

# TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

3rd Quarter • 2021

## THANK YOU FOR A *Magnificent Journey!*

By: **Scotty D. Gibbs, BAS, PRI, TCAP** TAA Board Member and 2021 Texas State Auctioneer Champion

What a phenomenal opportunity we had this year at the 64th Annual Texas Auctioneers Association Convention and State Championship hosted by the Kalahari Resort in Round Rock, TX, to celebrate the Auction Method of Marketing, learn from industry leaders from all across America in a spectacular array of continuing education classes, witness tremendously talented Auctioneers and Ringmen showcase the Live Auction Method of Marketing during the State Championship Contests, and enjoy much needed face-to-face time with all of our TAA Family! As I reflect upon my amazing journey that began in 2017 at the 60th Annual TAA Convention and State Championship, I am reminded of what a rewarding experience this has been, how grateful I am to the TAA for educating, promoting and protecting the auction industry, and for all of the wonderful relationships I have formed along the way in our TAA Family!



membership. Her supportive kindness is an inspiring example of paying it forward and being a role model in our industry. I am grateful for all of the relationships I have formed in the TAA family, for so many of you have helped me along my journey. You have all shown me that the auction industry is built upon the foundation of Auctioneers Helping Auctioneers (AHA), and always being there for each other is what provides us strength and resiliency in difficult times!

In the spirit of fully embracing the journey, I want to highlight some meaningful experiences and opportunities that have positively impacted me over the past several years and invite you to consider them as part of your journey over the next nine months as we lean forward and prepare for the 65th Annual TAA Convention and State Championship on June 16-19, 2022 at the Embassy Suites in Frisco, TX:

When I attended my first convention, I was new and uncertain of so many things but quickly discovered I was in the right place with the right people to help me grow and resolve my uncertainty. I am thankful for Doug Bradford and Jim Swigert who welcomed me as a newcomer, helped me navigate my first conference, and introduced me to so many wonderful people who became my TAA family. I am thankful for Heather Schoenst Kaspar who sponsored my first National Auctioneers Association

**1. Texas Lone Star Open:** Competing in the TLSO provides you with an opportunity to compete with, learn from and expand your professional network with Auctioneers with whom you will compete at the NAA International Auctioneer Championship (IAC) and other national level events. As we have heard Craig Meier state many times, "Steel sharpens steel", and this will provide

*continued on page 7*



# PRESIDENT UPDATE

## Angie Meier

### TAA 2021-2022 President

Hello TAA Members, Associates and Families,

I hope this finds you all happy, healthy and your business is booming!!

I'd like to thank each of you who attended the 64th Texas Auctioneers Association Convention and **CONGRATULATE** our new board members and Champions of each contest.

As I reflect on our annual convention, it's interesting to me how everyone has reached this stage in their professional career. Each one of us has taken a different path to reach this chapter of our lives. Each of us have our stories of success, our stories of defeat, our stories of "lesson learned" and "never do that again" .... It's EBB and FLOW.... The definition of Ebb and Flow is a recurrent or rhymical pattern of coming and going or decline and regrowth.

It's interesting To think about decline, regrowth, what ultimately drives success and how that success is supported. All these components basically come down to three things: FAITH, FAMILY AND LOVE.

**Faith-** (def) Faith is complete trust or confidence in someone/something, or a strong belief in God. It's difficult at times to have the confidence to trust in yourself to take the plunge...but JUST DO IT. Believe in yourself and Believe in your higher power. Worst case scenario you are told "NO" or "Not at This Time", but if you never put yourself out there the answer is already NO. But.... what you have done by having that FAITH, is let your potential client know your attributes, showed your professionalism, and put your name on their list for when they do decide to go forward. **KEEP THE FAITH.**

**Family-** (def) a group of people related to one another by blood or marriage or a



group of related things. Whether it's your Blood Family or your Family of Auction Professionals -This is your support system and your **NETWORK**...your GO TO when you need that extra push of confidence ... your GO TO when you have been defeated and need a voice of encouragement ....and your GO TO when you are unsure of how to proceed. When you have the support of your family, friends and your TAA network the possibilities are endless. Remember, Iron sharpens Iron, and within our great association You have found **YOUR TRIBE.**

**Love-** (def) an intense feeling of deep affection or a like. This pertains to the love for oneself as well as the love for this amazing profession and industry. I can personally attest to the passion and the drive that this industry and profession can invoke. Be patient with yourself...some fall in love with this profession overnight and are consumed with the fire... and others are more cautious and have reservations... it's OK to take your time in developing yourself as an auction professional. So, **FEAR NOT** ...You are right where you need to be with the TAA and our support system of auction professionals. So, wherever you are on your path, remember, Rome wasn't built in a day...TRUST THE PROCESS, it works!

Believe in yourself, Thrive in your TAA Tribe, and Trust the Process.

I wish you ALL success & prosperity in the second half of 2021.

**CHEERS!**

## TEXAS AUCTIONEERS ASSOCIATION

### BOARD OF DIRECTORS

- President - Angie Meier**  
Champion Auctioneers, Inc.  
1041 Davis Road • Ennis, TX 75119  
(C) 972-825-3808 • txauctionchick@aol.com
- President-Elect - Troy Robinett, PRI**  
Robinett Auction Services, LLC  
154 Lexington Court • Haslet, TX 76052  
(C) 817-995-7509 • troy@robinettauctionservices.com
- 1st VP - Jarod Hamm**  
M&M Auctioneering, Inc.  
797 N Anthony Road • Ennis, TX 75119  
(C) 972-935-4136 • jarodhamm@yahoo.com
- 2nd VP - Doug Bradford, CAI, TCAP**  
Bradford Auction Services  
2730 Oak Tree Dr #1507 • Carrollton, TX 75006  
(C) 214-395-2281 • dancingdug@tx.rr.com
- Secretary/Treasurer - Montie Davis, PRI, TCAP**  
Davis Auction Group  
PO Box 1311 • Keller, TX 76244  
(C) 817-266-7867 • montiedavis1@gmail.com
- Past President - Jackie Shillingburg, CAI, AMM, PRI, TCAP**  
Lemons Auctioneers, LLP & Online Pros  
18810 Juergen • Tomball, TX 77377  
(C) 713-542-0538 • jackie@lemonsauctioneers.com
- Executive Director - Krista Richter**  
201 Stillwater, Ste. 8 • Wimberley, TX 78676  
(O) 512-285-2727 • (C) 512-626-3674  
info@texasauctioneers.org • taa.execdir@gmail.com
- Tim Dietz, PRI (Term '22)**  
Get A Bid Auctions  
6241 Spoon Bill St • Katy, TX 77493  
(C) 713-449-4440 • tim@getabidauctions.com
- Trey Gallaway (Term '22)**  
Central Texas Auction Services, LLC  
PO Box 1775 • Belton, TX 76513  
(C) 254-493-9126 • trey@centraltexasauctions.com
- Heather Kaspar, CAI, BAS, GRI, SRES (Term '22)**  
Buck Up Auctions  
P.O. Box 113 • Carmine, TX 78932  
(C) 979-421-0325 • hdskaspar.buckup@gmail.com
- Toya McLeod (Term '22)**  
Continental Auctioneers  
6209 Cedar Hollow Dr • Amarillo, TX 79124  
(C) 806-626-8172 • toyamcleod@gmail.com
- Jedd Trice (Term '22)**  
Trice Auctioneers LLC  
2641 County Road 248 • Valley View, TX 76272  
(C) 940-231-8859 • jeddtrice@gmail.com
- Erica Black, PRI, TCAP (Term '23)**  
America Can Cars for Kids  
638 Rustic Trail • Midlothian, TX 76065  
(C) 972-576-6296 • erica@gran-e.com
- Chad Hodges (Term '23)**  
ATX Auctions  
773 Bradfield • Houston, TX 77060  
(C) 281-235-7947 • chad@resaleoftexas.com
- Scott Drodgy (Term '24)**  
Scott Drodgy Auction Company  
1656 Lee Miller Rd • Silsbee, TX 77656  
(C) 409-656-2847 • sdrodgy711@gmail.com
- Scotty Gibbs, BAS, PRI, TCAP (Term '24)**  
Aim High Fundraising & Benefit Auction Service, LLC  
158 Roseheart • San Antonio, TX 78259  
(C) 210-213-7092 • scotty.gibbs@att.net

# TEXAS LEGISLATIVE UPDATE

**By: Jim Swigert** *TAA Sunset Task Force Chairman and TAA Legislative/PAC Chairman*

The 2021 legislative session targeted many issues included under the TDLR Sunset Review that completed in 2020 over many professional licenses.

The session started out with serious concern when the Sunset review staff recommended our auction license be removed due to lack of effectiveness.

This happened even after much communication with the TAA task force, reports and comments submitted, and a long meeting with staff and five TAA representatives had what we thought was an effective meeting.

Past President Jackie Shillingburg and myself testified before the House License committee during the session and we were able to get the bill changed to keeping our license as is until the 2023 legislative session at which a revised license bill must be presented. TDLR is responsible for leading the rewrite in conjunction with industry parties and associations to come up with a modernized license law (this is my interpretation of the law as passed).

Todd Kercheval, TAA Lobbyist, and I began talking to TDLR and Representative Goldman, who wrote the original bill, about how and when to begin this process. We all agreed that TDLR needed the rest of 2021 to digest legislative actions for all their regulated licenses. Therefore our first meeting with TDLR will be in

early 2022. Todd and I agreed that the first meeting with TDLR would be mostly about getting the feel for TDLR thoughts and desires in comparison with the industry and association desires, as was discovered during the Sunset review surveys and conversations. After this we will follow up with Rep. Goldman to proceed with proposed law revisions, while getting more current input from auctioneers and buyers.

This process will most likely take several meetings to get a proposed bill finalized and ready for filing with the 2023 legislature. It will be important to support key legislators for this process.

In other areas, this session began during two major disasters, the Coronavirus pandemic and a winter storm, followed by House members leaving the building to defeat a quorum in the last days. Other, important legislation was passed, which are beneficial for cities including: H.B. 5, which will speed the expansion of broadband to underserved communities by creating a new Broadband Development Office to be overseen by the comptroller. Several power grid-related bills were passed, including S.B. 3, to try to prevent future electric disasters.

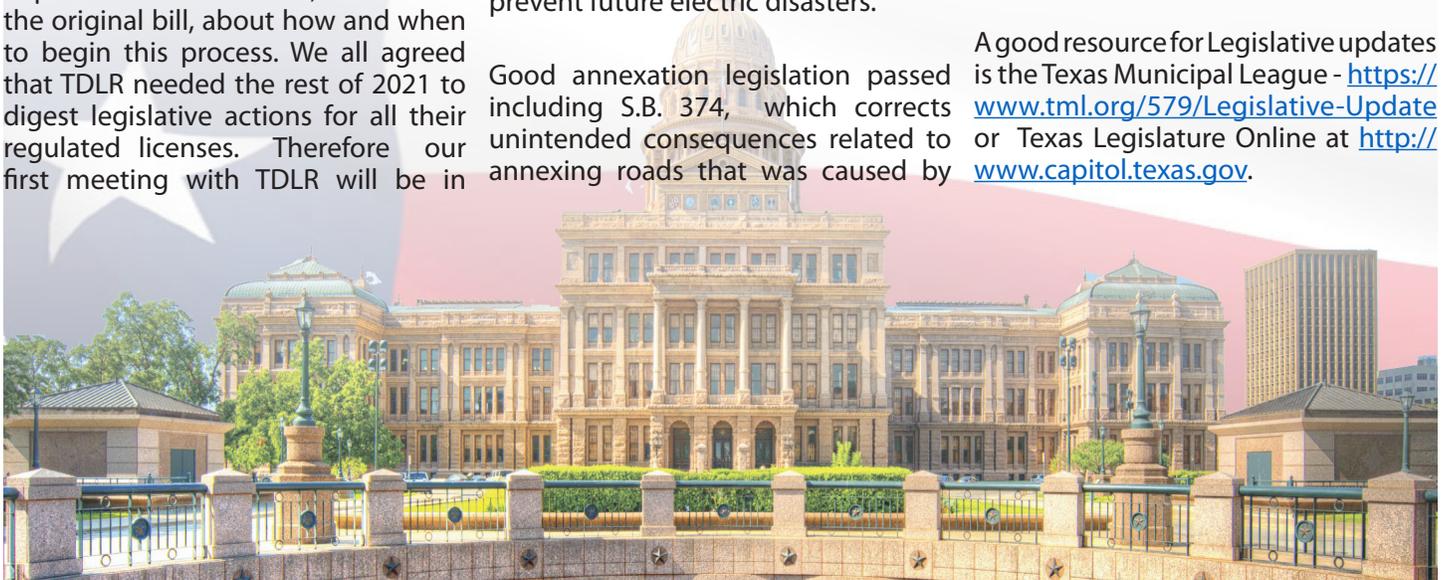
Good annexation legislation passed including S.B. 374, which corrects unintended consequences related to annexing roads that was caused by



legislation passed in previous sessions. Many bills were not passed or were cut. Included among those that passed is a bill preventing police "defunding" in certain large cities, legislation waiving governmental immunity for development agreements, and a bill limiting the scope of the disaster exception under last session's revenue cap bill. The unlicensed handgun carry bill, H.B. 1927 did pass in a modified form but leaves the current handgun licensing in place, and authorizes most Texans over 21 years of age to carry a handgun in a concealed manner or openly in a holster, without the requirement to obtain a handgun license. For details of this law, see the Firearms Carry Act 2021 or H.B. 1927 online.

The special session that the Governor will call, will address legislative redistricting, in addition to other unfinished business from the regular session.

A good resource for Legislative updates is the Texas Municipal League - <https://www.tml.org/579/Legislative-Update> or Texas Legislature Online at <http://www.capitol.texas.gov>.



# AuctionTime

POWERED BY MACHINERY TRADER, TRUCK PAPER, & TRACTORHOUSE

Industry Specific Marketing In  
**Trucks & Trailers**  
**Construction Equipment**  
**Farm Equipment**



Lot #: 8720  
**JOHN DEERE 7720 TITAN II**  
Combine  
**0:17** 70 Bids  
Current Bid  
**USD \$37,400**  
No Buyer's Premium  
**Bid USD \$37,500**



Lot #: 9680  
**2013 FREIGHTLINER**  
**BUSINESS CLASS M2 112**  
Heavy duty trucks  
**2:31** 42 Bids  
Current Bid  
**USD \$14,250**  
No Buyer's Premium  
**Bid USD \$14,500**



Lot #: 2663  
**2006 CAT 963C**  
Crawler loaders  
**0:38** 29 Bids  
Current Bid  
**USD \$19,000**  
No Buyer's Premium  
**Bid USD \$9,200**



Lot #: 459  
**NEW HOLLAND ROLL-BELT**  
**560**  
Hay and Forage equipment  
**1:45** 83 Bids  
Current Bid  
**USD \$11,500**  
No Buyer's Premium  
**Bid USD \$11,750**



Lot #: 3895  
**2019 FREIGHTLINER**  
**CASCADIA 126**  
Heavy duty trucks  
**1:26** 1 Bids  
Current Bid  
**USD \$14,250**  
No Buyer's Premium  
**Bid USD \$14,500**

**Online Auctions Every Wednesday No Hidden Reserves**

## Equipmentfacts

Powered by TractorHouse.com, MachineryTrader.com, TruckPaper.com & MarketBook.com

ACCEPT BIDS FROM  
**ANYWHERE** IN THE WORLD  
WITH INDUSTRY-LEADING TECHNOLOGY

Equipmentfacts.com



Shipping Made Easy  
Parcel & Freight

INSTANT QUOTES | SPEEDY | LOW-COST

www.point2ship.com

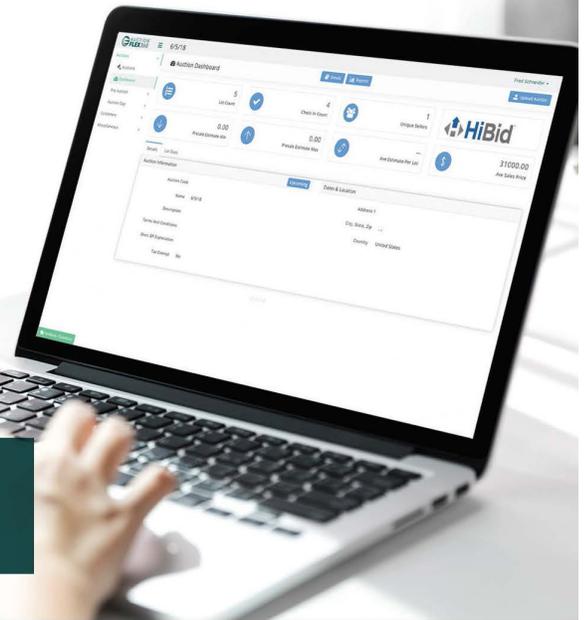
800.331.1978



Manage every aspect of your auction  
with the leading Auction Software  
Easy to build, organize, and reference auctions on demand.

Contact us today for your  
**30 DAY FREE TRIAL**

[www.AuctionFlex.com](http://www.AuctionFlex.com)  
**+1.352.414.1947**



ONLINE BIDDING ON THE  
NATIONAL, LOCAL, AND COMPANY LEVEL

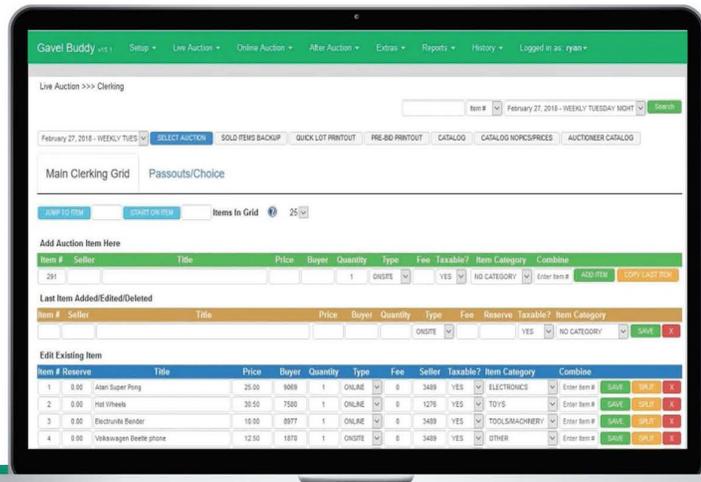


**COLLECTIBLES, PERSONAL PROPERTY, REAL ESTATE AND MORE!**

**Gavel Buddy™**  
Auction Management Software

Replace clerking tickets and  
take your auctions online.

**Simple. Intuitive.**



**START YOUR FREE TRIAL TODAY**

# ***Attention Licensed Auctioneers!!***

*It's time to step into the future of online auctions with Auction Spear!*

*You'll get full support, free advertising and bonuses plus a lot more.*

**Tell us you saw this ad and receive  
15% off the initial sign up fee of \$649**

***Hurry!*** Contact us today or  
visit our corporate site for more info.

***[www.AuctionSpearLLC.com](http://www.AuctionSpearLLC.com)***



# Magnificent Journey

*continued from cover*

opportunity to compete with some of the best Auctioneers across America right here in the Lone Star State!

**2. Texas Certified Auction Professional (TCAP) Course:** No matter if you are a new or veteran auctioneer, the TCAP Course provides you with a treasure chest of knowledge and tools in the areas of Business Fundamentals, Marketing At All Angles, and Logistics From The Ground Up!

**3. Ringman School:** If you specialize in the Live Auction Method of Marketing, the skills and techniques you learn at Ringman School will not only make you a better Ringman but also make you a better Auctioneer! You will learn and understand how essential communication between the Auctioneer, Ringmen and Buyers will lead to placing an item in a marketable position and result in true market price discovery!

**4. Mentorship:** Develop a relationship of honesty and trust with a Mentor to seek guidance and advice on everything from competing as an Auctioneer and Ringman to running your auction business. It is remarkable how the small things add up. One small

piece of guidance or advice (what I call "knowledge nuggets") can make an exponential difference in your success!

**5. Teaching, Webinars and Public Speaking:** As Auctioneers and Ringmen, we are entrepreneurs who specialize in sales and marketing, and we serve as ambassadors for our clients and the auction industry. While teaching, participating in a webinar or public speaking may be intimidating at first thought, it will provide you with an opportunity to grow as an auction professional. Much like Monica Higdon's exquisite fractal artwork, we must all experience a little heat and stress in order to become a true work of art and be the best we can be!

**6. NAA Designation Academy:** Attending the Benefit Auctioneer Specialist class and receiving my BAS designation was instrumental to serving my clients to the best of my ability. I am excited about attending the Auction Marketing Management (AMM), Contract Auction Specialist (CAS) and Certified Auctioneers Institute (CAI) as I continue my journey.

**7. State Championship Contests:** Nowadays, it seems like the months pass as quickly as the weeks in our

fast-paced lives, and before you know it, the next nine months will pass in the blink of an eye! Make the commitment to yourself today to compete in at least one of the upcoming State Championship Contests, buy your items now, and practice your contestant introduction, item descriptions and contestant closing over-and-over during the next nine months in order to execute an extremely confident and flawless performance in Frisco, TX!

Thank you for welcoming me into your TAA family in 2017, for inspiring me as an Auctioneer, Ringman and Entrepreneur, and for helping me to find my path along the amazing auction industry journey! I am blessed to be the 2021 Texas State Champion Auctioneer, privileged to serve on the TAA Board of Directors, and excited to embrace the opportunity to serve as your ambassador over the next year. If ever I can assist you on your journey, I am a phone call away. I look forward to seeing you at the 65th Annual TAA Convention and State Championship on June 16-19, 2022 at the Embassy Suites in Frisco, TX!



# auctioneer

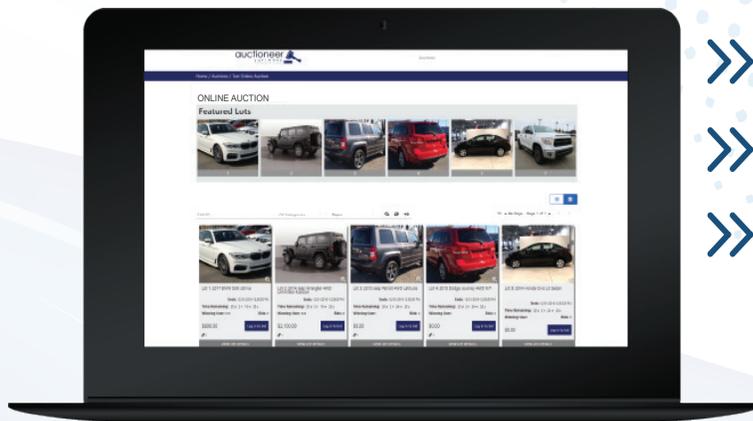
SOFTWARE

Powered by Spectrum Net Designs



- »» ONLINE AUCTION SOFTWARE
- »» SIMULCAST AUCTION SOFTWARE
- »» MULTI PARCEL AUCTION SOFTWARE
- »» LIVE CLERKING AUCTION SOFTWARE
- »» CATALOGING & APP OPTIONS

It's Not Just Our Name  
*It's What We Do.*



- »» AUCTION MARKETING
- »» SEARCH ENGINE OPTIMIZATION
- »» SOCIAL MEDIA MARKETING/ADS



## Contact Us Today to Learn More!

(866) 773-2638



[www.AuctioneerSoftware.com](http://www.AuctioneerSoftware.com)

# BEHIND THE SCENES AT STATE CONTEST *from an Auction Team Champion Perspective*

**By: Troy Scalco** TAA 2021 Auction Team Champion (with Tim Dietz)

I am honored to be the 2021 TAA Texas Auction Team Champion with Tim Dietz. I want to thank all my auction peers who have encouraged and helped me in my eight years as an auction professional. Each time I work with people in our industry, I study their performances, their techniques and I learn from each person. There are so many people that have assisted and mentored me ..... too many to mention here, but you know who you are, and I truly thank you. The networking, fellowship, education and experiences I have made through the TAA and the industry, have been memorable and rewarding. I would also like to thank the Texas Auctioneers Association Board of Directors, and the Committees for all the hard work they put into pulling off another successful conference and event. A special thank you to Krista Richter, Lance Swigert and Wade Fisher for all their hard work as well.

Every year I have attended the TAA conferences, my peers would ask, "You getting in the contest?" When I would say no, they were surprised, but continued to encourage me. I would bring auction/sale items with a thought of competing, and each time I wouldn't enter any of the competitions. I have been hesitant to enter bid-calling competitions because I don't have the caliber of chant or as bid caller to contend as effective as others do. However, I have always had confidence in my ringman abilities. I'm so glad I finally took the leap of faith and entered the team competition with Tim Dietz. And look at us now – the 2021 team champs!

Congratulations to all 2021 Texas State Champions and contestants.

This was my perspective as a first time contestant, and experiences behind the scenes, was enlightening.

**FRIDAY, MAY 21, 2021:** While at lunch on the Friday of the preliminaries, out of the blue, I decided to call Tim Dietz last minute and see if he would like to enter the team contest. (The cut off time that day was 2 pm, all items and contestants must be registered by 2). I called Tim and asked him, "hey, you want to get into the team contest"? Tim responded, "I am at lunch, (cough) are you serious"? I said "yes, but I know you entered into the State Bid Calling contest and don't want to disrupt your performance." Tim quickly responded, "I am in, let's do it". At 1:50 pm Tim and I met and enter our items and paid our entry. In preparation for the event, the items are lotted by numbers and designated on the order in which they will sale. Photos of the items are taken and then downloaded by Lance Swigert using his S3 One Goal system. At that point, Tim and I worked on remembering the order of the items, the

description and presentation of the items for our contest.

## **MANDATORY CONTESTANT MEETING AT 5P.M.:**

All contestants are all taken to a side room. At 5pm sharp, the doors were closed and if someone was late, they were disqualified. The meeting covered score sheets, the order of the contest and sale is determined. Contestants draw their numbers as to where they will line up. Instructions are given for entering and exiting procedures and provided an agenda for the event. Tim told me to draw for us, and we drew #2!



Around 5:40, I then attended the Ringman Competition meeting lead by Troy Robinett. This was the first year in which one auctioneer would be selling (bid calling) for each ringman. Previous years, ringman chose their own auctioneer. This year John Korrey, was the designated auctioneer. Just to meet and talk with Mr. Korrey was a great experience for me.

**6:30 DINNER & STATE:** In the preliminaries, contestants are able to sit in the audience and watch the performances. Then.... Its GO time... As Cody Shelley, 2020 Texas champion Auctioneer, introduced us and then heading to the stage, I started telling myself, "this is an auction, go to work, be yourself, have fun, and know the room layout.

Tim has remarkable public speaking skills, stage presence, and he did a great performance. Our run seemed to be over as quick as it began. During the entire contest and event, I noticed all the contestants were supportive of each other. The response and encouragement from my peers was also remarkable. To have Si Harbottle give a thumbs up, and Doak Lambert slap you on the back and say "great job", is a humbling feeling for sure. When our names were announced for the finals, I couldn't believe what I had heard!!! For me, placing in the top three, was a huge accomplishment and an honor in itself.

**SATURDAY, MAY 22 AROUND 4:40P.M.:** I attended the Semi Finalist Bid Calling Champion interviews where participants are judged on their answers of interview questions. Each semi- finalist is brought in separately, and they do not know the questions that will be asked. I don't know if there is a right or wrong answer, but the contestant must be able to respond with an "elevator

*continued on page 10*

# Team Champion Perspective

*continued from page 9*

speech”, answering each of the three questions, being judged on their body language, and other performance presentation elements. I attempted to put myself in the competitor’s shoes and I thought there would be no way I could get through that. Competing at level would certainly be a lesson in how to overcome fears, in preparation and how to improve myself.

**SATURDAY NIGHT ( finals and awards dinner).** As the attendees are having dinner and enjoying the Brett, Toya and Craig live commentators and show, the contestants are sequestered into a room. My nerves are running high, and I start thinking, “Oh man, I should have eaten” then... “oh man, I’m glad I didn’t eat” !!! There are no phones allowed in the room, and the tension is thick. The contestants are pacing, practicing and getting into the zone. Cody Shelley enters and give everyone a great motivational talk and explains the process. Tim and I are the first team out for the entire contest....no pressure right? Once more, Tim did an awesome job, and I worried that I had not performed well as I had done the preliminaries.

Right before the announcements of the final contest finishing order, the Hall of Fame induction was conducted.

The Hall of Fame induction was memorable for me because I was to be there and witness Lori Lemons Campbell, induct SHORTY YEAMAN into the Hall of Fame. To be able to be there, and share this special moment with Traci and the entire Yeaman family, was amazing. I had been fortunate to work with Shorty and Traci and get to know them as friends. I made a connection with Shorty, and would call him often. Shorty was a pioneer in the auction industry and in the TAA. Shorty Yeaman was a talker, which was fortunate for me...as Shorty talked, I listened and I learned a lot from one of the best.

Then they called the winners. So, as we were coming to the stage for the awards, I was still thinking about Shorty and the Yeaman family. I was wishing he was there... and then it dawned on me, Shorty WAS there with us in spirit. It was hard to hold back my emotions.

Congratulations to all 2021 Texas State Champions and contestants. The comradery among everyone at the conference, the enjoyment of being a winner of the 2021 Auction Team was remarkable. And now, time passes on, we all went back to work and/or our homes and our own ways, but these moments and experiences in time, I will never forget.



# Thank you! 2021 Annual Convention Sponsors

## RIISING STAR SPONSOR



## HOST BANNER SPONSOR



## TITANIUM SPONSORS



## GOLD SPONSORS



## PLATINUM SPONSOR



## BRONZE SPONSORS



## PRESIDENT'S WELCOME RECEPTION SPONSOR



## INTERVIEW SPONSOR & HOSPITALITY SPONSOR

**DAX: Dealers Auction Xchange of Rockwall**

## BREAK SPONSOR & LECTURE ROOM SPONSOR

**Shipping Saint**

## TCAP LUNCH SPONSORS

**S3 One Goal  
AuctionFlex/AuctionTime**

## DINNER TABLE SPONSORS

**FRIDAY: PRELIM CONTEST & DINNER**

**Kenny Bohot, Renee Sample & Charlene Sample  
Rene Bates Auctioneers Inc.**

**SATURDAY: CHAMPION FINALS & AWARDS DINNER**

**Bob Dickerson and Associates  
John Sisk Auctioneers, Inc.  
Jones Swenson Auctions  
Kenny Bohot, Renee Sample & Charlene Sample  
Rene Bates Auctioneers Inc.  
Lemons Auctioneers LLC/Online Pros**

## CONTEST BUCKLE SPONSORS

**Robinett Auction Services  
Scott Drodgy Auction Co.  
Shelley Auction Services  
Platinum Horse Sales**

# Texas Auctioneers Association VALUES YOU!

Take advantage of YOUR member benefits!



[www.texasauctioneers.org/members-information](http://www.texasauctioneers.org/members-information)



Members may receive prepaid discounts of 20% for 6 months & 25% for 12 months. Visit [www.constantcontact.com/signup.jsp?pn+taa](http://www.constantcontact.com/signup.jsp?pn+taa). If you already have a Constant Contact account, email: [partnersupport@constantcontact.com](mailto:partnersupport@constantcontact.com) and provide current username and ask to move under 'TAA Partnership' for discounted rate.

## Office DEPOT. OfficeMax®

Retail Connect Card. TAA members can use their discount in their local store or on the special discount website. [www.OfficeMaxSolutions.com](http://www.OfficeMaxSolutions.com). Store Purchasing Discount Card #: 8012933 8523



15% TAA Member Discount  
Offers full print, copy, bindery, mailing services and signage (standard banners, pop-up banners, yard signs and posters). Texas Owned. Contact Mack: [mack@republicprint.com](mailto:mack@republicprint.com).



Helping our members achieve their dreams!  
HGAFundraising.com offers a 25% discount off vacation travel packages, to anyone that is a member of TAA. Contact Trevor Nelson at: [trevor@hgafundraising.com](mailto:trevor@hgafundraising.com) or by phone at 530.339.2483.



**INSURANCE PARTNER: Heath Groves**  
Agent, PIG  
[heath@pigbcs.com](mailto:heath@pigbcs.com)  
O: 844-744-7526  
Contact for specific details.



Discount Code: AAWD # B025300  
[www.avis.com/car-rental/profile/go.ac?B025300](http://www.avis.com/car-rental/profile/go.ac?B025300)

Discount Code: BCD # A039500  
[www.budget.com/budgetWeb/html/bridge/assoc/index/html?A039500](http://www.budget.com/budgetWeb/html/bridge/assoc/index/html?A039500)

Reservations may also be made by contacting your Travel Management Company and providing the appropriate code and any coupon number when booking.

## TCNA

Texas Community  
Newspaper Association

TCNA's network, exCAP ads price is \$200 per ad - a 20% discount over normal prices. Additional words are discounted to \$8 each. TexCap currently has almost 100 newspapers and approximately 3 million circulations. Contact TCNA @ Douglas Fry, 104 Westland Drive, Columbia, TN 38401. P: 931-698-4096, F: 888-450-8329, E: [douglas@tcnatoday.com](mailto:douglas@tcnatoday.com).



TAA Members receive a discount on shipping. Go to [www.savewithups.com/taa/](http://www.savewithups.com/taa/).  
Up to 32% on UPS Next Day Air.  
Up to 14% on UPS Ground Commercial services.  
Up to 9% on UPS Ground Residential services.

## McGregor Leathers

10% MEMBER DISCOUNTS for custom orders, including TAA logo on leather products. Veteran owned. Specializing in heirloom quality leather products.  
[www.mcgregorleathers.com](http://www.mcgregorleathers.com)  
Contact Robert at [mcgregorleathers@mail.com](mailto:mcgregorleathers@mail.com) for quotes and order information.



10 % off Regular Merchandise. TAA Commercial Account #90002407. TAA members may be asked to show TAA member card.

# NEW MEMBERS AND *Mentoring*

**By: Scott Droddy, TAA Board Member & Membership Committee**

One of the great pleasures I have had serving on the Board of Directors of the TAA is interacting with new members. While serving on the mentorship committee, I have the opportunity to contact all of the recent graduates of the Texas auction schools who join the TAA. Many of these new members come from an auction background, and we are happy to have them join us. However, there are quite a few who have little, or no, auction experience. It is uplifting to hear their excitement to be starting their journey in the auction industry.

These new members come from very diverse backgrounds, and have a wide range of interests for their auction business. When talking to them about their plans for their auction business, it is interesting to hear the stories of how they came to pursue auction as a business, and if they feel like having a mentor would be a benefit to them. If they are interested in having a mentor we try to pair them with someone that is knowledgeable in the type of business they are pursuing. It is easy to get discouraged when starting a career in the auction industry, and it is nice to have someone who can answer questions, and help them overcome some of the obstacles they face. Many new members do not know all the benefits of the association, and it helps to guide them through membership benefit options with insurance referrals and discounts, networking, education and CE options, legislative links, licensing resources, etc. This is one way we hope to retain members and grow our association. We have one of the strongest associations in the country, and to keep it, we must have continual growth!



We are very fortunate to have experienced auctioneers who are willing to serve as mentors to these new members. The program is relatively new, and we are always on the lookout for new mentors. The responsibilities are minimal. Stay in contact with your mentee quarterly to see how they are progressing, be available to them to answer questions as they arise, and help guide them through their first TAA Convention if they are able to attend. As a reminder for mentors and all members, one of the great things at the convention is the first timers breakfast. This is a great time to get to meet and speak with the first timers and help acclimate them to the association. They get to meet The Hall of Fame members and Board of Directors in attendance, visit with their mentors, and enjoy the company of the other first timers.

If you are interested in becoming a mentor, or if you are a new member and have decided having a mentor would be beneficial to you, get in contact with me! I can be reached by email [sdroddy711@gmail.com](mailto:sdroddy711@gmail.com) or phone 409.656.2847. We would love to have you be a part of this program!



# www.TexasLoneStarOpen.com

**5th Annual TEXAS LONE STAR OPEN**  
*Live Bid Calling Contest*  
**JANUARY 30, 2022 at 4:30PM**  
**AMON G. CARTER, JR. EXHIBITS BUILDING - ROUND UP INN**

**TOP PAYING CONTEST IN THE U.S.!**

The Texas Lone Star Open Bid Calling Contest® will be held at the Amon G. Carter, Jr. Exhibits Building, Round Up Inn, located at 3400 Burnett-Tandy Dr., Fort Worth, TX 76107 (on the Will Rogers Memorial Complex). The contest will be an "open format" signature fundraiser promoting the auction method of marketing. A percent of proceeds will benefit Texas Scottish Rite Children's Hospital.

**REGISTRATION** Open to all auctioneers over 18. No entries will be taken after January 24. Name and contact information listed below will be listed in the catalog.

**REGISTRATION** (print clearly)  I am in the first 3 years of auction business.

FULL NAME (print clearly) \_\_\_\_\_ CELL PHONE # \_\_\_\_\_

EMAIL \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

**PAYMENT:**  \$500 (Dec 30)  \$600 (Dec 20-Jan 24) \*Tees non-refundable after Dec 30  
 Check payable to TAA (P# \_\_\_\_\_)  Visa  Mastercard  AMEX

EXPIRATION DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

CARD # \_\_\_\_\_ ZIPCODE FOR CARD BILLING \_\_\_\_\_

CARDHOLDER NAME \_\_\_\_\_

**PAYOUTS** Top 5 will receive custom made buckle.  
 \* GRAND CHAMPION: \$10,000 + Trophy Saddle  
 • Reserve: payout  
 • 3rd Place: payout  
 • 4th Place: buckle award  
 • 5th Place: buckle award

**TEES:** Contestants must provide 2 tees with a suggested retail value of \$100 each. Tees for final round. 3 tees will be provided for each finalist by TAA.

**PROMOTION DEADLINE:** To be included in the printed & online catalog, you MUST send registration & maximum 25-word picture/description of each preliminary item by JAN 4. Information received after JAN 4 will not be included in the catalog.

**ALL CONTESTANTS WILL RECEIVE FREE** listing in the online and printed catalog and video access of competition.

**DISCLOSURE:** By signing this entry form, I am acknowledging that I am an auctioneer over the age of 18 and am in good standing in my community. I declare that there are no warrants, judgments or disciplinary actions applicable or occurred with my name. I pledge to follow the Texas Lone Star Open Bid Calling Contest rules and adhere to any judgments or decisions.

Signature: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Please return this form via email to: info@texasauctioneers.org or fax to 888-394-1123

Texas Auctioneers Association, 201 Stillwater, Suite 8, Wimblerley, TX 79676 | www.texaslonestaropen.com

Texas Auctioneers Association  
**TEXAS LONE STAR OPEN**  
*Bid Calling Contest*  
**Promotional Partner Options**  
**January 30, 2022 | 4:30PM**  
 Amon G. Carter, Jr. Exhibits Building - Round Up Inn  
 3400 Burnett-Tandy Dr., Fort Worth, TX 76107

**AUCTION EVENT CATALOG ADS**  
 The TLSO catalog will be a full color 3.5 wide x 8.5 high, bound catalog. It will be available online 1 week prior to the event and printed for distribution at the event for all attendees and contestants. It will include contestant listing, item photos and resource information. It is linked via social media and the Fort Worth Stock Show & Rodeo. Total distribution in 2019: 2000+!  
 Send ad in jpg or pdf format by Jan 4 to info@texasauctioneers.org

Ad Size	Dimensions	Pricing	Ad Size	Dimensions	Pricing
<input type="checkbox"/> 1/4 Page	3.5 w x 2.125 h	\$125.00	<input type="checkbox"/> Inside Front Cover*	3.5 w x 8.5 h	\$750.00
<input type="checkbox"/> 1/2 Page	3.5 w x 4.25 h	\$250.00	<input type="checkbox"/> Inside Back Cover*	3.5 w x 8.5 h	\$750.00
<input type="checkbox"/> Full Page	3.5 w x 8.5 h	\$500.00	<input type="checkbox"/> Back Cover*	3.5 w x 8.5 h	\$1000.00

**DIGITAL ADS**

TLSO Web Site Banner Sponsor\* - only 2 available | \$500.00 each

TLSO Facebook Ads - only 2 available | First Come First Serve | \$400.00 each

**GRAND CHAMPION AUCTIONEER SPONSOR**

Grand Champ | \$5000.00

\* Signage and recognition on website, catalog, livestream and intro at event. Full page ad in catalog & listing on champion page. \*Must have logo by Jan 4 (jpg or pdf)

**LONE STAR SPONSORS**

Final Sponsors | \$1000.00 (max 10)

\* Signage and recognition on website and catalog. Listing on Champion prize check and quarter page ad in catalog. \*Must have logo by Jan 4 (jpg or pdf)

Platinum | \$2500.00

\* Logo ad\* on livestream video & intro at event. Full page ad in catalog. Listing & recognition on signage & Facebook ads.

Gold | \$1500.00

\* Logo ad\* on livestream video. Half page ad in catalog. Listing & recognition on signage & Facebook ads.

Silver | \$500.00

\* Signage and recognition on website and social media.

**REGISTRATION:**

NAME (print clearly) \_\_\_\_\_ EMAIL \_\_\_\_\_ CITY \_\_\_\_\_ CELL PHONE # \_\_\_\_\_

TO ADDRESS \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

WANT TO BE LISTED IN THE CATALOG (NAME/EMAIL/CONTACT INFO) \_\_\_\_\_

1:2: Please mark selection above.

Make Checks payable to: TAA

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

DATE: \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_

ZIPCODE FOR CARD BILLING \_\_\_\_\_

SECURITY CODE \_\_\_\_\_

TOTAL: \$ \_\_\_\_\_

AMEX

Please return this form via email to info@texasauctioneers.org or fax to: 888-394-1123

Texas Auctioneers Association | 201 Stillwater, Suite 8, Wimblerley, TX 79676 | www.texaslonestaropen.com

## TLSO will be at the Fort Worth Stock Show & Rodeo!

January 30, 2022

www.TexasLoneStarOpen.com



- Champion will receive \$10,000, trophy saddle and buckle!
- Visit [www.TexasLoneStarOpen.com](http://www.TexasLoneStarOpen.com) for details at our new location!
- How can you be a part of this exciting event to educate the public?
- To sponsor or volunteer, email [info@texasauctioneers.org](mailto:info@texasauctioneers.org).



We look forward to everyone joining us at this new & fantastic venue!

# TAA & TSRCH: Changing a Child's Life Together

By: Doug Bradford, CAI, TCAP, TAA 2nd Vice President

In just a few short months Christmas will be here. For the Texas Auctioneers Association, that would typically mean our annual fun auction with the patients of Texas Scottish Rite Children's Hospital (TSRCH). For the second year in a row, we regret to inform you we will be unable to conduct the auction and spend time with the young patients due to the current COVID-19 status.

While we can't be able to be with the kids in person like we want, we are working to find ways to still let them know we still care and are with them in spirit. They still expect to see Santa Claus and auctioneers and we are exploring ways to deliver on those expectations!

TSRCH is the TAA charity of choice. TAA has a long history of raising funds for TSRCH and holding the annual fun auction on the first Monday of December. Several auctioneers and/or their families have been on the receiving end of the services of TSRCH. Most of the patients face no charges for services received. The hospital provides a wide range of services, treating children with various medical issues and from various geographical locations. If you have ever had the privilege of visiting TSRCH or participating in the fun auction, then you likely have witnessed a wide variety of children with a wide range of medical conditions. Some are bedridden, confined to a wheelchair, or must wear various medical apparatuses based on their current condition. Their stays can be a few days to multiple weeks. What these

patients and their families receive is premier medical treatment in a loving environment from paid and volunteer personnel. TSRCH focuses on pediatric orthopedic deformity and opened a second facility in Dallas in Frisco 3 years ago. See their updates on their website : [www.scottishriteforchildren.org](http://www.scottishriteforchildren.org)

For me personally, I have never been a patient, but I have known others that have benefitted greatly from the services of TSRCH. Why is TSRCH important to me? Because I have seen the patients light up when we are there for the auction. I have experienced the joy of watching a child not just get an item for themselves, but for their



siblings as well. As a TAA auctioneer, I am proud of the contributions we make and our participation in the fun auction. But I've also had some very personal, special moments with patients away from our TAA auction. Whether it's been a special one-on-one interaction with young chemo patient or just taking a photo with a family who hasn't been able to meet Santa Claus yet, those moments are precious when you can make a child smile for a brief moment and forget about some of the not so happy things they are dealing with.



**How can you help?** By donating to TSRCH. The TAA will still present TSRCH with a check this year. If you would like to be part of that you may send a check to the TAA and note in the memo line "Texas Scottish Rite Children's Hospital" or "TSRCH" so the office will know how to apply the funds. If you prefer a different payment method, please contact the TAA office to see what options might be available. Get your auction bidders involved. Consider having one or two items each auction designated as TSRCH item with all proceeds from that item going the facility. In the description, let bidders know about the item and what it benefits. Another option is to have a way that bidders can donate on your website or at your auction.

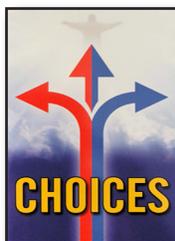
Thank you for your participation in the past supporting the TSRCH. If you are a new auctioneer or have not participated in the past helping the TAA raise funds, consider doing so this year. The donation can be of any amount you feel comfortable with. The important thing is to contribute and make a difference in a child's life.

**Donations marked for TSRCH – can be mailed prior to Dec 1 to: TAA, 201 Stillwater, Ste. 8, Wimberley, Tx 78676.**

# CHAPLAIN'S MESSAGE: PRAY FOR THOSE WITH COVID

## Alvin Kaddatz

We received a thank you note from the Fred Moore family. Choices was written by Fred Moore. Fred is Jayme Moore's father. Fred went to be with the Lord on 6-23-21.



We make a lot of choices during our lifetime here on Earth, some good, some bad. For example, we choose to be happy or we can choose to be unhappy. We can choose to be honest or we can choose to be dishonest. We can choose to make friends or we can choose to be unfriendly. We can choose to love or we can choose to hate. There are hundreds, if not thousands of different choices. I'm sure you get the point. It is up to us! The most important choice we make is where we choose to spend eternity.

The great country singer George Jones was known as "no show Jones" and a few other titles because of some of the bad choices he made early in life. George was raised by a Godly mother, but he chose to follow the life of glamour and sinful ways. But later in his life he did a turn around. I went to see him in concert a year or so before he died. He sang a song at the end of the concert that really impressed me. The song's title was "There are Choices". He had realized that he had made a lot of bad choices. At some point in our lives we realize that we are who we are because of our choices. If your choices have taken you down a wrong path I want to share some encouraging scripture and words with you.

II Thessalonians 2:13 says from the beginning God chose us to be saved through the sanctifying work of the Spirit and through belief in truth. But we must choose to believe in Him, which is truth. Verse 12 says those who have heard and understand God's word, yet have not loved its truth but have chosen instead to delight in wickedness, will find that no sacrifice for sins is left, only a fearful expectation of judgment. God created us to have fellowship with Him, but He also gave humanity the ability to choose. Unfortunately, humanity has chosen to be in deep rebellion against God. As a result of our sin we are separated from God.

So what can we do about this separation from God? Jesus Christ, the only begotten Son of God, paid the penalty for our sins by dying on the cross, taking the punishment that we deserve. It is not enough for us to know that Jesus is the Son of God and that he died for our sins, we must commit our lives to Jesus Christ as Lord and Savior and confess our sins, and believe in our heart that God raised Him from the dead. It is actually very simple to become a Christian or follower of Christ. Some people believe you have to earn salvation by good deeds and works, but salvation

is a free gift.

To become a Christian you need to pray a simple prayer. God is not concerned about us saying all the right words. He is concerned about our right attitude of heart. A simple prayer could be similar to the following: Jesus, I know I am a sinner and I want you to come into my heart. I believe you died on the cross for my sins and rose from the dead. I repent of my sins and I ask You to be my Lord and Savior. Thank you for forgiving all my sins and giving me eternal life. Help me be the kind of person that will be pleasing to you. With your help I will live my life for you.

I trust you have or will make this most important choice in life on where you want to spend eternity. There are things that will help you. Get a Bible and read it daily, asking God's Holy Spirit to reveal its message to you. Pray often, which is just talking with God. Tell others about your new life in Christ. Make that most important choice: Choose Christ to be Lord of your life.

Written by: Fred Moore "The Anvil Man"  
1.505.563.0122

If ordering from Amazon, a good Charity to donate to is Live Action.

We have talked to founder Lila Rose numerous times in Washington D.C.

Continue to pray for those with the virus. Many of our friends & customers are taking Ivomec Cattle & horse wormer to prevent & treat the virus. Do not take Ivomec Plus. Our local pharmacies have Ivomec pills & Hydroxychloroquine pills available. You must have your doctor give you a prescription to get these. Ivomec can also be ordered from Canada & India.

We received this from Lou Ann and Terry Waters.

*"Alvin & FCAI,  
Thank you so much for the card and care package you sent after the unexpected death of our son. We are thankful we know he is in heaven waiting for us. Thank you for all the prayers for us and our family. Our Lord Jesus is carrying us through each day.  
Love Terry and Lou Ann Waters"*

### Prayer Requests

- O.B Powers - Howe, TX
- Terry Waters - Aledo, TX
- Lou Ann Waters - Aledo, TX
- Jim Bradford - Carrollton, TX (*Doug Bradford's Dad*)
- Allen Huegatter's Mom - Bowie, TX
- David Ashley Harbour - Dallas, TX
- Brenda Kaddatz - Hillsboro, TX
- Pat Storey - Early, TX
- Sandy Dunning - Plano, TX
- Yvonne Jones - Gainesville, TX
- Dianne Yeaman - Needville, TX
- Bob Mitchell - Terrell, TX
- Kyle Mitchell - Terrell, TX
- Patti Franklin- Tomball, TX (*Jacquelyn Lemons-Shillingburg & Lori Lemons-Campbell's Mom*)
- Louise Long - Brady, TX (*Pat & Mike Long's Mother*)
- Chad Yeaman - Needville, TX

# Chaplain's Message

*continued from page 16*

### **Praise Reports**

America's Auction Academy raised funds for FCAI at their last auction school.

A special thank you to Mike Jones and Lori Jones and the students. The next school will be September 10th – 17th 2021.

Go To Auctions provides the FCAI website.

### **Soldiers Prayer List**

Katherine Poulments

### **People passed or lost loved ones that have gone to be with the Lord**

Dalton Horn - Nome, TX

Patricia Bradford - Carrollton, TX (*Doug Bradford's Mom*)

Lennon Young - Olton, TX (*Stan Young's Dad*)

James Folkert's Dad - Amarillo, TX

Kathy Banks Graham - Pasadena, TX

Fred Moore, New Mexico (*Jamy Austin's Dad*)

### **TDLR**

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me. If you need assistance with a matter at TDLR, you can contact Todd or I.

**Please renew your FCAI membership if you have not.**

### **Support Our Veterans**

Let us know if you have any deployed troops. We send packages to them.

"But thanks be to God, which giveth us the victory through our Lord Jesus Christ." – 1 Corinthians 15:57

"Be strong and courageous, do not be terrified, do not be discouraged, for the Lord your God will be with you wherever you go." – Joshua 1:19

If you would like to be on the FCAI e-mail list, send your e-mail address. Check our website or Facebook for praise reports, prayer requests, thank you notes, and obituaries. You can send contributions to FCAI, visit our website, or call 254-582-3000 with a credit card. Our address is: 535 HCR 4223, Hillsboro, TX 76645.

For online donations please visit [www.fcai.org](http://www.fcai.org). All donations are tax deductible.

FCAI annual meeting was held during the Conference Show on Wednesday, July 14, 2021, at 7:00pm. Program Speaker was Peter Gehres who was at the TAA convention. May God Bless You and Keep You.

May God Bless You,  
**Alvin Kaddatz**



Shaylee Cordova at Children's Auction at NAA Conference & Show.



This Photo was taken at the FCAI booth at NAA Conference & Show. U.S. Representative Billy Long is running for US Senate in Missouri. Representative Long taught me in auction school in Kansas City, Missouri a few years back.



FCAI President Joe Joyner & Bracky Rogers at FCAI booth at NAA.

Texas Auctioneers Association Political Action Committee  
**CONTRIBUTION FORM**

FULL NAME		OCCUPATION		TODAY'S DATE	
ADDRESS		CITY		STATE	ZIP
PHONE			EMAIL		

AUC-PAC CONTRIBUTION		DONATION AMOUNT		<i>Contributions made to the AUC-PAC are neither deductible as a business expense nor as a charitable contribution.</i>	
<input type="checkbox"/> Corporate Donation	Total: \$ _____				
<input type="checkbox"/> Personal Donation	Total: \$ _____				
AUC-PAC PAYMENT					
<input type="checkbox"/> Check (# _____) <i>*Payable to: AUC PAC</i>		<input type="checkbox"/> MasterCard	<input type="checkbox"/> Visa	<input type="checkbox"/> AMEX	<input type="checkbox"/> Discover
CREDIT CARD #	EXP	SEC CODE	CARDHOLDER NAME	SIGNATURE	
BILLING ADDRESS		BILLING CITY	BILLING STATE	BILLING ZIP	
<small>NOTE: Credit Card statement will show Texas Auctioneers Association</small>					

I would like to support the AUC PAC through an in-kind donation (i.e. Supplies or Auction Items):

In Kind Item(s): \_\_\_\_\_ In-Kind Value: \$ \_\_\_\_\_

*Please fill out the donation form and send to AUC PAC, c/o Jim Swigert, 2130 CR100, Caldwell, TX 77836.*

Expertise • Service • Commitment

# LET'S TALK AUCTION!



**LEMONS AUCTIONEERS**  
ONLINEPROS.COM  
THE ONLINE AUCTION SPECIALISTS

From auction to appraisal, **Lemons Auctioneers** can guide you through the process of asset liquidation.

**Call (800) 243-1113 TODAY**  
for a FREE consultation.

lemonsauctioneers.com | onlinepros.com

## For All Of Your Real Estate Needs

Residential • Commercial • Industrial • Land



**MY REAL ESTATE EXPERT**

Call (713) 583-9999 TODAY  
for a FREE consultation.

**MyRealEstateExpert.com**



Design



Print



Mail



Digital

## *Raise your Marketing Game in 2021.*

- ◆ Innovative Ideas
- ◆ Excellent Customer Service
- ◆ Hands On Consultation
- ◆ Consistent Quality
- ◆ We Meet Deadlines

Don't settle! Choose a friend & partner to the auctioneer...

## *Choose Shearer.*

Get Started TODAY

(765) 457-3274

ShearerPOS.com



PRESORTED  
FIRST-CLASS MAIL  
U.S. POSTAGE PAID  
KOKOMO, IN  
PERMIT #154



**Texas Auctioneers Association, Inc.**  
201 Stillwater, Suite 8  
Wimberley, TX 78676

### IN THIS ISSUE:

Cover	2021 State Auctioneer Champion
2	President Update
2	TAA Board of Directors
3	Texas Legislative Update
9	Behind the Scenes
11	2021 Convention Sponsors
12	Member Benefits
13	New Members & Mentoring
14	TLSO 2022
15	Changing a Child's Life Together
16	Chaplain's Message
18	AUC PAC Contribution Form

America's  
**Auction Academy™**  
Dallas, Texas

*Learn Auctioneering from*  
**CHAMPION AUCTIONEERS &  
TOP BUSINESS LEADERS**



*Congratulations*

(Bottom to Top— L to R) (Row 1 Sitting) Clint Hunter, Instructor, MO; Caroline Ackel, Denton, TX; Raina Vick, Chesapeake, VA; Dahlia Ward-Arriaga, San Antonio, TX; Scott Swenson, Instructor, Lakeway, TX (Row 2) Mike Jones, School Director, Dallas, TX; Brian Schelde, Seabrook, TX; Trey Pirkey, Texarkana, TX; Owen Foreman, Sulphur, LA; Glen, Schroeder, Brenham, TX; Luke Lange, Dallas, TX; Cameron Cato, Henderson, TX; Jeff Redd, Ferris, TX; Mario Davey, Wills Point, TX; Lori Jones, School Administrator, Dallas, TX; (Row 3) Zachary Cavett, Oklahoma, OK; Austin Moore, Plainview, TX; Chris Cannon, Hale Center, TX; Jared Lemoine, Alexandria, LA; Daniel Ward, San Antonio, TX; Rodney Hill, Tularosa, NM; Kyle Kilgore, Broken Arrow, OK.

**JUNE 2021 GRADUATES!**

**UPCOMING 2021 SESSION: SEPT 10-17**  
**2022 DATES: COMING SOON**

[info@AmericasAuctionAcademy.com](mailto:info@AmericasAuctionAcademy.com) • [AmericasAuctionAcademy.com](http://AmericasAuctionAcademy.com) • 972-387-4200

Texas Workforce Commission Approved

Limited  
class size!  
Sign up today!

