



Montana Auctioneer

www.montanaauctioneers.org

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December 2011

MONTANA AUCTIONEER 2012 CONVENTION ISSUE

January 27-28, 2012
Red Lodge, MT





Montana Auctioneers Association

2011 Winter Edition

www.montanaauctioneers.org

email: dan@maurergroup.com



President's Letter



Hello Fellow Auctioneers,

The year 2011 is nearing its end and Old Man Winter is moving into Northeastern Montana. The auction season is over for the most part in this area until spring, but I am still busy at the Stockyards. The sales have been really good all fall with ranchers and farmers receiving record prices for their livestock. The optimism in the agriculture sector is very good and I look for any spring farm sales to be very good.

The raffle tickets are printed for the Four Wheeler Raffle and I would like to encourage all the members to get at least a book of ten to sell in your area. To get tickets contact Mert or myself and we will mail them to you. This is an important fund raiser for the Association. The drawing will again be at the Convention.

The convention committee has planned a fun and exciting weekend for Jan. 27th and 28th in Red Lodge. I would like to see a great turnout for the convention this year and help us promote the Auction Industry in Red Lodge.

The Convention is also an important business meeting with election of the officers and board for the up coming year. The entire membership needs to have a say in electing these leaders for the continued good of the Association. This is also a good time to connect with fellow auctioneers that we don't have the chance to see but once a year and catch up on things in the industry. The contest is always fun and a good chance to showcase your talent.

I hope everyone had a great Thanksgiving, we, as Americans, still have an awful lot to be thankful for. The Christmas Season will soon be here and let's all remember the real reason for the season. May you all have a joyous holiday season and the best of what's left of 2011. I am looking forward to seeing each and every one of you in Red Lodge.

Happy Auctioneering,

Ed Hinton



MAA Board of Directors 2011 Roster

President

Ed Hinton
Hinton Auction & Appraisal
Box 2570
Scobey, MT 59263
Phone: (406) 783-7285

Vice President

Kyle Shobe
United Country-Shobe Auction
& Realty
408 W. Main
Lewiston, MT 59457
Phone: (406) 366-0472
Fax: (406) 538-8666
kyle@shobeauktion.com

Treasurer

Merton E. Musser, CAI
Musser Bros. Auctioneers, Inc.
P.O. Box 22035
Billings, MT 59104
Phone: (406) 652-2266
memusser@mbauktion.com

Immediate Past President

JimBo Logan, GPPA, CES
Logan Auction Service, Inc.
P.O. Box 168
Clyde Park, MT 59018
Phone: (406) 686-4728
loganauktion@yahoo.com

Directors

Brian Young - 2011
Rick Young & Sons Auctioneers
633 A Fiddler Creek Rd
Fishtail, MT 59028
Phone: (406) 328-6864
bidcaller@nemont.net

Wes Kammerman - 2011
Kammerman Auction Company
6440 Leonard Street
Manhattan, MT 59741
Phone: (406) 282-6009

Gordon Van Ash - 2009
Van Ash Auction Company
Forsyth, MT 59327
P.O. Box 1381
Phone: (406) 356-2829
gvanash@rangeweb.net

Rich Venzor - 2010
Worland Livestock
P.O. Box 1294
Three Forks, MT 59752
Phone (406) 285-3935
richardv_63@hotmail.com

Robert McDowell, III - 2010
P.O. Box 3746
Butte, MT 59702
Phone: (406) 490-8279
rmiiin529@msn.com

Bill Allen, GPA, CES - 2009
Hull and Allen Auction Group
P.O. Box 3122
Billings, MT 59107
Phone: (406) 860-2833
hullandallenauktion@qwestoffice.net

State Association Executive Services Manager

Dan Ollero
The Maurer Group
P.O. Box 3097
Pasco, WA 99302
Phone: (877) 270-2752
Fax: (509) 783-4674
dan@maurergroup.com



Whose Office?

Article by Steven J. Proffitt



Do you remember in school when some kid would cause more trouble than the teacher was willing to suffer?

Did you ever hear the teacher bark, “That’s it – you’re going to the agent’s office!”

Of course you didn’t. An agent was never in charge of a school. That role was filled by a “principal” – as it is at auctions. It’s essential for auctioneers to understand the important role that agency plays in auctions.

Relationship.

Let’s start by looking at the definition of “agency,” as paraphrased from *Black’s Law Dictionary*. An agency is a legal relationship formed from the consent and agreement that one person (the agent) will act in the stead of another (the principal). The agent works under the control and direction of the principal to benefit the principal’s interest.

An agency relationship typically arises from an express contract of employment. This occurs when a principal enters into an agreement with a person to serve as his agent. The principal defines the scope of the undertaking and vests the agent with the authority the agent needs to accomplish this purpose. The principal always retains control and supervision over the agent’s work.

Authority.

An agent can possess three kinds of authority to act for the principal: (1) express, (2) implied, and (3) apparent.

Express authority is the authority the principal actually grants to the agent. It is the principal’s consent for the agent to act as a middleman with third parties and, in doing so, create rights and liabilities for the principal. “I want you to sell my car,” is express authority from a principal to his agent.

Implied authority walks hand-in-hand with express authority. This is the additional authority an agent has to do what is necessary to accomplish the purpose of the agency, even when not expressly granted by the principal. In the above example, once the agent sold the car, the agent would have implied authority to deliver a bill of sale to the buyer and receive the purchase funds on behalf of the principal.

Apparent authority exists in the eye of a third-party. It is the authority the law will find an agent to have based upon the principal’s conduct. When a principal does something that would reasonably lead a third party to believe that a person was acting with authority as the principal’s agent, and the third party changes his position and is damaged, the law will find an agency existed on the basis of apparent authority.

Whose Office?

Continued...

Independent Contractor Distinguished.

An agent is not an independent contractor. *Black's Law Dictionary* defines an independent contractor as “[o]ne who, exercising an independent employment, contracts to do a piece of work according to his own methods and without being subject to the control of his employer except as to the result of the work.”

Does it appear that an auctioneer would qualify as an independent contractor? If you think so, think again. I've seen many courts rule that auctioneers are agents of sellers, but I've never seen one hold an auctioneer to be an independent contractor. The reasons are the control exercised by sellers and the fiduciary duty owed by auctioneers.

The degree of control over the methods and details of the work to be done is critical in determining whether one is acting as an independent contractor or agent. A principal controls an agent much more closely than an employer controls an independent contractor.

Additionally, an agent has a fiduciary duty to the principal that an independent contractor does not. A *fiduciary* is bound to act for another's benefit with trust, confidence, and absolute good faith.

It's easy to distinguish an auctioneer from an independent contractor. Let's consider two examples.

A Plumber.

Suppose you hire a plumber to unstop a pipe. The plumber brings his own tools and works independently to do the job. He is free of your control and direction. The plumber has no authority to bind you to any contract with a third party. He occupies no position of trust and owes you no fiduciary duty. You don't entrust valuable assets to the plumber and you don't let him collect and hold your money. You don't expect loyalty and obedience from him and the only accounting he will ever give is his bill for services. You don't share confidential information with the plumber and expect him to keep it secret. Each of these points underscores that the plumber is an independent contractor and not your agent.

An Auctioneer.

Now let's consider you're a seller who engages an auctioneer to sell valuable assets. You will decide the important issues that will direct the auctioneer's work. This might encompass the marketing plan and budget, auction location and date, descriptions of assets, type of auction (reserved, unreserved, etc.), whether to charge a buyer's premium, acceptable methods of payment, and other related matters.

Whose Office?

Continued...

You will have to vest the auctioneer with authority to sell your assets to buyers. You might also give the auctioneer authority to contract on your behalf with vendors and persons providing goods and services related to the auction (sale site, advertising, printing, concessions, labor, tables and chairs, toilet facilities, etc.). Furthermore, the auctioneer will collect the purchase money for you from the buyers, hold and account for it, and later remit the amount you are due from the auction. You would expect your auctioneer to fulfill his fiduciary duty and be loyal, obedient, trustworthy, and advance your interests and keep your secrets. These are critical differences that distinguish an agent from an independent contractor.

Conclusion.


Agency is a foundation stone of the auction process. Auctioneers are agents for their sellers and not independent contractors. The significant control and direction that sellers have in the auction process, plus auctioneers' fiduciary duty to these sellers, determines this.

Next time we'll look further at agency duties.



Steve Proffitt is general counsel of J. P. King Auction Company, Inc. (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.

2012 MAA Annual Conference Agenda

<u>Friday, January 27, 2012</u>		<u>Presenter</u>	<u>Company</u>
10:00	Board of Directors Meeting		
11:00	Registration Desk Opens		
12:00	Lunch		
1:00- 2:00	ATF: Selling firearms at auction	Tim Hopkins	ATF
2:00-2:15	Break		
2:15-3:00	Fraud & Security Challenges	Justin Svec	1st Interstate Bank
3:00-3:15	Break		
3:15-4:15	Montana Auction Laws	Nathan Espelan	Attorney
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)		
<u>Saturday, January 28, 2012</u>			
8:30-10:30	Robert Mayo, NAA	Robert Mayo	Mayo Auction & Realty
10:30-10:45	Break		
10:45-12 Noon	Great Ideas Workshop, Ed Hinton - Moderator	Ed Hinton	Hinton Auction & Appraisal
12:00-1:00	Lunch		
1:00-3:00	MAA Annual Business Meeting		
3:00-3:15	Break		
3:15--	Kyle Shobe, 2010 World Livestock Auctioneer Champion	Kyle Shobe	Shobe Auction
5:00-5:30	Social		
5:30	MAA Banquet, Awards, Advertising Auction & NAA Conference & Show Door Prize		
			

2012 Montana Auctioneers Association Convention Registration Form

Registration Instruction -

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 your 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

Montana Auctioneers Association 509.783.4676 Fax: 509.783.4674 www.montanaauctioneers.org

No refunds for the 2012 Convention will be given out after January 16, 2012

Convention Registration Fees

Regular Membership Dues \$50.00 _____

Regular Members Convention Fee \$65.00 _____

Associate Membership Dues \$25.00 _____

Associate Members Convention Fee \$75.00 _____

Non-Members \$85.00 _____

Guest/Spouse \$45.00 _____

Additional Awards Banquet Ticket ____ number of tickets x \$20.00 _____

Bid Calling Fees

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 on Friday, January 28th, 2012.

For the Pro Division each contestant must be a member of MAA and pay the entry fee of \$65.

Pro Division \$65.00 _____



Rookie Division No Fee _____

Grand Total Fees for Convention \$ _____

IMPORTANT INFORMATION

Don't miss the opportunity to win these great prizes!!!

Here is a sample of the raffle tickets that are being sold. Contact Montana Auctioneers Board Members for tickets.

 <p>Montana Auctioneers Assoc. Convention Raffle 2012 Honda Rancher ATV</p> <p>Second Prize Weatherby Vanguard 308 Rifle with Scope Drawing January 27, 2012 Red Lodge, MT</p> <p>Need NOT be present to win Tickets \$10 Each</p> <p>SAMPLE For cash equivalent, write 'cash' on back of stub</p>	<p>SAMPLE</p> <p>Name: _____ Address: _____ City: _____ State/Zip: _____ Phone: _____</p> <p style="text-align: right;">No. 0001</p>
<p></p> <p>SAMPLE</p>	<p>Certain Restrictions Apply</p> <ul style="list-style-type: none"> - Drawing held during the 2012 MAA Convention in Red Lodge, MT, January 27, 2012. - Need NOT be present to win - Tickets may not be sold outside the State of Montana - Winner has a choice when purchasing a ticket between the prize or cash equivalent: <ul style="list-style-type: none"> - ATV: \$4,000 - Rifle: \$300 - MUST write 'cash' on back of stub if desire cash equivalent - All proceeds benefit the Montana Auctioneers Assoc. - Winner responsible for all State and Federal Tax <p>SAMPLE</p>

We will have the registration information for our upcoming convention about the trip to the NAA Conference and Show that we give away. Please be aware that it is drawn for during the Saturday banquet and that you need to be present to win.

2012 MAA Annual Convention

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.



Letter from MAA Treasurer

Mert Musser

Hello, From Billings...

Are we living in challenging times or what? Nonetheless, Montana rises up as one of the few states showing great promise. Unquestionably, our economy has done a total flip-flop with Central & Eastern Montana now experiencing profitability and growth while the Western part of the State has had the wind taken out of their sails. Regardless of where we live in Montana, though, there are great opportunities for us to assist our clients, some who find themselves upside down while others are choosing to retire while on top.

Auctions are not getting easier for us to conduct by any stretch of the imagination, but rather, becoming more complex as we factor in creditors, advertising, the internet, online auctions and buyers from all across the country. It heaps mounds of responsibility on us, as auctioneers, to be knowledgeable in many different arenas. We cannot be an expert in every arena but we have to know what is happening and changing in our industry if we expect to maximize the dollars at our auctions for our clients. Certainly an important part of our success is to educate ourselves of latest developments affecting the auction industry and what the economic conditions are across our own State.

I would encourage ALL our MAA members to make an attempt to attend this year's convention in Red Lodge. We have professionals willing to share a wealth of information with us that will undoubtedly help every one of us, if not to get more business, may keep us out of harms way with the business we do get. Here is a brief summary of what will be our portion at the convention...

- Alcohol, Tobacco & Firearms
- Fraud & Security
- Montana Law as it applies to Auctioneers
- Technology Footprint
- 2010 World Livestock Champion, Kyle Shobe
- Great Ideas Workshop

In addition, remember the Bid Call Championship that is conducted before real buyers, with real items and real judges; but you have to enter if you ever hope to win. It's a lot more exciting being in the contest than simply being a by-stander. A good quote I heard years ago ... "You either make dust or eat dust." We hope ALL MAA members would enter and at least try to make some dust!

Last, but not the least, is the MAA's give-a-way on Saturday night for a trip to the upcoming NAA Conference & Show. All for the price of registration each member has an equal chance to win an unforgettable trip to attend the National Conference & Show. Again, you must be present at Saturday night's banquet to win.

Hope to see you all in January!
Merton Musser,
MAA Treasurer



MEMBERSHIP APPLICATION

Montana Auctioneers Association

TO APPLY FOR MEMBERSHIP IN THE MAA: 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.** You **MUST** be sponsored by a current member, then if you are accepted you may use the MAA logo. 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
TOTAL AMOUNT DUE		\$

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.



CODE OF ETHICS

Montana Auctioneers Association

PREAMBLE

The public Auction subjects all possession 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 community progress and development. Such functions impose grave responsibility and duty beyond ordinary business policy to which he must dedicate himself and strive to maintain the highest standards of his profession and share with his fellow Auctioneers a common responsibility for its Integrity and Honor. Accepting the Golden Rule as his standard, the Auctioneer pledges himself to observe the Law of God and of the Land in all of his dealings, and to conduct his business in accordance with the following Code of Ethics adopted by the Montana Auctioneers Association.

PART I - PROFESSIONAL RELATIONSHIPS

- Article 1. In the best interest of the public, of his fellow Auctioneers, and of his own business, the Auctioneer should be loyal to the Montana Auctioneers Association.
- Article 2. The Auctioneer should so conduct his business as to avoid disputes with his fellow Auctioneers, but in the event of a controversy between two Auctioneers who are members of the Montana Auctioneers Association, he should not resort to a law suit, but submit his difference to arbitration by the Montana Auctioneers Association, and the decision of such an arbitration should be accepted as final and binding. If the dispute should be with a non-member, he should offer the services of this Association to arbitrate.
- Article 3. Where a member is charged with unethical practice, he should promptly and voluntarily place all the pertinent facts before the Board of Directors for investigation and report.
- Article 4. A member should never publicly criticize a competitor, and where an opinion is specially requested, it should be rendered in conformity with strict professional courtesy and dignity.
- Article 5. A member should not solicit the services of an employee of a fellow Auctioneer without his consent and knowledge.
- Article 6. In the best interest of society, of his Associates, and of his own business, the Auctioneer should at all times be loyal to the Montana Auctioneers Association and active in its work; and he should willingly share with his fellow members the lessons of his experience.

PART III - RELATIONS TO THE PUBLIC

- Article 7. In justice of those who place their interest in his hands, the Auctioneer should endeavor to keep abreast of business conditions, to keep informed in matters of law and proposed legislation affecting such interests, so as to give intelligent business advice and effective service.
- Article 8. In accepting the sale of real or personal property, the member pledges himself to be fair to both seller and buyer, and to protect the owners interest as he would protect his 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 sound judgment, taking requisite time for study, inquiry, and deliberation. His council represents a professional service, which he should render in writing and for which he should make a reasonable charge. A member should not undertake to give an appraisal or offer an opinion on any proposition on which he has a direct or even indirect interest, without a full disclosure of such interest.
- Article 10. Before accepting a sale, it is the duty of the Auctioneer, if requested, to advise the owner intelligently and honestly regarding the market value of the business proposition and the reasonable chance of selling at value or above.

PART II - RELATION TO CLIENT

- 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 at public Auction.
- Article 12. It is the duty of a member to ascertain all pertinent facts concerning every sale for which he is engaged, so that in offering he 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 through relationship, 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 profession.
- Article 14. No special conditions, real or assumed, or inducements or directions from anyone, relieve the member from his responsibility to strictly observe the Code of Ethics in letter and spirit.

Getting more out of your Association

by Kyle Shobe

It's a simple thought, but one that's worth remembering: *the more you put into something, the more you get out of it.* I've tested this theory in piano lessons, college classes, the auction business, and a handful of other earthly endeavors, and rarely does it prove invalid! There are unlimited opportunities today for memberships in trade organizations, clubs, local associations, bulk stores and the like. Not unlike many of those, the MAA is an organization that you can simply send in your dues, call yourself a member, and go about business as usual. On the surface, membership in the MAA provides you with a quarterly newsletter, a free association website to promote your auctions, and gives you the right to use the MAA logo, showing your clients that you are a part of a professional organization. Good, but good enough? I believe the *greatest* benefits offered by the MAA come from the annual convention.

Let's face it, the auction business is a pretty hard-knocks business. We don't have a lot of opportunities to sit in class and learn (outside the auction school crash course); most of what we gather as "continuing ed" is in the field and on the job. The annual convention provides members with a classroom-type setting featuring speakers who help us become better auctioneers, better ringmen, better law-followers, better business people and better "people" people. As it says on the MAA website, *"One requirement of professionalism is continuing growth and education...The rapid changes occurring in auctioneering make membership in an association a MUST for the auctioneer who is truly a professional."*

With that in mind, as a board, our number one goal is education. Because of our fundraising efforts and financial stability in recent years, we've been able to have some pretty high profile speakers share their expertise with us. We can hire the most inspirational people in the world to share their knowledge with us, but it's all for naught if we aren't there to listen. The key to getting more out of *your* association is simple: *attend the convention!*

One of the highlights of the weekend will be the MAA Bid Call Contest and Fun Auction, held on Friday night. It's an opportunity for us to showcase our talent as auctioneers, but perhaps more importantly, it's an opportunity to gain some exposure for the auction industry in a new location every year or so. This year, we look forward to meeting some new folks in the Red Lodge area.

On another note, I hope you are familiar with the MAA annual four-wheeler and Gun Raffle. It has been a proven fundraiser for us and continues to help pad our finances, while giving us an opportunity to get out and visit with our customers, fellow businessmen and friends in our communities. The drawing takes place Friday night of the convention, during the Bid Call Championship. Over the years, the prizes have been won by residents from all across the state and it has been very good exposure for the MAA. If you'd like to receive tickets to sell in your area, we'd be happy to send you a book or two. Just give one of us board members a call.

So whether or not the Bid Call Championship gets you excited, whether or not you've attended a convention before, whether or not you know anybody else in the association, I sincerely hope you'll invest a couple of days in yourself and in your business and attend this year's gathering. I'm confident you'll see the value in it! I'm certain you'll see greater value in your membership in the MAA because of it. Until then, have a blessed holiday season!

MONTANA AUCTIONEERS ASSOCIATION HALL OF FAME

This is a good time to think about somebody that may be a candidate to be nominated and inducted into the MAA Hall of Fame. Please submit your suggestions to our President, Ed Hinton. The submission should include a short biography and a letter that states the reasons you think your candidate should be inducted into the MAA Hall of Fame.

The current inductees to the Hall of Fame are:

1991 – Fritz Hoppe

1992 – R.J. “Bob” Thomas

1993 – O.S. “Jack “ Ellis

1994 – Morris Gardner

1996 – Del Strommen

2001 – Frank Bass and Ron Granmoe

2003 – Gus Bender and John Mandeville

2010 – Bob Penfield

2011 – Rick Stahl



Hall of Fame Form

2012 Hall of Fame Nomination Form

Name of Nominee _____

Name of Firm _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Questions :

1. How long has nominee been in the auction business?

2. How long has nominee been a member of the Montana Auctioneers Association?

3. Does nominee have an area of specialty? ____ If so, please describe:

4. List professional memberships, civic and community memberships and offices held, past and present in those organizations:

5. What has the nominee done to bring credibility to the auction profession, fellow Auctioneers and to the Montana Auctioneers Association?

Mail or Fax Nomination form to :

Montana Auctioneers Association

PO Box 3097 Pasco, WA 99302

Fax: 509-783-4674

MONTANA AUCTIONEERS ASSOCIATION
BOARD OF DIRECTORS MEETING MINUTES

September 19, 2011

8:00 AM

CALL TO ORDER

President Ed Hinton called the meeting to order at 8:09 am on September 19, 2011.

ROLL CALL

Board Members Present:

President Ed Hinton
Vice President Kyle Shobe
Treasurer Merton Musser
Director Brian Young
Director Robert McDowell III
Director Gordon Van Ash
Immediate Past President JimBo Logan, GPPA, CES

Staff Members Present:

Dan Ollero – The Maurer Group

Board Members Absent:

Director Wes Kammerman
Director Rich Venzor
Director Bill Allen

REQUEST FOR AMMENDMENTS/ADDITIONS TO THE AGENDA

Added agenda item in New Business: NAF Payment

APPROVAL OF JANUARY MEETING MINUTES

MOTION

Approve May 23, 2011 Board of Directors meeting minutes.
Proposed by: Gordan Van Ash; Seconded by: Rob McDowell III
Passed: 8 of 8

ASSOCIATION REPORTS

President's Report

Nothing to report

Treasurer's Report

MAA financial are doing well. Current assets of the organization is \$20,168.18.

MOTION

Approve the Financial Report

Proposed by: JimBo Logan; Seconded by Gordan Van Ash
Passed 8 of 8

2012 MAA Convention Update

The Committee had a meeting and everything seems to be moving along. The Maurer Group will fill out the application for a speaker to the NAA.

OLD BUSINESS

Four Wheeler Raffle

Rob McDowell III presented some research he had done on the raffle. FFA gives the winner a choice between the prize or a cash option. The Board discussed the option of a “cash option” for the MAA raffle.

MOTION

Offer a cash option of \$4000.00 for the four wheeler and \$300.00 for the rifle. If the cash option is taken by the winner, the prizes will be auctioned off.

Proposed by: JimBo Logan; Seconded by Gordan Van Ash
Passed 8 of 8

NEW BUSINESS

Payment to NAF.

MOTION

Make the final payment to the National Auctioneers Foundation for \$2000.00.

Proposed by: JimBo Logan; Seconded by Gordan Van Ash
Passed 8 of 8.

MOTION TO ADJOURN

Proposed by JimBo Logan; seconded by Gordon Van Ash.
Passed 8 of 8





Montana Auctioneers Association
P.O. Box 3097
Pasco, WA 99302

