



E-News

AUGUST 2022

President's Message

Time marches on! 2022 has started out a very busy year for the Tennessee Auctioneers Association. We have some exemplary directors that have spent a tremendous amount of their time to ensure our Association is improving the benefits it provides to our members. We ask members to contact any of our directors and stay involved. Go to tnauctioneers.com for a list of board members and to find their contact information. It is also listed on page four of this newsletter.

Congratulations to Lance Walker, as the newly elected Vice President of the National Auctioneers Association. Congratulations to Jay Cash for placing 1st runner up in the NAA IAC Men's division bid calling competition.

Mark your calendars for the November 6th-7th for our TAA winter convention. We expect a great turn out, invaluable networking, education, and information. Plan ahead by reserving your room at Embassy Suites, 10 Century Blvd., Nashville, TN 37214. Prepare yourself and put your skills to the test and compete in our TAA bid calling competition, earning the great honor of Tennessee's Bid Calling Champion.

Regards,
Ritchie Broyles

Continuing Education Opportunities a Success!

This past June the TAA held three continuing education opportunities across the state. This was free to all TN licensed auctioneers and was funded by the Tennessee Auctioneer Commission.

The first location was held on June 22 in Jackson at the Central West TN Association of Realtors. The second location was held on June 23 in Murfreesboro at the Middle TN Realtors Association. And the final location was held on June 24 in Knoxville at the Knoxville Area Association of Realtors. The speakers at each location were Eddie Ables, Greg Hurst and Drew Williams.

Eddie spoke on The Automobile Policy for you and Your Auction Business. Greg spoke on Facebook Marketing and Advertising for Auctioneers. Drew spoke on Auctioneer Realtor Relationships: Should The Two Be Friends? and also Being an Auctioneer in the Present.

Congratulations to these three for taking on this task and making it such a success!

Continuing Education Speakers – If you are interested in speaking at one of our CE classes in 2023, email your bio, class description and title to the TAA office – tnauctioneers@gmail.com or elaine@execman.net.

Jay Cash places 1st Runner Up (Second Place) in the IAC

Jay Cash showed off his top-flight auction talent recently by finishing second among 39 male competitors at the 2022 National Auctioneers Association International Auctioneer Championship. Cash, who conducts auctions throughout middle Tennessee, has made the finals 3 out of 4 years of competing at the national level placing as high as 3rd in 2018. Cash joined auction professionals from across the world (including TAA Vice President Shane McCarrell who also placed in the Top Ten) on Friday, July 29th, in San Diego, California at the 73rd National Auctioneers Association Conference and Show. Jerrick Miller took home the top spot, and Iowa's David Whitaker placed 3rd. In the women's division, Chantel Kimball, was named Champion; Yve Rojas, first runner up and Angie Meier, second runner up.



IAC competitors are judged on their presentation, chant, voice timbre, body language, and other performance elements of effective auctioneering. Finals participants are also judged on their answers of interview questions. The competition was held in a single day, in front of approximately 500 live attendees, with tens of thousands of observers catching part of the NAA IAC Live! webcast through Facebook and YouTube. **You can rewatch the program by clicking [here](#).** Pictured left to right: David Whitaker, Jay Cash, Jerrick Miller, Chantel Kimball, Yve Rojas, and Angie Meier

“Landslide Victory – I Don’t Think So”

What an honor to be elected your NAA Vice President. It was a very close race, and I would not have made it without your support. One thing for sure is that I won't be known as “Landslide Lance”. Every vote does count, and the TAA support truly made a difference in this very close election. Tennessee was very well represented at the San Diego conference. Terri Walker gave a great speech as she stepped down as Chair of the Board completing her three years run of VP, President, and Chair. (Pictured below) She also aired the IAC Live broadcast as anchor during the finals Thursday night. Director Jay Cash almost grabbed the gold by finishing First Runner Up in the IAC competition and Shane McCarrell was a finalist.



San Diego was a beautiful location for the conference. The weather was perfect and there was plenty for families to do during the day. Mark your calendars for next year's NAA C&S to be held Tuesday July 19- Saturday July 22 in Oklahoma City. Preparation has already begun, and I will be going to OKC later this month for a planning session.



If you are an active auctioneer and have not joined the National Auctioneers Association, make it a point to do so. My 42 years in being an active NAA member has been professionally rewarding and financially profitable. The educational programs alone are worth the cost of the membership. I can give you many good reasons for belonging to the NAA but let me give you a most recent one. NAA sponsors NAA on the Hill which is a day that auctioneers go to

Washington DC and visit with their congressmen. Past Presidents Terri Walker and Tim Mast and myself got an appointment with our Congressman David Kustoff and explained to him how a recent IRS ruling was going to place a large burden on small business owners in reporting 1099's to each seller who did over \$600 worth of business with us. Can you imagine the amount of time that you would have to spend on that? After explaining it to our congressman, he contacted the IRS the next day and explained how this was not fair and asked for a ruling. The ruling issued was that in most cases, that particular policy does not apply to auctioneers. This was a great victory for TN auctioneers and will save us a lot of unnecessary paperwork. Many thanks to TN Congressman David Kustoff for his quick action and leadership in his effort to help the auction industry and other small business owners. This NAA sponsored program was instrumental in causing this to happen.

The more members we have the stronger our voice is in alerting the public to the advantages of using the best form of the free enterprise system-the auction method of selling.

Thanks again for your support and I look forward to the coming three years of leadership in the NAA. If I can be of assistance in any way contact me at lance@walkerauctions.com or 901-493-1936.

A Note from Terri Walker

One of my last duties as Chairman of the Board for the NAA was the swearing in of the new NAA Board Members. This was such an honor. You see, I know for a fact that for the next three years the NAA will be in great hands. I know each member will be considered as decisions are made. I know the heart of the new Vice President is the growth and the future of the NAA. I know of the patience the new VP has as he will take time to really listen and try to understand when problems arise. I know the new VP is aware of the commitment to the membership and the NAA and is willing to give of himself because he loves this industry. Being married to the new VP for 45 years has given me time to learn this about him and his love for auctioneers and the auction method of selling.

When I learned Lance was interested in running for NAA VP I was very surprised, shocked is a better word for how I felt. I knew he had spent three years watching me though the pandemic and was aware of the struggles. 2019 through 2022, as we all know, were not the typical three years the leadership of any organization has had to face. I wish things had been different however I feel the time for me in this position was right for NAA. It was hard work and more challenging than ever with little recognition. However, I am proud of the three years and the support of the membership, especially my Tennesseans. Now let's get back and become involved with the NAA as well as the TAA.

Being involved as a member of the TAA is the perfect step to learning more and keeping up with trends in the auction industry. Tennessee has many great leaders in our industry and often I feel we forget the strength we have as a group.

Just this past week at the Conference and Show we had several in the IAC placing in the top 10 (Shane McCarrell and Jay Cash we are proud of you). I have such a heart for this competition as I have spent many years competing. This definitely provides an opportunity to show the best of the best. IAC Live! This is the tool to show those at home what is going on and Daniel Pruitt was there to help. He answered a last-minute call and said "yes". I do hope everyone had a chance to check it out and cheer on our auctioneers this year. The IAC Live! will continue to grow and provide a connection from home to the competition.

The NAA Conference and Show has become a place to reconnect with friends from the state of Tennessee as well as across the country. However, coming home and connecting with the TAA family is the best. As I have spent the past three years getting to know other auctioneers from across the country, I realize the state in the middle of the country is one that is helping to hold things together. Thank you for giving me the opportunities to serve with the NAA and now thank you for giving Lance the opportunity to serve as well. You are our auction family, and we are grateful for you.

Terri Walker, CAI, BAS, CES

Tennessee Auctioneers Association Board of Directors

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Welcome!

TAA Board – Elections Coming Up

Elections will be held during the annual meeting on Sunday, November 6 at the Embassy Suites in Nashville. If you are interested in serving on the board, please contact someone on the Nominating committee. The Nominating Committee of the Association is made up of all of the Past Presidents in attendance at the Annual Convention. The immediate Past President of the Association serves as chairman of the nominating committee and is responsible for its organization and prepares the report to be presented to the Association. If you have any questions please reach out to any past president or the immediate past president, Patti Baldini. She may be reached at patti@baldiniauction.com.

TAA 2022 WINTER CONVENTION**November 6 – 7, 2022****Embassy Suites by Hilton - 10 Century Blvd., Nashville, TN****You may make your reservation by calling 615-871-0033.****Please mention you are with the TAA.****If you would like to make your reservation online please click [here](#).****\$129 Rate/Reserve by October 10, 2022***TAA 2022 WINTER CE**SUNDAY, NOVEMBER 6, 2022*

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| 10:00 AM-Noon | Board of Directors Meeting |
| Noon | Lunch on Your Own |
| 1:00 PM | Registration Desk Opens & Vendor Setup |
| 1:00-2:00 PM | Foundation, Past Presidents, Hall of Fame Meeting |
| 2:00 - 3:00 PM | Expert Panel – Q & A |
| 3:00 - 4:00 PM | A Fair Deal is a State of Mind, Mike Fisher |
| 4:15-5:30 PM | Membership Meeting |
| 5:30 PM | Tennessee Bid Calling Championship Contestants Meeting |
| 5:30 – 6:15 PM | Cocktail and Social |
| 6:00 PM | Registration Desk Closes |
| 6:15 – 7:15 PM | Banquet |
| 7:15 PM | Tennessee Bid Calling Championship Competitions |
| Following Contest | Fun Auction |
| Til 11:00 PM | Hospitality Suite |

MONDAY, NOVEMBER 7, 2022

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| 7:45 AM | Registration Desk Opens |
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Schedule at a Glance:

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| 8:00 – 10:00 AM | Growing the Next Generation, Sherman Hostetter |
| 10:10 – 12:00 Noon | The Role of Real Estate in the Probate Process, Judge Toby Gilley |
| 12:00 – 12:30 PM | Box Lunch |
| 12:30 - 2:30 PM | The Auction 3 Step... Engagement, Preview, Auction Day, Mike Fisher |