

Bid Calling Contest

Friday, January 28th

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

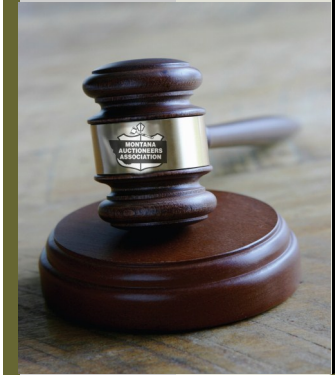
Rules and Procedures

- 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.



P.O. Box 3097
Pasco, WA 99302

Registration Information



MAA 2011 Annual Conference

January
28th-29th, 2011

Best Western
Yellowstone Inn
Livingston, MT.



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, airfare and lodging for July 12-16 in Orlando, Florida. The drawing will take place at the awards banquet. Must be present to win.

MONTANA AUCTIONEERS CONFERENCE

January 28-29, 2011 ◦ Livingston, MT

REGISTRATION INFORMATION:

Name/s: _____

Company: _____

Address: _____

Phone: _____

Email: _____

REGISTRATION AND PAYMENT INFORMATION

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

Ph: 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.

Featured Speaker



Steven Proffitt, III Attorney

Steve Proffitt, III is an Auction Law Attorney, whose areas of practice include contracts and commercial law. Mr. Proffitt has been a licensed auctioneer and an attorney for over 20 years and teaches law to include UCC.

He is a nationally recognized expert on legal and ethical issues pertaining to auctions and auctioneering. He is also legal counsel to the Virginia Auctioneers Association and in 1997 he authored a 150-page report for the Governor of Virginia and revealed multiple errors in the Virginia Auctioneer's Board regulation, license examination and procedures. A prolific writer, Mr. Proffitt's columns appear regularly in *Antique Week*, *Maine Antique Digest*, *The Auction Exchange & Collectors' News*, *Auction World*, *Antiques & Auction News*, plus numerous collectors' and associations' publications, including the Montana Auctioneer Associations'. Mr. Proffitt also conducts many seminars to include "Auctioneers, Contracts & the UCC" and "Stepping Around Lawyers, Claims & Liability."

Best Western
 Yellowstone Inn
 1515 W. Park St.
 Livingston, MT



RESERVATIONS: 406-222-6110, be sure to ask for the "MAA reduced rate" of \$65.00 before 1/10/2011 and \$72.00 after.



Convention Schedule

Friday January 28

9:00-11:00 Board of Directors Meeting
 11:00 Registration Desk Opens
 1:00-3:30 Steven Proffitt, III Auction Law Attorney : Uniform Commercial Code, Articles 1 & 2 for Auctioneers
 3:30-4:30 Betty Lahren, Grandma 's Treasures, Costume Jewelry
 5:30 Bid Call Contestant Meeting
 Park County Fairgrounds
 6:00 MAA Bid Call Championship & Auction
 Park County Fairgrounds
 9:00 Social/Dance: Live Music by Kyle Shobe & the Walk 'em Boys
 Park County Fairgrounds

Saturday, January 29

8:30-11:30 Steven Proffitt, III Auction Attorney Contract Issues, Real-Estate Auctioneers Must Know
 Noon-1:00 Lunch - Sponsored by Corporate Sponsors
 Presentation by Merton Musser on his MAA Sponsored trip to NAA Conference and Show
 1:00-3:00 MAA Annual Business Meeting for the Members
 3:00-4:00 Dan Quillen, Wildlife Artistry, Inc. Selling Taxidermy Mounts
 5:30 MAA Annual Awards Banquet and Advertising Fun Auction