



## Notes on Summit Scout Auction Auctioneer Jay Fiske

Jay Fiske is the founder of Northwest Benefit Auctions, Inc., and co-founder and president of MaestroSoft, Inc., creator of AuctionMaestro Pro, specialty software for managing benefit auctions. As a specialist in benefit auctions, Jay has provided auction consulting and auctioning services for organizations from A to Z (Arthritis Foundation to Zonta International.) See a You-Tube video of Jay Fiske at an auction at: <https://www.youtube.com/watch?v=yQXpH-1bIM>

**Trainer:** One of the premier benefit auction consultants in the country, Jay is regularly called upon to train both national organizations and local auction committees in the techniques which increase auction yields while maintaining the fun-filled environment required for a successful benefit auction.

**Entertainment:** Jay recognizes the importance of entertaining the audience. An audience that is having fun is more likely to yield a better result in the bidding process. That is why he works so hard at keeping his auctions fast moving, humorous, and spirited. His energy and wit, as well as his engaging style, keeps the audience involved throughout the auction. Frequently his audiences are surprised at how quickly the evening has gone by. Further, his unique style of bid delivery is easy to follow, something that the experienced auction attendee appreciates and that keeps the novice auction attendee "tuned in".

**Auction Committee Support:** In addition to providing auctioning services, Jay spends a good portion of his time working with auction committees as an auction consultant. By providing ideas on procurement, audience development, decorating, lighting, sound, stage layout, silent and live auction display, and cashiering, he is able to assure the success of the event for his clients. His clients routinely earn more money from their auctions than they had planned as a result of the added efficiency gained by implementing Jay's techniques. In demand as a guest speaker, Jay also has developed and delivers a full day Auction Workshop for groups around the country. He is the author of The Benefit Auction Resource Book which is sold through the Northwest Benefit Auctions website.

## Biography for Summit Auction Master of Ceremonies Mark Hallerman

Mark is a former high school history teacher and vice-principal, who transitioned to the technology field over 15 years ago. Since then, he has worked at Microsoft in operations, business management, and most recently running a large employee training organization for Microsoft's support-related personnel.

As a very active member of his community, Mark continues to volunteer as a Scoutmaster in his local town of Monroe, Washington, as well as a volunteer with local schools, athletics and church-related charities. As an extension of this charity work, he branched in charity auctioneering and event work as a small business, always staying close to charities he has a passion for, especially related to youth education.

Mark has been married for 25 years to his wife Jennean. They have four children from middle school to college. In his free time, he enjoys the outdoors, music, the arts and family time.

