bidding for equipment. We held an online only auction back in the first part of the year. It attracted 42 bidders from all over the world. We sold 4 lots of specialized construction equipment for a bank. Needless to say it worked out well. The bank was amazed when I settled up with them as to where they had received bids from.

**Trend 2:** Auctions & Auctioneers that treat the public with respect are gaining a larger following. Think about how much time your customers spend getting to your auctions. I personally will not attend an auction that has a hidden reserve. If an auctioneer gets to an Item & says sorry folks we need more than that to sell it; I will never come back. If it was disclosed prior to the auction, then I have no problem with that.

Well that's it for me. I will see you at the convention in January. It is going to be a great time for education & visiting with friends.

Regards,

Matt Smith



# Good Business or Good Ethics

An Article by Gordon Van Ash

Here's the scenario. Two and one-half hours into a 5 hour auction with over 125 plus registered bidders. Bidders were paying top dollar for good merchandise. I had consigned a "Hull" coral teapot w/sugar & creamer. The piece sold for \$155.00. The buyer picked it for safe keeping and took it to her vehicle. About 10 minutes later she came back into the auction and said she didn't want it because upon further inspection she noticed the handle had been cracked and then glued back together. When I sold it, I didn't see the crack. I try to look over all merchandise before the auction to make sure it's in good, sellable condition. If I had seen the crack, I would have disclosed it to the audience before selling it. When I re-sold it, the entire set sold for \$15.00. I did inform the audience this time there was a crack in the handle.

After the auction, the consignee of the Hull tea set came up to me and said, "That wasn't right to re-sell it after the first buyer bought it." I explained to her that because it was cracked, I felt it was my responsibility to disclose it before selling it. Upon further discussion, she said, "the auction flier states "everything sells as is, where is", and that should have been a final sale." After explaining it to her as if she were the buyer and had paid \$155.00 for the set, how would you have felt if you thought you were buying a "flawless" set? Continuing the conversation, it came up that she knew it was cracked.

The auctioneer is a member of a proud profession that has existed for centuries. Along with the right to conduct our profession, we also have the responsibility to conduct ourselves with the utmost competency and integrity. The continuing success of the auction industry depends on the public's perception that auctioneers are well-informed persons of the highest character

Gordon Van Ash  
Director  
MAA.

BBFN. See all of you in January!

Gordy



# Attend the 2011 MAA Convention!

The Montana Auctioneers Association annual convention will be held January 28th – 29th, 2011 at the Best Western Yellowstone Inn, Livingston Montana.

Make your reservations at the Best Western before January 10th, 2011 and ask for the MAA reduced rate of \$65.00. After January 10th the rate will increase to \$75.00. Reservations: 406-222-6110

When you register for the MAA convention you are automatically placed in a drawing to win a free trip to the NAA conference and show in July. The winner will receive paid registration to the NAA conference, air fare and lodging for July 12-16 in Orlando, Florida. The drawing will take place at the awards banquet and you must be present to win.

This year's featured speaker is the Auction law Attorney Steven Proffitt, III. Mr. Proffitt's areas of practice include contracts and commercial law. He has been a licensed auctioneer and attorney for over 20 years, and is a nationally recognized expert on legal and ethical issues pertaining to auctions and auctioneering.

## Raffle Ticket Information

MAA will be raffling off a Marlin model .444 caliber rifle and a 2011 Honda rancher 420 4X4 from Lewis Town Honda, Lewis Town, Montana at the 2011 Annual Convention in Livingston, Montana. Raffle tickets are \$10 for one ticket.

Please contact JimBo Logan for raffle ticket information at 406-686-4728



**.444 caliber Marlin Rifle**



**2011 Honda Rancher 420 4X4**

# MAA Convention Registration Form

## Registration Instructions:

Please type or carefully print the information requested exactly as it should appear on all conference materials.



Send completed form and fees payable in US Funds to:  
Montana Auctioneers Association, PO Box 3097 Pasco, WA 99302

Fees are payable to Montana Auctioneers Association. Fees cover conference functions and do not include accommodations.

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

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Spouse's Name (if attending) \_\_\_\_\_

## Method of Payment

Check Enclosed (U.S. dollars drawn on U.S. Bank)

Billing address is same as registration address

Signature \_\_\_\_\_

Montana Auctioneers Association • 509.783.4676 • Fax: 509.783.4674 • [www.montanaauctioneers.org](http://www.montanaauctioneers.org)

## Convention Registration Fees

Regular Members . . . . .	\$65.00 . . . . .	_____
Associate Members . . . . .	\$75.00 . . . . .	_____
Non-Members . . . . .	\$85.00 . . . . .	_____
Guest/Spouse . . . . .	\$45.00 . . . . .	_____
Additional Awards Banquet Ticket _____ number of tickets x \$20.00 . . . . .		_____

## Bid Calling Fees

Pro Division . . . . .	\$65.00 . . . . .	_____
Rookie Division . . . . .	No Fee . . . . .	_____

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

# Bid Calling Contest Rules and Entry Form

## 2010 Montana Auctioneers Association Championship Bid Calling & Rookie of the Year Contest

Please type or carefully print the information requested exactly as it should appear on all conference materials. Send completed form and fees payable in US Funds to: Montana Auctioneers Association, PO Box 3097 Pasco, WA 99302. Fees are payable to Montana Auctioneers Association.

Name of Participant \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

How Long in the Auction Business? \_\_\_\_\_ years

Select: Pro/Grand Champion Division \_\_\_\_\_ Rookie Division \_\_\_\_\_

### Do you

Own your own company?  Yes  No

Work for another Auctioneer or auction company?  Yes  No If so, whom? \_\_\_\_\_

Work for a corporation?  Yes  No If so, whom? \_\_\_\_\_

What types of auctions do you conduct?

Agri-Business and livestock

Real and personal property

Commercial and business liquidations

Other \_\_\_\_\_

Have you participated in this competition before?  Yes  No

Are you a graduate of an auction school?

If so, which school? \_\_\_\_\_ Year? \_\_\_\_\_

**Eligibility** Any auctioneer who is in good standing with the Montana Auctioneer Association is eligible to compete in this exciting event!

**Contest Rules** Past winners (within the last three (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, January 22, 2010 to be eligible to participate.

**Rules for the Pro Division** Each contestant must be a member in good standing with the Montana Auctioneers Association, and pay an entry fee of \$65.00. Items to be sold will be determined by drawing at the orientation. Each contestant will auction two rounds of three (3) items each. Winners will be announced at the end of the competition and awards presented at the banquet, held Saturday, January 23.

**Rules for the rookie Division** Each contestant must be a member in good standing with the Montana Auctioneers Association. There is no entry fee to be in this event. Items to be sold will be determined by the drawing at the orientation. Each contestant will auction two rounds of three (3) items each.

Winners will be announced at the end of the competition and awards will be presented at the banquet, held Saturday, January 24.

**Declaration of the Contest** 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, and all sales are to be bona-fide bidders.

**Performance Position** Contestants will meet for orientation and position drawing at 5:00 pm on Friday, January 22. Contestants who fail to appear promptly for orientation and position drawing will be disqualified. Each constant will sell in the order they draw and each contestant must appear on stage as their number is called or be disqualified.

**Judging** 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.

I have read and do hereby acknowledge that I will abide by all contest rules as set forth, and do furthermore state that I have answered all questions truthfully and to the best of my ability.

Signature \_\_\_\_\_

MONTANA AUCTIONEERS  
ASSOCIATION  
BOARD OF DIRECTORS MEETING  
MINUTES  
September 27, 2010

1. CALL TO ORDER

President JimBo Logan, GPPA, CES  
called the meeting to order at 8:04 am  
on September 27, 2010.

2. ROLL CALL

Board Members Present:

President JimBo Logan, GPPA, CES

Vice President Kyle Shobe

Treasurer Merton E. Musser, CAI

Immediate Past President Mickey Lapp

Director Rick Young

Director Matt Smith

Director Gordon Van Ash

Director Robert McDowell III

Director Rich Venzor

Staff Members Present:

Dan Ollero – The Maurer Group

Board Members Absent:

Director Bill Allen, GPPA, CES

3. REQUEST FOR  
AMMENDMENTS/ADDITIONS TO  
THE AGENDA

Liability insurance to Old Business

Convention to New Business

Steven Profit speaking at the  
conference to New Business

Speakers for the convention

Four Wheeler

4. APPROVAL OF MAY  
MEETING MINUTES

MOTION

Approve May 17, 2010 Board of  
Directors meeting minutes.

Proposed by: Gordon Van Ash

Seconded by: Rob McDowell

Passed: 8 of 8

5. ASSOCIATION REPORTS

a. President's Report

i. The Best Western is all set up  
and getting ready for the conference.

ii. President proposes members  
bring best quotes for ATV for next  
meeting.

b. Treasurer's Report

Nothing to report

MOTION

No motion

6. OLD BUSINESS

Nothing to Report

7. NEW BUSINESS

a. 2011 Convention

i. Four Wheeler – Some Board  
members have gone to their local  
dealers to get quotes for the four  
wheeler raffle. Not much response yet  
though.

ii. Speakers for Convention –

1. Suggestions were asked for on  
speakers to bring in for the conference.  
A livestock speaker was suggested to  
bring in that group.

2. There will be someone from  
Fish and Wildlife to speak.

MONTANA AUCTIONEERS  
ASSOCIATION

BOARD OF DIRECTORS MEETING  
MINUTES CONTINUED

3. Steven Profit was also suggested to speak at the conference. Steven Profit has an \$1875 fee to speak plus expenses. A discussion followed on if the Board wanted to spend that much money.

iii. Kyle will take care of ordering the plaques and buckle again this year.

iv. Rick Venzor will take care of the gun for the raffle. The cost is \$500.

MOTION

To schedule Steven Profit for the 2011 MAA Convention. JimBo will ask the NAA to cover the travel expenses but if they don't, MAA will use the \$2000 donation to NAF for 2011 to pay his expenses. This does not mean MAA will lower the \$10,000 pledge to NAF but it will defer the payment for one year.

Proposed by: Kyle Shobe Seconded by: Gordon Van Ash

Passed: 8 of 8

8. ADJOURN

MOTION

As there was no further business; Adjournment was proposed.

Proposed by: Gordon Van Ash  
Seconded by Mickey Lapp

Passed: 8 of 8

# Schedule & Fees

Schedule of Events

Friday, January 28

9:00 am Board of Directors Meeting  
11:00 am Registration  
1 -3 pm **Speaker**  
3:00 pm Coffee Break  
3:30 pm **Speaker**  
5:00 pm Bid Call Contest Pre-Meeting  
Park County Fairgrounds  
5:30 pm MAA Bid Call Championship  
Park County Fairgrounds  
8:30 pm Dance, Live music by Kyle Shobe & the Walk'em Boys

Saturday, January 29

8:30 am **Speaker**  
10:30 am **Speaker**  
11:30 am Coffee break  
12:00 pm Lunch  
Presentation by Chris Logan  
1:00 pm MAA Annual Business Meeting  
5:30 pm MAA Annual Awards Banquet & Advertising Fun Auction

Convention Registration Fees

Full Registration

*(Includes educational seminars, breaks, lunches and awards banquet)*

Regular Members.....	\$65
Associate Members.....	\$75
Non - Members.....	\$85
Guest/ Spouse.....	\$45
Additional Awards Banquet Ticket.....	\$20

Bid Calling Fees

Pro Division.....	\$65
Rookie Division.....	No Fee



# MEMBERSHIP APPLICATION

## Montana Auctioneers Association

**TO APPLY FOR MEMBERSHIP IN THE MAA, CHOOSE ONE OF THESE APPLICATION METHODS:** Complete this form, provide credit card information, then **FAX** to (509) 783-4674 or complete this form, then **MAIL** with check or money order to MAA, P.O. Box 3097 Pasco, WA 99302. Please fill out all five sections. If you have any questions call the office at 866-270-2752.

**1**

Please check one. Membership in MAA is open to individuals, not companies.

MEMBERSHIP TYPE	ELIGIBILITY	MEMBERSHIP DUES
<input type="checkbox"/> INDIVIDUAL	Auctioneer who conducts Auctions in the state of Montana. Entitled to vote.	\$50
<input type="checkbox"/> ASSOCIATE	Individuals interested in the Auction profession. Non-voting member	\$25
<b>TOTAL AMOUNT DUE</b>		<b>\$</b>

**2**

### MEMBERSHIP INFORMATION

First Name \_\_\_\_\_ Middle \_\_\_\_\_ Last \_\_\_\_\_

Address \_\_\_\_\_

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

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Cell \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

Sponsorship \_\_\_\_\_

Date Submitted \_\_\_\_\_

**3**

### AUCTIONEER PROFILE

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Member of NAA

Member of other state association Where \_\_\_\_\_

**4**

### METHOD OF PAYMENT

Check Enclosed     Bill me

\_\_\_\_\_

\_\_\_\_\_

**5**

### YOUR AUCTION SPECIALTIES

- Antiques & Collectibles
- Art & Galleries
- Automobiles & Transportation
- Benefit & Charity
- Business Liquidations
- Carnivals & Amusement Parks
- Collector Cars & Vintage Equipment
- Computers & Electronics
- Estate & Personal Property
- Farm & Ranch
- Government & Municipal
- Industrial & Manufacturing
- Intellectual Property
- Laboratory & Pharmaceutical
- Logging & Forestry
- Media
- Office & Business Equipment
- Real Estate, Commercial
- Real Estate, Land
- Real Estate, Residential
- Restaurant & Food Industry
- Trucks & Trailers

By completing and submitting this form, I hereby make application for membership in the Montana Auctioneers Association. If accepted, I will abide by its by-laws, support its objectives, comply with the MAA's code of ethics and pay the established dues.

Contributions or gifts to Montana Auctioneers Association are not tax deductible as charitable contributions for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. Membership runs January 1 - December 31.



**Montana Auctioneers Association**  
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