

TAA QUARTERLY

Volume III, Issue I

March 2015

TENNESSEE AUCTIONEERS ASSOCIATION



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Upcoming Events

June 7 - 8, 2015
2015 Summer
Convention

July 14 - 18, 2015
NAA Convention
Addison, Texas

This newsletter is published by the Tennessee Auctioneers Association as a service to its members and supporters in the auctioneering industry. Suggestions are welcome for articles in future editions.

Message From The President...

Hello fellow Tennessee Auctioneers!

It seems like such a long time ago since we had our "warm" winter convention in Nashville. I hope everyone is making it through this crazy weather we are having now and that all of you are filling up your auction calendars for the spring season. Let me begin by saying ... "WOW!" What a great bid calling contest we had at the convention. Many thanks to Justin Ochs and all the contestants who participated. I know we will be well represented in Dallas this year by Justin Rhinehart. Also just a quick reminder to everyone about the Tennessee Mule Day bid calling contest in Columbia this April. Be sure to read the article about this event in this newsletter.

In addition, we recently submitted our letter requesting the opportunity to host the 2018 NAA convention in Tennessee. I will update everyone as soon as we receive a response from the NAA. Don't forget our summer convention in Nashville coming in June. Please invite other Tennessee Auctioneers to attend. I look forward to seeing all of you soon at the summer convention.

Neal Trice

I Am Running for the NAA Board of Directors

I am running for the National Auctioneers Association Board of Directors. If you are an NAA member, I am asking for your vote and for your support. If you are not a NAA member, I am writing to encourage you to join the NAA (and then vote for me). For a list of 10 reasons why you should join the NAA if you are not a member go to page 2.

Submitted by Will McLemore

DATES TO REMEMBER

Summer Convention

June 7-June 8, 2015
The Inn At Opryland
2401 Music Valley Drive
Nashville, TN 37214
(615) 889-0800
\$104 Rate/Reserve by May 8, 2015

NAA Convention

July 14-18, 2015
Addison, TX

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AUGUST 1 NOV. 1

Any and all TAA members are encouraged to send information on past or coming events they have conducted or news articles that would be of interest to other members. Please send profiles of members that you feel deserve to be highlighted in our publication.

10 Reasons Why You Should Join The NAA

Here are 10 reasons why you should join the NAA if you are not a member:

1. The NAA provides a means of interaction with your peers on a nationwide basis several times a year. Personal interaction with individuals who are not likely to compete with you allows for a free and open exchange of ideas, which can be quite helpful if you are trying to figure out what works and what doesn't in this business.
2. NAA Education is second to none. From the Winter Summits to CAI to Conference and Show to the Designation Academies, the NAA offers first rate education to members looking to invest in themselves and their business.
3. The NAA Designation Courses have all received curriculum updates over the last few years. If you are already a designee, you may want to consider auditing the updated courses for a \$75 fee.
4. The NAA Promotions Committee is working to gather information about the industry and promote our capacity and our activity to the world.
5. The NAA Advocacy Committee is monitoring regulatory authorities ranging from state licensing boards to federal agencies to keep members abreast of current events and legislation that will affect membership. They are also leveraging existing political influence to maintain a stable business environment for auctioneers so our businesses can prosper and we can focus on doing a good job serving our clients.
6. The NAA has a well defined code of ethics. Serving on the NAA's Executive Committee in my current role as Chair of the Educational Institute Trustee has also placed me on the Grievance Committee. The NAA provides a crucial role in improving the industry by enforcing its code of ethics. In a non-license state, this oversight may be the only venue where a complaint can be heard with any expectation of action.
7. The NAA has initiated a series of informative webinars called the iSeries, which are available online and vary in topic matter but are consistent in their excellence. This new means of communication supplements the Auctioneer magazine, the newly redesigned auctioneers.org and the NAA staff's efforts to promote the industry via social media.
8. The NAA plays host to the International Auctioneer Championship (IAC) at the annual Conference and Show. IAC is one of competitive auctioneering's triple crown and is a first class competition and wonderful showcase of our industry to the world.
9. The NAA provides support to the professional and volunteer leadership of the state auctioneers associations. As I write this article, I am attending the State Leadership Conference in Kansas City along with 50 or so others who are looking to share ideas and experiences to improve their state associations.
10. Finally, the NAA is looking out for the legacy of the industry. In addition to providing a repository for memorabilia and auction history, the NAA oversees the Hall of Fame, which is on display at the NAA headquarters in Overland Park, Kansas. Also, members of the NAA are automatically members of the National Auctioneers Foundation. The foundation raises funds which are used to support educational efforts via subsidy and scholarship.

Continued on Page 4

“Let’s Be Careful Out There”

There was a TV police show in the early 80’s called Hill Street Blues. Usually as the show opened, Sargent Esterhaus would do the morning roll call and always remind the shift “Let’s be careful out there.”

I was called by a lady here in our small town about the settlement of her mother’s estate. Seems her brother was living in her mother’s house and had refused to vacate the house and even further thought that the house and everything in it should be his since he had lived with his mother. There were 3 more rental houses that the lady owned as well. I mentioned to her that the best way to handle this might be to auction the houses and settle the estate more quickly. She thought that sounded great and could let her devote more time to her job.

Later in the week, I was called by the estate attorney. He informed me that the will had come up missing and they had gone to court and the daughter was in fact appointed to the position of administrator. This of course meant that the daughter would have the power to sell the personal property. The real estate passed to the Daughter and Son equally and both would have to agree to contract to sell.

I then received another call from the daughter and we agreed to meet at her mother’s home on Saturday at 10 am. I arrived at the house about 5 minutes early and noticed 4 police cars in the driveway and on the side of the road. I obviously thought she had a problem with the son and called her cell phone. She told me that the police were there only as a precaution for her & me to look at the items in the house for auction. I stopped at the house and 2 officers left and two went inside to be with the son as we went through the house. There were several good antique pieces mixed in with an enormous amount of junk as the son was an apparent hoarder like we have all seen at times in houses. When we entered the room where the brother was with the 2 officers, the daughter mentioned a wing back chair. Then her brother commented that the TV and everything else needed to be sold as well. I thought that maybe he finally understood and accepted that everything needed to be sold.

I recommended that since the brother might be a problem, that moving the items to an auction house might be the best solution; for fear that the brother might give problems either before, or even worse, during an onsite auction. The daughter and her husband agreed, and I gave them the name of an auctioneer that I knew could help handle the sale. We discussed maybe trying to sell the houses later after the personal property was settled. The police officers came up to us and said that it looked like the brother was OK. If anything else came up we were to call them. We then all left together.

I left and about an hour and a half later I was told that the Sister and her husband went to another rental house that was involved in the estate. The sister’s son was renting that house from the estate. She had told him that it have to be sold so he was moving that day. As the sister got out of her car, the brother ran up behind her and shot her in the back of the head killing her instantly. He then fired shots at her husband, hitting him in the arm once and barely missing his head with another shot. The husband reached for his gun in the car and shot the brother, killing him. The husband told me at the funeral that the brother had apparently followed them to the house and had several other loaded guns in the front seat of the car. The sister had a carry permit and actually had a gun in her purse.

I know many of us have been in these same situations many times. I would have to say that I had no indication that this would turn out this way. When we left, the brother seemed fine. So please, “Let’s be careful out there”

Submitted by:

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Justin Rhinehart Wins Tennessee State Auctioneer Championship

Nashville, TN – The Tennessee Auctioneers Association (TAA) is pleased to announce that Justin Rhinehart of Columbia, recently won the title of 2015 Tennessee State Champion Auctioneer during the Winter Convention in Nashville, TN.

“I am honored to have been chosen from among some of the most talented auctioneers in the state” said Rhinehart. “It is a blessing to be involved in the auction industry and to experience the professional and personal relationships developed by being a member of the TAA.”

Top auctioneers from all across the state of Tennessee gathered in Nashville this December to showcase their skills and walk away with a \$1,000 cash prize. The contest consisted of selling three items in a preliminary round, then the top three were selected to advance to a final round which included both an interview and live selling portion.

"We have been working diligently to improve our state competition," commented Justin Ochs, TAA Vice President and Contest Committee Chair. "The winner receives a \$1,000 cash prize, a paid entry into the International Auctioneer Championship held in Addison, TX in July, and one-on-one coaching from a past IAC champion.

Judges for this year's contest were among the "who's who" of the auction industry. The judging field consisted of past TN State Champions, World Automobile Auctioneer Champions, and this year's current International Champion Auctioneer.

Rhinehart houses his auctioneer's license with the Nashville division of Compass Auctions and Real Estate. He focuses his work with Compass on their industrial and surplus liquidation enterprises; serving as auctioneer and ringman at sales and providing data analysis for the corporation.

“I think that the auction method of marketing, and the advantage of true price discovery that we often cite, creates a microcosm of the ideal value-based economy on sale day,” Rhinehart stated. “It is exhilarating to watch that unfold in front of you. I think the appreciation of that process is what brings us together in the TAA and specifically at the bid calling competition.”

The Tennessee Auctioneers Association promotes high professional standards and encourages members to practice the highest principles of integrity in their auctioneering profession. Members agree to work uniformly to remain competitive in the auctioneering profession.

Media Contact: Justin Ochs, (615) 507-5984, justin@tennesseeauctioneer.com

10 Reasons Why You Should Join The NAA, Cont.

There are many other benefits of membership I have not mentioned but I have run up against the constraints of time and space.

I have been a NAA member since 2001. I have served on the Technology Committee, the Council of Future Practices and on the CAI Committee. I am in the process of completing the last year of a four year term as a Trustee of the Education Institute. This year, as a result of being Chair of the Education Institute Trustees, I have also served on the Executive Committee of the NAA.

I believe the NAA is the best organization in the world for the promotion of the auction industry. I have invested my time and efforts to help make the NAA more effective. I want to continue to serve the NAA as a Director and I am asking for your vote.

Submitted by Will McLemore

Big Windup and No Pitch

-Steve Proffitt-

The biggest mistake many auctioneers make is the same one that a lot of folks in other fields make – they don't take the step they ought to take when they ought to take it. Instead, they procrastinate ... wait ... don't act.

Stump the lawyer

I was a young lawyer assigned to handle a new case. To me, the legal and procedural issues mimicked spaghetti – jumbled spaghetti.

The case had been in my office for a week. The truth was I didn't know what to do first, let alone beyond that. The ball was still on the tee and I was beginning to feel alarm as time passed and nothing was being accomplished. Aging was not going to make this situation better. Only productive steps could do that, but I didn't know what steps to take.

Wakeup call

It was the middle of the night when I awoke worrying about the matter. As it played through my mind, my anxiety grew. I soon realized sleep would not return easily. As my mind churned away at the case and my stomach tightened, an idea popped into my head. I had the answer!

It wasn't what I wanted to do, but it was what I needed to do. I decided that in the morning I would go to my mentor and confess my predicament. This was a hard choice, because I had been practicing for a little while and felt the case had been given to me with the expectation that I could handle it – and not on the basis that someone would have to hold my hand along the way.

Good advice

The first thing I did after arriving at the office was to go to my superior's office. There, I made the embarrassing admission that I was stumped on my recent assignment. I dreaded a look of dissatisfaction from him, but it never came. He was understanding and helpful. I remember him telling me:

“Steve, there are plenty of lawyers who wouldn't know what to do on this case. It's got some real complications. Some would wring their hands and end up doing little or nothing. Eventually their procrastination would become a real problem for the client and for them, too. The key is to make your best judgment and do something – even if turns out to be wrong, it's better than doing nothing. When you do something, something will come from it and step-by-step you'll find the right course.”

That was good advice then and it's good advice now. It has served me well over the years in a lot of situations. Sometimes what I do is wrong but, once I see that, I change course and keep moving. What I try not to do is be like one of those people that my Momma has long described as, “Big windup and no pitch.” They talk a lot and do little.

Showing up

I heard a fellow describe this rule another way. A couple of my boys were watching a TV show at the house about duck hunting. I was working on a column and trying to listen to the show both. Then man who was featured is an avid duck hunter. He caught my ear with his description of all the work he had done during the offseason with his dog, boat, decoys, gun and other equipment just to get ready for the opening day of the upcoming duck season.

On the eve of the opener, the weather turned atrocious. A powerful storm system was moving through with chilling temperatures, heavy rain, and strong, gusting winds. Suddenly, none of his buddies were available to go hunting the next morning. The sad fellow was looking at being stuck at home and missing the opening day that he had prepared so hard for and looked forward to so much – or would he?

Heading out

In predawn darkness the next morning, with the temperature hovering around freezing and the winds driving snow and sleet, the camera caught the fellow hitching his boat to his truck, checking to ensure all of his equipment was in place, and loading his Lab in the cab beside him. Then he headed toward the lake where he hunts. Before sunup, he launched the boat and he and the dog headed for a protected cove to set decoys and get ready for whatever was coming next.

What followed was a missed shot at a lone duck riding a jet stream overhead. At the end of a long and tiring morning, with the weather as rough as it had been from the outset, the host loaded his boat back onto the trailer and, with a beleaguered look into the camera, said:

“I didn't get anything but wet and cold; but it was a perfect day, because I was here. When I was ten years old, my daddy told me, ‘Son, 90 percent of life is just showing up.’ Well, I showed up today.”

Big Windup and No Pitch (Continued)

Grab gold

My legal case and this duck hunter offer different examples that each stand for the same principle – the importance of doing something. So here's a question: Are you just watching life and opportunities pass by, or are you showing up and grabbing for the brass ring?

Recently our company sold a piece of land at auction. The property was surrounded by development, so it had great potential. The land and seller were five states away from where we are located. Imagine how many auctioneers and auction companies are much closer to that property and seller than we are. Still, none of these outfits had called on the seller, let alone made a proposal to sell the land at public auction.

We made that call and presented a good proposal. Soon we had a new client and a valuable property to market. In less than 90 days, we conducted an auction and sold the land. It brought almost \$14 million and made for a good payday for our taking a step that no one else had taken.

Conclusion

What steps did you take in your business yesterday to land a new seller and desirable assets to auction?

What steps did you take today? What steps will you take tomorrow?

The marketplace has a lot of good sellers and properties available to those who will prospect to find them and work to land them. Give yourself a chance to accomplish something big. Take the step. Do something. Make it happen.

Like the Nike ad says, "Just do it!"

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 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.

***John Stephen Proffitt III**
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February 5, 2015*

Mule Day Auctioneer Contest

The Columbia Breakfast Rotary Club hosted their annual Mule Day Auctioneer Contest on April 4, 2014. The contest was held at the Tennessee Livestock Producers Sale Barn in Columbia, TN. Auctioneers from Tennessee, Kentucky, Iowa and Alabama came to see who would claim the 2014 Grand Champion Mule Day Auctioneer belt buckle. The Sale barn was full of excitement as the first auctioneer took the auction block. Each auctioneer took their turn on the auction block as they sold items to the live bidders. The bidding was fast and exciting as each auctioneer captivated the audience with their magical auctioneer chant. The auctioneers competing in the contest were some of the very best in their profession. 2014 saw the first lady auctioneer enter the contest.

The Columbia Breakfast Rotary Club appreciates Jacob Massey (2013 Grand Champion) coming back and taking the block to auction an autographed Charlie Daniel's fiddle. We are also very proud of Jacob for making it to the finals of the 2014 LMA livestock auctioneer contest.

Trey Morris of Mayfield, KY, who was the Reserve Champion in 2013, was named the 2014 Mule Day Grand Champion Auctioneer. David Whitaker of Ames, Iowa was the 2014 Reserve Champion.

The Columbia Breakfast Rotary is proud to host the Mule Day Auctioneer Contest and is looking forward to the 2015 contest. Make your plans to be at the Tennessee Livestock Producers Sale Barn on April 10, 2015 at 10:00 AM to see who will wear the 2015 Grand Champion Belt Buckle home.

Submitted by Jeffery Neal Trice



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