

# TEXAS AUCTIONEER



# The Official Publication of the Texas Auctioneers Association, Inc.

1st Quarter • 2020

# Photo & Marketing Contest!

**By: Scott Droddy, TAA Director**

**The convention is just around the corner!** Besides the education, networking, and fellowship, there are the CONTESTS! The auction contests are great fun, and everyone enjoys them, but there is more to the auction business than a great chant!

of Auctioneer in Action, Ringman, Auction Crowd, Merchandise, Behind the Scenes, and Most Unusual, you can show us everything from your professionalism to the wacky side of the business! We don't judge on the professional quality of the pictures, but rather their content. Again, refer to the entry form for all the details.



The Marketing Contest allows you to showcase your media efforts to bring more people to your sales. No people=less sales! Show us how you market yourself, your company, and your sale to the public. There are several categories: Video, Multi-Colored Brochure, Other Media, Website, and Social Media! Refer to the contest entry form for details.

The Photo Contest shows us the fun side of the business! With categories



*See the Annual  
Convention  
Insert For  
More Details!*

Complete Convention Schedule &  
Registration Forms can be found  
online at [www.texasauctioneers.org](http://www.texasauctioneers.org).

# PRESIDENT UPDATE

## Joel Lemley, CES, CAGA

### TAA 2019-2020 President

I want to wish everyone a HAPPY NEW YEAR. 2020 will be designated as the year of the "Professional". Every aspect of what we do as auctioneers, ring men and women, clerks, and management specialists should always have that in the back of their mind and on the front of their business card. With the TAA Convention coming up in May, the focus of our education, marketing, and actions will have "Professional" put at the forefront.

**Now, just saying the word** does not make you a professional. How do you know yourself to be a professional? What makes you a professional? Where do you become a Professional? These questions have answers that are sometimes lost in its meaning. Being a professional in any occupation has three main components: **competency, skillfulness, and assurance (CSA)**. These components (CSA) are not handed to you at auction school, even though it is the best bet to the path of a professional. You don't receive them (CSA) if you qualify for a license, even though you are required to have them. You especially don't receive them (CSA) if you participate or win a contest, yet it takes tremendous talent to compete. These valued components are earned with experience, education, practice, determination, and representation.

We recently received from an Auction Company questions concerning legal, policy, and protocol procedures concerning auctions within the State of Texas. This Auctioneer was not a member of the TAA yet was asking us for guidance. We, as professionals did answer those questions. But, one wonders, what if the TAA or NAA did not exist? The



value of membership continues to rise when membership offers you, in return, those valued opportunities to become competent, skillful, and assured. Membership adds VALUE!

As I mentioned, May 14-17 will be our Annual Convention this year held in San Marcos, TX at the Embassy Suites Hotel. This is going to be a great time as well as an important tool for "Professional" Texas Auctioneers. Your attendance will put you in with other professionals coming to learn, share, and have fun. This year we want to really focus on the Fun Auction that will be held in conjunction with the President's Welcome Party. The Fun Auction serves as an opportunity to showcase your skills or just plain ole show off, selling neat, one of a kind items with proceeds benefitting the TAA.

**This year's President's Welcome Party** is a Cowboy Luau. That's right, a real Hawaiian Luau with a touch of Texas thrown in. Hawaiian shirt contest, hula skirts, pineapples, coconuts and cowboy boots. Get Ready! We will also be offering TCAP this year adding the third and final class that will be receiving the designation as a Texas Certified Auction Professional. TCAP 1, and TCAP 2 will also be available.

*continued on page 12*

## TEXAS AUCTIONEERS ASSOCIATION

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# TAA SHINES IN COLORADO

By: Toya McLeod, TAA Director

The TAA was well represented last month at the second annual Mile High Open Bid Calling Contest in Denver, CO. All three Texas entries made the finals, with Angie Meier, Troy Robinett, and Toya McLeod finishing fifth, second, and first, respectively.

The Mile High Open was launched in 2019 by the Colorado Auctioneers Foundation in conjunction with the Colorado Auctioneers Association. The format of the contest is much like the Texas Lone Star Open, with contestants selling 3 items in the preliminary round. The top five contestants from the preliminary advance to the finals, where they sell four items. It is held in conjunction with the National Western Stock Show, and has quickly become a top notch event, offering \$10,000 in total prize money, including a \$5000 first place prize.

Your TLSO co-founders, Joel Lemley and Troy Robinett, developed a contest format that has caught fire across the nation, with similar events being held in Denver, Kentucky, and Iowa in 2020. TLSO still reigns supreme, as the highest

paying contest of its' kind, offering a \$10,000 first place prize. The large prize pools and omission of an interview portion attracts top auctioneers from across the nation.



Let me tell you this contest in Denver was no exception.

Auctioneers from Texas, Georgia, Minnesota, New Mexico, and Colorado ascended upon the National Western Stock Show with one thing in mind: \$5000. It was a super competitive field, and the final result speaks volumes about your TAA Membership and Leadership. This association is in great hands and has a very bright future.

Don't forget to get signed up for our annual TAA Convention and State Championship Contest to be held May 14-17 in San Marcos, TX. You could be the next Texas State Champion!

## REMINDER: TAA HAS SCHOLARSHIP OPPORTUNITIES!

TAA will be awarding a **Scholastic Scholarship** and the **Jim Sample Endowment Scholarship** at the Convention in 2020. Please see both application forms inserts or find them on the TAA website at

[www.texasauctioneers.org/taa-scholarships](http://www.texasauctioneers.org/taa-scholarships) or it can be requested from [info@texasauctioneers.org](mailto:info@texasauctioneers.org). **Deadline for submission is April 1, 2020.**

### 2019 Scholarship Recipients: Jackie Carter & Kindle Catching



The image is a screenshot of the AuctionTime.com website. At the top, there is a banner with the text 'NO HIDDEN RESERVES' and a 'CLICK HERE TO SELL YOUR EQUIPMENT ON AuctionTime.com'. Below the banner, there is a navigation bar with links for 'HOME', 'CONSTRUCTION', 'FARM EQUIPMENT', 'TRUCKS', 'PLANT', 'ATTACHMENTS', 'CYCLOTHANE', 'STAR CASH', 'SELL EQUIPMENT', 'Auction Dates', 'Farm Equipment', 'Auction Results', 'Find Equipment', 'Find Auctions', 'Become an Auctioneer', 'Get Financing', and 'Get Insurance'. The main content area features a large 'LIVE AUCTION BOARD' section with the text 'Ring 1'. Below this, there are four auction items displayed in a grid: 1. 2015 MCCORMICK X9.50 tractors (US \$114,000) 2. 2014 VERSATILE 290 tractors (US \$3,000) 3. 2014 VERSATILE 450DT tractors (US \$300) 4. 2014 CASE IH MAGNUM tractors (US \$200) To the right of the auction items, there is a 'QuickBid' button and a 'View Ring 2' link. The overall layout is clean and professional, designed to facilitate equipment bidding online.

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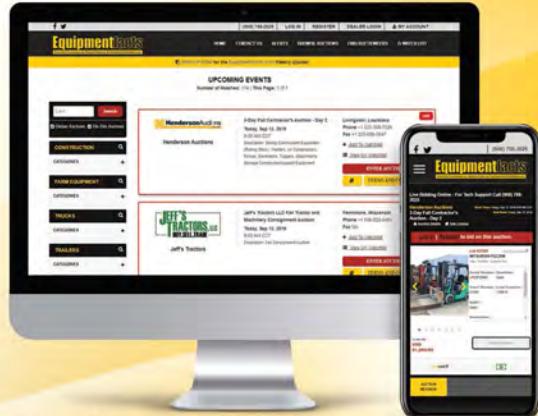
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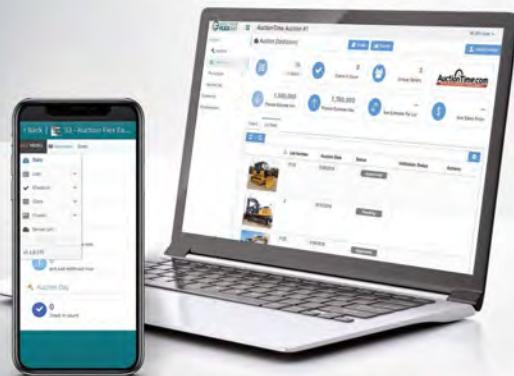


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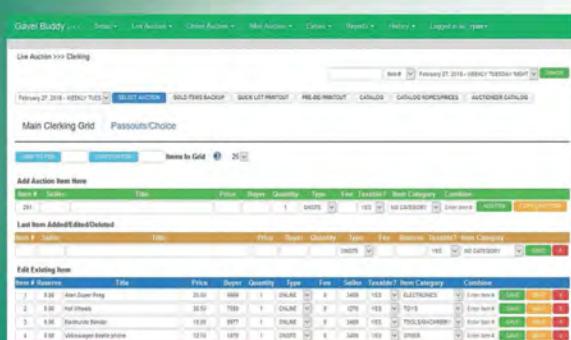
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# CHAPLAIN'S MESSAGE: SUPPORT OUR VETERANS

## Alvin Kaddatz

I was pleased to see recognition at the Super Bowl for our veterans. Several that were 100 years old were recognized. Many of the airlines are recognizing our veterans by allowing them to be the first to board the plane. Our nation can be proud of our veterans. They have served wherever needed to protect our freedoms. They have deployed and left their friends and families.

After their sacrifice, many have problems when they return. I want to ask each of you to say a special prayer today for our veterans. Pray that the ones with mental issues will receive help. Pray that they will not be forgotten. Pray that God will guide them and protect them, especially those with PTSD.

When I was in Washington D.C. for the Values Voters Summit in 2018, a film titled "Indivisible" was shown. The film was about a deployed chaplain who also had problems when he returned.

It showed soldiers who were being deployed getting on the bus as their loved ones waved to them. It brought back memories of Travis being deployed.

This film will help veterans dealing with PTSD & other issues. One of my friends who is a Vietnam Vet, told me he still has problems. He is working with other vets so they can discuss the issues they are having problems with.

In John 15 vs 13, Jesus states: "Greater love hath no man than this, that a man lay down his life for his friends." Jesus gave His life for our salvation. Our veterans served knowing that they were willing to give their life for our nation.

Pictured is our State Senator, Brian Birdwell. Senator Birdwell was in the Pentagon on 911 when the plane hit. After many surgeries, he is able to serve our state. You can read his and his wife Mel's book, "Refined by Fire".

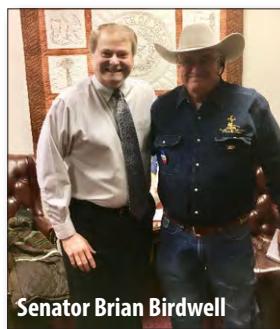
If you know of a deployed soldier, send us their address. FCAI sends packages to deployed soldiers.

I attended the National Tractor Parts Dealer Association (NTPDA) Convention in Arizona last month. One of the speakers had worked with the National Auctioneers Association (NAA) on the WayFair Case. In his presentation, he stated that sales less than \$200,000 per year, or less than 100 transactions would be exempt from sales tax in most states. This deals with selling items that are located in another state. If you do not belong to NAA, I would encourage you to join. The NAA is involved in protecting auctioneers' rights at the national level.

The NTPDA also raised funds for St. Judes. I assisted with the auction.

### **Prayer Requests:**

Ashley D. Harbour- Mt. Pleasant, TX  
 Bob Mitchell- Terrell, TX  
 Brenda Kaddatz- Hillsboro, TX  
 Charlie Coleman- Corpus Christi, TX  
 Cindy Kaplan- Plano, TX  
 Pam Hall (*Dana Burgess' Mom*)-  
 Graham, TX  
 Dena Alderman- Taylor, TX  
 Joshua Rush- Waller, TX  
 Kyle Mitchell- Terrell, TX  
 Pat & Henry Storey- Early, TX  
 Deborah Mayer- Lincoln, TX  
 Yvonne Jones- Chicago, IL  
 Renee Jones- Chicago, IL  
 Janet Autry- San Antonio, TX  
 Virgil Warren- Weatherford, TX



**Senator Brian Birdwell**

### **Soldiers:**

Melissa Cloughly  
 Evan Peasley  
 David R. Taylor  
 Corporal Blake Royston



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

Albert Hampel (*Carla Swenson's Dad*)-  
 1/9/2020  
 Greg Shattuck- Austin, TX  
 Linda Owen- Sherman, TX  
 Stephanie (*Steve Kaplan's Niece*)-  
 Plano, TX

### **Praise Reports:**

Mike Jones- health

Titus Wood (*Dustin Wood's Son*)- health  
 From Dustin: "Thank you for the care package you sent when my son was in the hospital. Your love, prayers, & support meant so much to our family. Our little guy is out of the hospital & growing like a weed. Thank you for praying for us. Blessings, Dustin Wood & Family"

Levi Meier- Ennis, TX ATV accident

FCAI- motion passed that the business meeting will be opened with a prayer at NAA Conference & Show.

America's Auction Academy supports FCAI at each auction school.

A special Thank You to Mike Jones and Lori Jones, and the students. The next auction school will be MAY 29, 2020 – JUNE 5, 2020.

### **TDLR:**

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me.

*continued on page 12*

# Texas Auctioneers Association VALUES YOU!

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# PROFESSIONAL LIABILITY vs. General Liability

By: Heath Groves, Program Insurance Group

**Did you know** there is a coverage difference between Professional Liability and General Liability insurance? Carrying one without the other could leave your business open to potential uncovered exposures and claims.

Professional Liability, also known as Errors and Omissions, provides coverage for actual or alleged damage arising from the rendering, or not rendering, of your business's services. This type of insurance is related to the service or services you perform as a business. It can protect against claims for a professional mistake, an opinion or recommendation offered by an employee, services not meeting a customer's standards, or negligence in performing a service. Professional Liability is generally related to financial loss.

One of the main ways General Liability protects a business owner is from claims against a customer suffering bodily injury while on the premises or damage to property arising from your business operations. Slip and falls are

common claims that trigger the General Liability policy. It also provides coverage for property damage, reputational harm, advertising errors and medical payments to third parties. General Liability protects against physical injury or damages.

Both insurance policies protect a business against liability claims, the difference is the type of liability involved.

For questions, comments or a free review of your current insurance policy, you can contact Heath Groves at Program Insurance Group. We are proud to be listed as the preferred insurance provider for the Texas Auctioneers Association.



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**For continued support of our political action committee (AUC PAC), please use the form below.**

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# MEMBER SPOTLIGHT: Patrick 'Doc' Breen

Professional Association of Therapeutic Horsemanship International announces Veterinarian of the Year for 2019!

## Dr. Patrick Breen

Region 8, ROCK (Ride On Center for Kids), Georgetown, TX

The PATH, International, Veterinarian of the year was awarded to Dr. Patrick Breen on November 9, at the PATH, Intl, annual meeting in Denver Colorado.

Veterinarians are a vital part of any center's team. But some go beyond and become part of the family. Dr. Patrick Breen, who has been with ROCK for more than 18 years, is just such a veterinarian.

He has treated horses, donated, side-walked, horse-handled, and invested in healing for all: participants—including his daughter-, staff, volunteers and horses. He is a guest lecturer in EAAT class at Texas A&M University, helping to educate future generations about the importance of the horse-human connection. He serves on the Board of Directors, currently as Vice President. AND he even volunteers as ROCK's official auctioneer, raising money at events.

He has countless times guided and directed decisions for the best care of not only the equine partners but also the center. For example, a dog was donated to the center that had a tumor and heartworms. Dr. Breen saw the value this dog would have for the program and so performed surgery and all care to treat the heartworms.

Recently, he created a magnetic board to re-create the trail pattern for one of the riders who is blind. This allowed her to understand the trail pattern before getting on the horse and entering the arena.

A member of ROCK said, "Most would never know all the behind the scenes work, care, and love Dr. Breen puts in to all our two- and four-legged patients. I cannot say enough about what he has done for our center and the industry as a whole."

**Congratulations, Dr. Breen, thank you for your compassion and dedication.**



# President Update

**continued from page 2**

These and the required continuing education classes will add, once again, those components to assist in becoming a "Professional".

**If you have children** or grandchildren interested in applying for the TAA Scholastic Scholarship, offering assistance for upper education, please have

those applications in by April 1, 2020, for review and selection. Once again the Jim Sample Endowment Scholarship will also be available for people interested in attending the American Auction Academy. This is a generous gesture given by Board Member and Past State Champion, Trey Galloway giving someone the opportunity to attend auction school. The applications are available online

at [www.texasauctioneers.org](http://www.texasauctioneers.org) and are due by April 1, 2020.

**2019 was a great year** for the Texas Auctioneers Association once again, and 2020 is looking great adding tremendous value to be a member of this association. Make sure your dues are current and get your registrations in for convention. Hope to see everyone in San Marcos!

## Chaplain's Message

**continued from page 7**

If you need assistance with a matter at TDLR, you can contact myself or Todd.

Please renew your FCAI membership if you haven't renewed.

"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 email list, send your email 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.

May God bless you,  
Alvin Kaddatz



## Convention Highlights

- GRET TOPICS
- ENTER TO COMPETE
- MEALS INCLUDED
- PRESIDENT'S LUAU

### AUCTIONEER CHAMPION CONTESTS

- State Champion Auctioneer
- Rookie Champion Auctioneer
- State Champion Ringman
- Senior Champion Auctioneer
- Team (Auctioneer/Ringman) Champion

### CERTIFIED AUCTION PROFESSIONAL (TCAP)

*Certification courses – held May 14th only*

- Business Fundamentals Intensive
- Marketing At All Angles
- Operations and Logistics

### HOTEL DEADLINE - APRIL 5

- Contact the Embassy Suites, San Marcos
- Ask for the TAA Convention Room Rate

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## **TAA Board of Directors Eligibility**

### TAA Bylaws Article VI, Section 2

**2. Election and Term of Office.** The elective officers of the non-profit Association, except the President and Immediate Past President, shall be elected annually by the members, immediately before the election of the Directors. The President-Elect shall become the President of the Association the year following his election as President-Elect. The President shall become the Immediate Past President of the Association the year following his term as President. No elected officer shall service more than two consecutive terms in the same office except the **Secretary/Treasurer** which shall have no term limits. Officers of the Association shall be elected for terms of One (1) year and by such election shall be elected members of the Board of Directors for the same term. Each officer shall hold office until his successor shall have been duly elected and shall have qualified or until his death or until he shall resign or shall have been removed in the manner hereinafter provided. No elected officer shall serve more than Two (2) consecutive terms in the same office. **6/10/00**

(a) **Eligibility.** Nominees for the Offices of President, President-Elect or 1st Vice President and 2nd Vice President must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as Director of the TAA. Nominees for the office of Secretary/Treasurer must have been a Texas Licensed Auctioneer for Two (2) years and must have completed a minimum of Two (2) years as a Director of the TAA or previously served in the capacity of Secretary/Treasurer for the TAA. Nominees for Director must have been a Texas Licensed Auctioneer for Two (2) years and attended Two (2) consecutive TAA Conventions prior to year of nomination. Eligibility of all nominees will be verified by the Executive Director. **Revised 6/17/06/6/16/12**

(b) **Elections.** At the annual business meeting, the President shall call out and post the final list of candidates and the offices they seek. In addition, nominations from the floor may be presented at the annual convention meeting provided that the candidate's eligibility to serve has been verified by the Executive Director. The President shall then call for a vote by the membership for each candidate. **Revised 6/16/12**



## OFFICER and DIRECTOR NOMINATION FORM

*Each nominee must provide a letter pledging the following: intent to serve, ability to serve, and acknowledge of financial, time and travel commitments involved. Attendance is required at board meetings normally held on Sundays (minimum 4 times per year but averages 6). Articles & committee tasks also required.*

FULL NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY, STATE, ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

POSITION SOUGHT:  President Elect  1st Vice President  2nd Vice President  Director

### QUALIFICATIONS

How long have you been an Auctioneer: \_\_\_\_\_ How long have you been TAA Member: \_\_\_\_\_

How many TAA Conventions have you Attended (list years): \_\_\_\_\_

Professional Designations: \_\_\_\_\_

Other TAA Offices held and Committees Chaired: \_\_\_\_\_

Other Offices held Community/Civic Organization: \_\_\_\_\_

Additional Qualifications: \_\_\_\_\_

If elected to the TAA Board of Directors my goals for the association are:

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Signed: \_\_\_\_\_ Date: \_\_\_\_\_

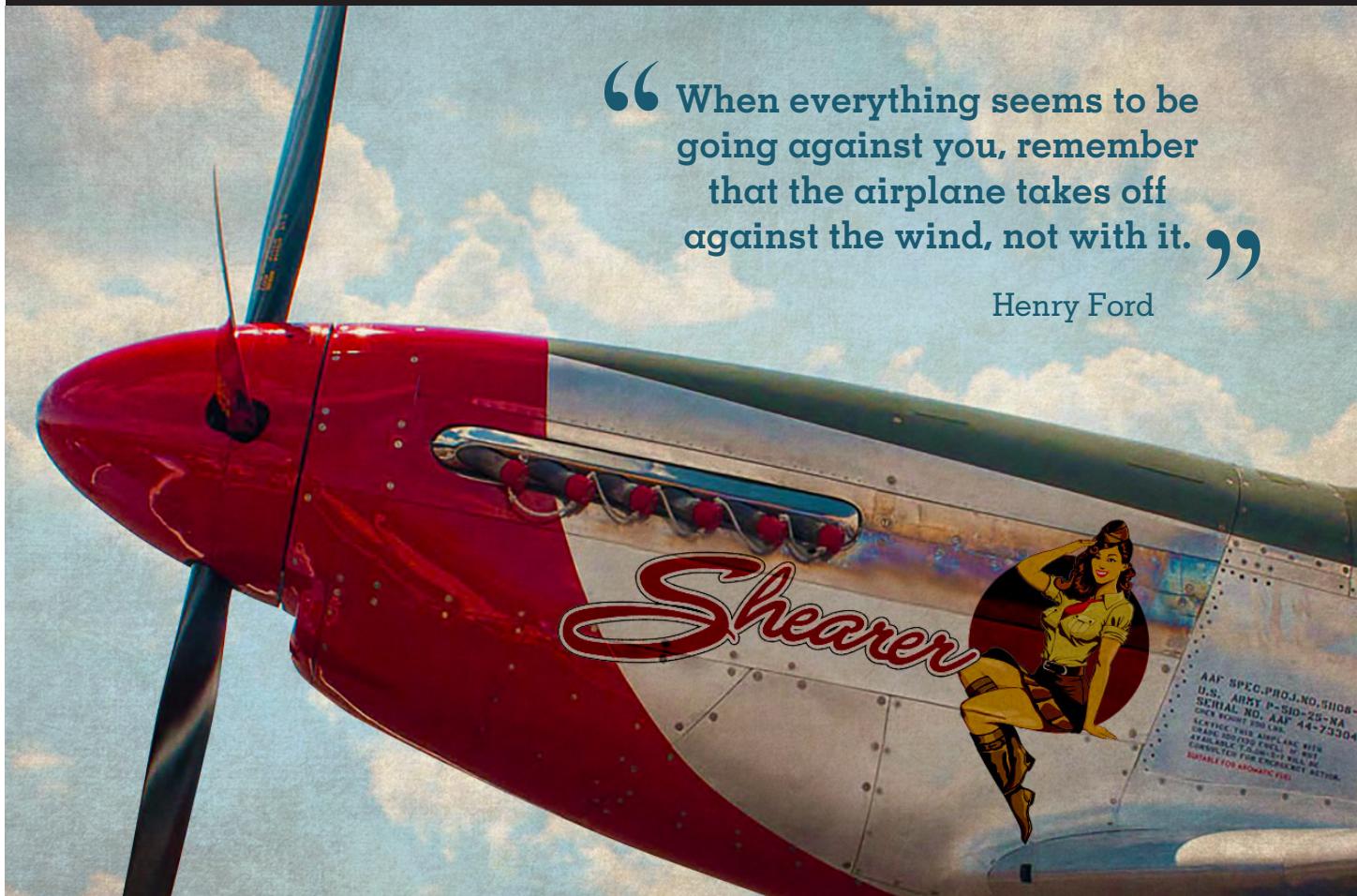
*Note: Board of Directors are encouraged to attend important Association events, such as Legislative Day in odd years, meet-ups, Annual Convention, Lone Star Open Event, Newsletter and eBlast communications and Texas Scottish Rite Children's Hospital event.*

RETURN TO: TAA, 201 Stillwater, Ste 8, Wimberley, TX 78676  
Email: [taa.execdir@gmail.com](mailto:taa.execdir@gmail.com) or [info@texasauctioneers.org](mailto:info@texasauctioneers.org)

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“ When everything seems to be going against you, remember that the airplane takes off against the wind, not with it. ”

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201 Stillwater, Suite 8  
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**Inserts:** 2020 Convention & Champion Contest  
Registration Brochure

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Dallas, Texas



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**JANUARY 2020 GRADUATES!**

(Bottom to Top — L to R) (Row 1 Sitting) Scott Swenson, Austin, TX Instructor; Maile Masada, Makawao, HI; Natalie Dietz, Katy, TX; Lorraine Bice, Jefferson, TX; Katy Vine, Austin, TX; Shannon Mays, MO, Instructor (Row 2) Mike Jones, School Director, Dallas, TX; Tyler Bell, Anderson, TX; Emmitt Kindle, Canton, TX; Robin Roquemore, Alvin, TX; Aaron Owens, Oklahoma City, OK; Van Richardson, Troup, TX; Ronald Coggins II, Jacksonville, FL; Lori Jones, School Administrator, Dallas, TX (Row 3) Blaze Simonson, Carey, OK; Gary Moore, San Antonio, TX; David Skidmore, Friendswood, TX; John Montgomery, Lillian, TX; Dawson Cowen, San Angelo, TX; Cliff Brister, Colfax, LA

**UPCOMING 2020 SESSIONS:**  
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# 2020

## A NEW VISION FOR THE Professional Auctioneer

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STATE CHAMPION CONTEST

**MAY 14-17, 2020**

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# Registration Information



# TCAP Courses - Texas Certified Auction Professional

As of February 10, 2020. Subject to edits. ALL CE listed is for TDRL Auctioneer License, unless noted. For CE credit, you must sign in and list your TX license # at each class.

## OPTIONAL PRE-CONFERENCE COURSES \*Additional fees apply. See registration form.



\*space is limited

This new certification pathway is designed to help bridge the gap between auction school and get up and running as an auctioneer professional in Texas. Completion of each course required will provide acknowledgement & certificate:

### TCAP BUSINESS, TCAP MARKETING, TCAP OPERATIONS.

- Course 1 - Business Fundamentals Intensive
- Course 2 - Marketing At All Angles: Self, Client, Online
- Course 3 - Auction Logistics from the Ground Up

### WHO SHOULD ATTEND?

- NEW Auctioneers, Auction Professionals & Future Auctioneers
- Auctioneers Ready To Grow Business
- Experienced Auctioneers That Want Business Update Refresher

\*Lunch provided for all classes & will include information on online bid platforms\*

8:30am-5:30pm

### Texas Certified Auction Professional (TCAP) Course 1

[8hrs]

#### BUSINESS FUNDAMENTALS INTENSIVE

Course Moderator: Lance Swigert, CAI

- Business Plan, Business Setup, Contracting, Negotiation, Labor - Mike Brandly, CAI, CAS, AARE
- Start up Financial Expectations & Trends - Speaker TBD
- Technology Boot Camp for Start Ups and Q&A - Aaron Traffas, CAI, ATS, CES
- Hard Knocks Panel: Auctioneers Share Insights

9:00am-6:00pm

### Texas Certified Auction Professional (TCAP) Course 2

[8hrs]

#### MARKETING AT ALL ANGLES: SELF, CLIENT, ONLINE

Course Moderator: Heather Kaspar, CAI, GRI, BAS, SRES

BONUS: Each student will receive: free headshot during lunch and free starter set business cards

- The Role of Your Website in Marketing - Company & Events - Aaron Traffas, CAI, ATS, CES
- Prospecting, Lead Generation, Closing & Role Play - Brent Graves
- Advertising Trends and Media Buying Updates - Speaker TBD
- Sales & Marketing Strategies, Building Clients, Communication Skills - Beth Rose, CAI, AAM, AARE
- Branding for the Modern Auctioneer, Interview Tips - Speaker TBD
- Marketing Pearls - "What worked for Us and What Didn't, Staffing Tips & Q/A - Gayle Stallings
- Panel: Marketing Experiences

9:00am-6:00pm

### Texas Certified Auction Professional (TCAP) Course 3

[8hrs]

#### AUCTION LOGISTICS FROM THE GROUND UP

Course Moderator: Jackie Lemons-Shillingburg, CAI, AMM, PRI

BONUS: Attendees that complete Logistics Class will have access to TAA auctioneer mentors for 6 months to intern or advise.

- Auction Logistics Intro; Identifying Needs & Audience - Jack Christy, Jr.
- Logistics Basics: Physical Setups, Clerking/Cataloguing, Using Checklists, Online vs Live Needs, Distribution & Future Trends - Speaker TBD
- Audio Visual & Sound Tips - Aaron Traffas, CAI, ATS, CES
- Live Set Mini Auction - Jack Christy, Jr.
- Insurance Trends - Heath Groves
- Logistics Panel: Differences in Auction Types, Safety Cautions, Labor Tips, Q&A

**NOTE: 2020 Attendees that complete all 3 tracks will be the FIRST TCAP designees! They will be recognized at the May 16 Awards Dinner and receive a pin. A press release will be provided to graduates to share with your local areas.**

Upon completion of all 3 courses, graduates will be awarded "TCAP Certified" distinction which will include: adding to your credentials, a pin, use of logo, mentoring, free ad in TAA news, custom press release for local marketing and status. Attendees can take 1, 2, or all 3 courses. To become TCAP Certified and use the credential, graduates will need to complete all 3 courses, be a TAA member and a Texas Licensed Auctioneer in good standing.

# 2020 TAA Agenda at a Glance

As of February 10, 2020. Subject to edits. ALL CE listed is for TDLR Auctioneer License, unless noted. For CE credit, you must sign in and list your TX license # at each class.

## THURSDAY, MAY 14, 2020

8:00AM	TCAP Course Registration Open
<hr/>	
8:30AM-5:30PM	<b>OPTIONAL TCAP COURSES</b> <i>see previous page for details</i> <i>Course 1:</i> Business Fundamentals Intensive
8:30AM-5:30PM	<i>Course 2:</i> Marketing At All Angles: Self, Client, Online
9:00AM-6:00PM	<i>Course 3:</i> Auction Logistics from the Ground Up
1:00PM	General Registration Open
1:00PM-10:30PM	<b>Auction Item Check-In &amp; Pick-Up Open</b> <i>*all items must be checked in</i> Deadline for Fun Auction items is 4:00pm. Donated items can be sent to the TAA office or check-in onsite.
6:00PM-6:30PM	TAA Board Meeting
7:00PM-10:00PM	<b>President's Welcome Cowboy Luau Party &amp; Fun Auction</b> <i>Hawaiian attire and fun auction items strongly suggested.</i> * Prizes for best attire and most "fun" auction item. **Past Champs & Hall of Famers - will be called on to auction items.

## FRIDAY, MAY 15, 2020

7:00AM	General Registration Open
7:30AM-8:30AM	<b>First Timer Breakfast</b> <i>*FREE for 1st timers to convention/HOF/BOD</i> First Timer Breakfast Hosted by Hall of Fame
8:00AM-11:00PM	<b>Auction Item Check-In &amp; Pick-Up Open</b> <i>*all items must be checked in</i> Deadline for Contest Items is 2pm.
8:30AM-10:30AM	<b>CE LECTURES</b> [2 hrs CE] <i>Class 1: PLANNING AND INVESTING BEYOND THE BLOCK</i> <i>Speaker: JOSEPH MAST</i>
	<i>Class 2: THE BUMP AND HOWDY</i> <i>Speaker: MORGAN HOPSON, CAI</i>
10:45AM- 12:45PM	<b>CE LECTURES</b> [2 hrs CE] <i>Class 1: ROCKING THE 3 R'S:REAL ESTATE, REVENUE &amp; RELEVANCE</i> <i>Speaker: BETH ROSE, CAI, AAM, AARE</i>
	<i>Class 2: AUCTION CASE LAW</i> <i>Speaker: MIKE BRANDLY, CAI, AARE</i>
12:45PM-2:00PM	Grab & Go Lunch with Exhibitors
2:00PM	<b>Contestant Deadline to turn items in and sign up</b>

# 2020 TAA Agenda at a Glance

As of February 10, 2020. Subject to edits. ALL CE listed is for TDRL Auctioneer License, unless noted. For CE credit, you must sign in and list your TX license # at each class.

## FRIDAY, MAY 15, 2020 [continued]

2:00pm-4:00PM	<b>CE LECTURES</b> [2 hrs CE] <i>Class 1: BODY LANGUAGE AND PUBLIC SPEAKING</i> <i>Speaker: BRIGITTE KRUSE</i>
	<i>Class 2: SUCCESS WITH SIMULCAST AUCTIONS</i> <i>Speaker: WADE FISHER</i>
4:30PM	Contestant Meeting - <b>MANDATORY</b> <i>*Must arrive promptly at 4:30pm or cannot compete.</i>
5:00PM	Judges Meeting
6:30PM	Dinner & State Contest Preliminary Auction <i>*Bid on great items &amp; support your contestants!</i>

## SATURDAY, MAY 16, 2020

8:30AM-10:30AM	<b>CE LECTURES</b> [2 hrs CE] <i>Class 1: AUCTION CASE LAW</i> <i>Speaker: MIKE BRANDLY, CAI, AARE</i>
	<i>Class 2: AUCTION PR PRO</i> <i>Speaker: BRIGITTE KRUSE</i>
10:30AM-10:45AM	Break with Exhibitors
10:45AM-12:45PM	<b>CE LECTURES</b> [2 hrs CE] <i>Class 1: FROM INVISIBLE TO INVINCIBLE</i> <i>Speaker: BETH ROSE, CAI, AAM, AARE</i>
	<i>Class 2: FRONT AND CENTER</i> <i>Speaker: MORGAN HOPSON, CAI</i>
12:45PM-2:00PM	FCAI Lunch <i>*additional ticket donation required</i>
2:00PM-4:00PM	TAA Annual Membership Meeting & Elections
4:00PM- 6:00PM	<b>CE LECTURE</b> [2 hrs CE] <i>Class: UTILIZING SPANISH IN THE AUCTION CHANT</i> <i>Speaker: CRAIG MEIER</i>
4:00PM-6:00PM	Semi-Finalist Interviews
7:00PM-10:00PM	State Champion Finals, Awards Dinner & Scholarships Emcee: <i>Joel Lemley</i> - Hall of Fame & Scholarship Recipients Awarded - New Board of Directors Inducted
	<b>**ALL AUCTION ITEMS MUST BE PAID FOR/PICKED UP**</b>

# 2020 TAA Contest Rules

TO REGISTER FOR THE CONTEST VISIT THE TAA WEBSITE [WWW.TEXASAUCTIONEERS.ORG](http://WWW.TEXASAUCTIONEERS.ORG) FOR THE REGISTRATION FORM.

2020 Contest Rules, revised 02.10.20

## Purpose of Competition:

In order to promote the skill, dedication and achievement of the professional Auctioneer and bring public recognition of the Texas Auctioneers Association, we the members shall sponsor, promote and participate in an Annual Contest in an effort to improve our skills and strive with every effort to represent our profession, industry and association with the highest standards of salesmanship, sportsmanship and integrity.

## Divisions of Competition:

State Champion Auctioneer • Senior Champion Auctioneer • Rookie Champion Auctioneer • State Champion Ringman • State Champion Team

## GENERAL CONTEST RULES & COMMENTS: Applies to All Divisions

### I. ELIGIBILITY FOR CONTESTANTS

1. Except for the Rookie, Ring Person Divisions & the non auctioneer Team member, contestants must be a current paid Full Member in good standing with TAA. A Full Member is defined by Article II Section 2.a of the TAA Bylaws and excludes Affiliates, Affiliate Non Resident and Honorary members.
2. Staff and Contest Committee will verify that early entry State Champion and Senior Champion contestants are Texas Licensed auctioneers and Rookie Champion contestants are either a Texas licensed or Associate auctioneer. Late entries must submit a copy of their TDLR Texas Auctioneers pocket license card or produce it at the time of entry.
3. Contestants may be a member of the TAA Board of Directors and/or Hall of Fame.
4. Contestant's convention registration fee, contest entry fee must be paid to the TAA Office and items must be checked in at onsite auction item check-in **prior to 2PM on Friday of the Preliminaries of the Annual Convention**.
5. Contestants may enter as many Divisions for which they qualify. Contestant must not have ever won the Division(s) they are entering.
6. Contestant must bring (2) two items valued at \$50 each of their choosing to sell in the Preliminaries.
7. Contestants must be present and ready to compete when they are called or they will be disqualified without refund until the following year.
8. All Contestants entered in any Division must attend the Mandatory Meeting on the day of the Preliminaries Contest (See onsite meeting schedule for time and location). The Contest Chair will "Seal the Room" at which point any contestant not present for the Meeting will be disqualified without refund from competition until the following year. *Contest rules subject to modification*.
9. For all categories, note that items will be available for previewing. During the auction, items may be shown on public screen only.
10. **Contest Committee will require proof of Texas as primary residency.**
11. State Champion Auctioneer and State Champion Ring Person will serve as representatives on TAA Board of Directors for 1 year and attend quarterly meetings and December Scottish Rite event.
12. All winners will be used in press releases, media referrals and videos for promotion of auctioneering.

### II. JUDGES AND SCORING CRITERIA FOR ALL DIVISIONS

1. A maximum of one (1) Texas Resident Auctioneer Judge may be used.
2. Although preferred, Judges do not have to be auctioneers.
3. Judges will be selected by the Contest Committee by simple majority no later than 30 days prior to Contest and submitted for approval by the TAA President.
4. Judges will be notified and will receive the Rules and the Judging Criteria prior to the Contest Preliminaries.
5. Judges should be the same for Preliminaries, Semi-Finals and Finals. If a change in Judges must be made, then the Committee will select someone new if the number of Judges falls below 5.
6. The number of Judges will be from 5-8.
7. Judges will be seated to afford privacy for each Judge.
8. Judges will be granted one (1) ten-minute (10) break during the Contest between Divisions at the discretion of the Contest Chair.
9. Judges will evaluate and score each contestant in the areas specific to the Division on a scale of 1 to 10. Judges can score in the tenth of a point.
10. Judges will score based on the Judge's experience, preferences and professional knowledge.
11. The Contest Committee will tabulate the score sheets to arrive at a cumulative total for the contestant.
12. In the event of a cumulative total tie at the end of any specific round, the highest score sheet from that specific round will be used to separate.
13. Contestants should not be eliminated from the competition for skipping any of the judging criteria, only penalized as the individual Judges see fit.
14. TAA will provide items for the State Champion & Ring Person finals.
15. Contestants will be mailed copies of their judging sheets within 10 days of the contest.
16. Should a situation arise that is not addressed in the Contest Rules, it is the duty of the Contest Committee to fairly, honestly and without prejudice arrive at a solution and inform the TAA President of their decision. The majority decision of the Contest Committee is final.

# 2020 TAA Contest Rules

TO REGISTER FOR THE CONTEST VISIT THE TAA WEBSITE [WWW.TEXASAUCTIONEERS.ORG](http://WWW.TEXASAUCTIONEERS.ORG) FOR THE REGISTRATION FORM.

## SPECIFIC DIVISION RULES & COMMENTS *\*Contest Committee will require proof of Texas as primary residency.*

### 1) **STATE CHAMPION AUCTIONEER** *(To hold the contest there must be at least 3 people registered to compete by 2PM Friday.)*

#### **I. PROCEDURES**

1. The top ten (10) cumulative scoring contestants will be announced as Semi-Finalists, at the Annual Business Meeting. Contestants should be prepared to compete in the Semi-Finals immediately following the Annual Business Meeting.
2. The Semi-Finalists will be asked two (2) questions, one (1) pertaining to TAA membership and one (1) pertaining to the Auctioneering profession.
3. The Contest Committee will tabulate the score sheets to arrive at a Semi-Finalists cumulative total for the contestant. The contestants Preliminary and Semi-Finalists cumulative scores will be added together to determine the Top five (5) finalists. Ties will be separated as stated in the General Rules using Semi-Finals Score Sheets.
4. The top five (5) Finalists will be announced at the beginning of the President's Banquet.
5. The Finalist Contestants will sell three (3) items provided by TAA in the Finals.
6. The Contest Committee will tabulate the score sheets to arrive at a Finalist's cumulative total for the contestant. The Contestants Preliminary, Semi-Finalists and Finalists cumulative scores will be added together to determine the rank. Ties will be separated as stated in the General Rules using the Finals Score Sheets.
7. Judges will score Contestants in areas as required by the specific Score Sheet.

#### **II. ENTRY FEES AND PRIZE CATEGORIES**

1. Pay appropriate entry fee with convention registration.
2. Contestants will provide two (2) items valued at \$50 each to sell in the Preliminaries.
3. State Champion Prize - \$2000 and a plaque.
4. Reserve Champion Auctioneer - A plaque.
5. State Champion will serve on the following years Contest Committee and serve as Champion Representative on the TAA Board of Directors.

### 2) **SENIOR CHAMPION AUCTIONEER** *(To hold the contest there must be at least 3 people registered to enter the contest by 2PM Friday.)*

#### **I. SPECIFIC RULES**

- Contestant must be 55 years of age or older on the day of the contest.
- Contestant may be a Past Texas State Champion Auctioneer.

#### **II. ENTRY FEES AND PRIZE CATEGORIES**

1. Pay appropriate entry fee with convention registration.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - A plaque.

### 3) **ROOKIE CHAMPION AUCTIONEER** *(To hold the contest there must be at least 3 people registered to enter the contest by 2PM Friday.)*

#### **I. SPECIFIC RULES**

- Contestant must NOT have held any type of Auctioneers license for more than a total of 36 months in their lifetime at the time of the contest.
- Contestant must be a Texas Resident Full or Affiliate Member of the TAA and must be licensed as a Texas Auctioneer or Associate Auctioneer.

#### **II. ENTRY FEES AND PRIZE CATEGORIES**

1. Pay appropriate entry fee with convention registration.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - A plaque.



# 2020 TAA Contest Rules

TO REGISTER FOR THE CONTEST VISIT THE TAA WEBSITE [WWW.TEXASAUCTIONEERS.ORG](http://WWW.TEXASAUCTIONEERS.ORG) FOR THE REGISTRATION FORM.

## 3) STATE CHAMPION RING PERSON

### I. SPECIFIC RULES

- Contestant must be a Texas resident and TAA member in good standing.
- Contestant may select their own TAA Member Auctioneer or may elect to use a Contest Committee Member.
- Finalist in the State Champion Auctioneer Contest may NOT be used as an Auctioneer in the Ring Person Finals.
- Contestant will ring from the floor without the use of a microphone.
- Champion will co-chair Contest Committee the next year.

### II. PROCEDURES

1. The top three (3) cumulative scoring contestants will be announced as finalists at the beginning of the President's Awards Banquet.
2. The Finalists will sell three (3) items provided by TAA in the Finals.
3. The Contest Committee will tabulate the score sheets to arrive at a Finalists cumulative total for the contestant. The contestants preliminary and finalists cumulative scores will be added together to determine the rank. Ties will be separated as stated in General Rules using Finals Score Sheets.

### III. ENTRY FEES AND PRIZE CATEGORIES

1. Pay appropriate entry fee with convention registration.
2. Contestants will provide two (2) items that have a value of \$50 each to sell in the Preliminaries.
3. Prize - \$750 and a plaque.

## 3) STATE TEAM CHAMPION

### I. SPECIFIC RULES

1. The auctioneer team member must be a full paid member in good standing and the ring team member must be a current, paid Affiliate or full paid member of TAA.
2. Both team members must be registered for the TAA convention.
3. Contestants will be responsible for choosing their own teams. Persons CAN enter the contest multiple times with different Auctioneers/Ringmen.
4. Teams must consist of at least one member 18+ years of age. Both contestants MUST BE residents of the state of Texas. Participating auctioneer team member MUST hold a valid Texas auctioneer license. Ring team member does not need to hold a license.
5. Team contest IS limited to 15 teams. First come, first serve basis.

### II. PROCEDURES

1. The top three (3) cumulative scoring teams will be announced as the finalists at the beginning of the President's Award Banquet.
2. The Finalists will sell three items provided by the TAA in the finals.
3. The preliminary scores will be thrown out. And the scores will start anew for the finals.
4. Tie will be separated by the "Would you hire this team" category on the score sheet.

### III. ENTRY FEES AND PRIZE CATEGORIES

1. Pay appropriate entry fee with convention registration.
2. Teams will provide three (3) items to sell in the preliminaries that have a value of \$50 each to sell.
3. Team Prize - \$1,500 and a plaque.



# 2020 Photo Contest Entry Form

FULL NAME

ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL

## SIGNATURE REQUIRED

I \_\_\_\_\_ (print name) certify by submitting this photo that I have the right to permit the Texas Auctioneers Association to use and publish this photograph, and that I understand that all photographs submitted to the Texas Auctioneers Association may be published, used or distributed in print, electronic or other media.

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

Date: \_\_\_\_\_

## INFORMATION

We invite each of you to start snapping those cameras and send your entries in for judging. Do not worry about professional images. We are looking for FUN photos. The winner of each category, as well as a Best Over-All winner, will be selected by convention attendees.

DO NOT be concerned with the professional quality of the photo itself. The content of the photo is what will be judged. Photos will not be returned and your entering the fun photo contest allows us to use your photos and name in articles, ads or newsletters. Photos should be no more than two years old. \*Photos must be submitted in print sized 4 X 5 or in a digital jpg format to be eligible.\*

### ■ Deadline for Entries is April 25, 2020

- There must be a **minimum of two entries** in a category in order to judge that category
  - Photos will be displayed throughout the convention
  - Photos will be judged by DDM Marketing, Beaumont, TX
- Winners will be announced during the Annual Business Meeting at the Convention
  - Winners will receive an award plaque

## CATEGORIES (select the category you are entering)

- Category 1: Auctioneer in Action** - Pictures of the auctioneer doing what they do best, working that crowd and getting those bids up there.
- Category 2: Ringman** - Show us your bid spotters strutting their stuff and pulling out that extra bid increment just one more time.
- Category 3: Auction Crowd** - We want to see the great smiling faces of your auction customers, funny faces or whatever you think is interesting when it comes to the auction bidder and buyer.
- Category 4: Merchandise for Sale** - Show off the merchandise you sell. If you have a great or unusual piece, or if you think it is "off the charts" unusual, by all means send it to us. We would love to share it with the membership!
- Category 5: Behind the Scenes** - This includes all of those hard-working cashiers, registration people, clerks, load out crew and basically anyone that works at your auction and helps to make you the success you are. We definitely want to see them at their finest. None of us could do what we do without them.
- Category 6: Most Unusual** - This category can include photos of anything and everyone associated with the auction industry. The only requirement is that it is not typical. Make us laugh, make us smile, make us cry, or just make us say "what went wrong here?" If the car caught fire while you were selling it, and you happened to catch it on film, then this is your category!

Submit your entries in any of the following formats: JPG/CD/PRINTS

Send your entries to: **Scott Droddy**

1656 Lee Miller Rd., Silsbee, TX 77656

or you may email them to: [sdroddy711@gmail.com](mailto:sdroddy711@gmail.com)

For questions please contact: Scott Droddy @ 409-656-2847.

# 2020 Marketing Contest Entry Form

FULL NAME

ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL

## Contest Categories

- Category 1: Video**
- Category 2: Multi-Colored Brochure**
- Category 3: Media** (Advertising of a Specific Auction other than Brochures)  
(Includes all media - newspaper, broadcast, audio/visual, signage & catalog)
- Category 4: Website** - www.\_\_\_\_\_
- Category 5: Social Media** (Facebook, Twitter, LinkedIn)

## Signature Required

I certify by submitting this photo that I have the right to permit the Texas Auctioneers Association to use and publish this photograph, and that I understand that all photographs submitted to the Texas Auctioneers Association may be published, used or distributed in print, electronic or other media.

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

Date: \_\_\_\_\_

## CONTEST CRITERIA

### Criteria for entering Contest:

1. Must be a TAA member in good standing.
2. All material relating to a specific auction must be for auctions conducted between June 30, 2019 and April 25, 2020.
3. Winners in the Advertising Contest may not compete in any Category in 2020 that they won in 2019.
4. Entries must be submitted by April 25, 2020 to be eligible.
5. All entries must display the TAA emblem or contain the statement that the auctioneer is a member of the TAA.

### Criteria for selecting Judges:

1. Judges will not be a Texas Resident member of TAA.
2. Judges may come from the civilian community.
3. Judges will be selected by the Advertising Committee and approved by Executive Committee. Different judges may be used for different categories.
4. A minimum of three judges will be used.

### Criteria for Judging:

1. Judges will evaluate each entry in up to 5 areas. Each area is worth 10 points. Minimum average score for an entry to be eligible for an award is 30 points.
2. Scores will be added together and divided by the number of judges.
3. Judging areas for entries promoting specific auctions are:
  - A. Aesthetics of the entry. First Impression.
  - B. Proper Information for attendance and all legal information.
  - C. Based on entry, how likely would you want to attend this auction?
  - D. Layout is easy to read and well presented.
  - E. Proper spelling and use of abbreviations.

## GENERAL RULES & INFORMATION

1. Two copies of each entry must be submitted. One for display and one for judging.
2. Each entry into each category must be accompanied by the Advertising Contest Entry Form.
3. Each contestant may only enter one item in each Category, but may enter in as many Categories as they choose.
4. There will be a winner and runner-up in each judged category. Winner will receive an award plaque.
5. The Advertising Committee will have the final decision as to the eligibility of an entry in a specific category, if an entry form appears to have been submitted in the wrong category and will resolve any disputes that may arise without further review.
6. There must be a **minimum of two entries** in a category in order to judge that category.
7. Contest will be judged by DDM Marketing, Beaumont, TX.

## INFORMATION

- Deadline for Entries is April 25, 2020
- Winners will be announced during the Annual Business Meeting at the Convention
- Winners will receive an award plaque

Send your entries to **Scott Drodgy**

1656 Lee Miller Rd., Silsbee, TX 77656

or you may email them to: [sdrodgy71@gmail.com](mailto:sdrodgy71@gmail.com).

For questions please contact:

Scott Drodgy @ 409-656-2847

# 2020 Sponsorship & Exhibit Opportunity Details

## Banner Sponsorships

### Rising Star Sponsor | \$5000 (exclusive) or \$2500 (shared\*) \*benefits shared, 2 companies max

- Free commercial, introduction & listing during live streaming video on champion contest night. Can create video ad onsite or provide clip to insert Video Distribution Audience = 2500+ replays
- Recognition on streaming video during preliminary contest
- One display booth and one registration TAA convention

NOTE: All banner sponsors receive recognition on the champion auctioneer banner & introduced at TAA Member Meeting on Saturday.

- Full page ad in the official convention brochure
- TAA membership list (Excel format-email)
- Free pre-conference ad eblast to all members
- Feature article/ad in June TAA newsletter & Block Talk (e-news)
- Recognition and link on TAA web-post conference
- 4 tickets to Champion Contest Dinner

### Titanium Sponsor | \$1500

- One display booth & one registration TAA convention
- Listing on live streaming video for Saturday night contest
- Half page ad in the official convention program

- Listing on the TAA website with link
- TAA attendee list (Excel format-email)
- Pre & post conference ad in TAA eblast to all members
- Profile featured in monthly TAA Block Talk (e-news)

### Platinum Sponsor | \$1250

- One display booth & one registration TAA convention
- Quarter page ad in the official convention program

- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

### Gold Sponsor | \$1000

- Recognition on the champion auctioneer banner
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

### Silver Sponsor | \$750

- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

### Bronze Sponsor | \$500

- Listing in the convention program
- TAA attendee list (Excel format-email)
- Recognition on TAA website & post conference newsletter

## Specialized Sponsorships

### Cowboy Luau & Fun Auction (Thursday) Co-Sponsor | \$650 each \*3 available

- Signage, introduced at the event or call an item at the event



### Lecture Room Sponsor (Friday or Saturday) | \$500 each \*only 4 available

- Includes up to 5 minute introduction of company in room in AM & PM

- Listing in the convention program

### TCAP Lunch (Thursday) Co-Sponsor | \$200 each \*limited availability

- 5-min presentation to TCAP classes on Thurs., May 14 at 12:45PM (projector, screen and mic provided)
- Distribute flyers/discounts at lunch

\*Limited to auction online platform/software/simulcast companies

- Signage at lunch and listing in TCAP program

### Lunch Grab & Go (Friday) Co-Sponsor | \$350 each \*only 4 available

- Includes announcement in lectures before lunch

### Display Exhibit Table (Friday & Saturday) | \$375

- 6' table, 2 chairs & ID sign provided
- Eblast to members of any promotions offered during meeting
- TAA attendee list (Excel format-email)

Exhibit Times: Thurs. Fri. 8AM-6PM & Sat. 8AM-6PM

Setup: Thurs. 1PM-5PM

- Listing in TAA convention program & on scavenger hunt form
- Display in high visibility area with one lunch & all breaks

### Break Sponsor (Friday or Saturday) | \$350

- Choose between Friday AM or PM and Saturday AM or PM

### Dinner Table Sponsor-Prelim (Friday) and Contest Finals (Saturday) Night | \$250

- Signage at entry and on table. (Note: Tickets to event separate.)

# TAA Sponsorship & Exhibit Form

TAA Annual Convention & Champion Contest  
May 14-17, 2020  
Embassy Suites, San Marcos, TX

PLEASE SELECT YOUR LEVEL OF PARTICIPATION BELOW: (Sponsor level details can be found on the Sponsor Opps page.)

COMPANY or DONOR NAME

CONTACT NAME

ADDRESS

CITY

STATE

ZIP

PHONE

EMAIL {confirmation and details will be sent via email}

FAX

ONSITE REPRESENTATIVE(s) FULL NAME ATTENDING CONVENTION

EMAIL(s)

## Banner Sponsorships:

<input type="checkbox"/> Rising Star Sponsor	<input type="checkbox"/> exclusive - \$5,000	<input type="checkbox"/> shared - \$2,500	<input type="checkbox"/> Titanium Sponsor	\$1,500
<input type="checkbox"/> Platinum Sponsor	\$1,250		<input type="checkbox"/> Gold Sponsor	\$1,000
<input type="checkbox"/> Silver Sponsor	\$750		<input type="checkbox"/> Bronze Sponsor	\$500

## Specialized Sponsorships:

<input type="checkbox"/> Cowboy Luau & Fun Auction Co-Sponsor	\$650	<input type="checkbox"/> Lecture Room Sponsor	\$500
<input type="checkbox"/> Lunch Grab & Go Co-Sponsor *Max 4	\$350	<input type="checkbox"/> Friday: <input type="checkbox"/> Rm 1 or <input type="checkbox"/> Rm 2	
<input type="checkbox"/> Display Exhibit Table- May 15-16	\$375	<input type="checkbox"/> Saturday: <input type="checkbox"/> Rm 1 or <input type="checkbox"/> Rm 2	
Electricity Required: <input type="checkbox"/> YES <input type="checkbox"/> NO		<input type="checkbox"/> TCAP Lunch Co-Sponsor - May 14	\$200
<input type="checkbox"/> Dinner Table Sponsor	\$250	*Limited to auction online platform/software/simulcast companies	
<input type="checkbox"/> Friday (Prelims) <input type="checkbox"/> Saturday (Finals)		<input type="checkbox"/> Break Sponsor	\$350
		<input type="checkbox"/> Friday: <input type="checkbox"/> AM or <input type="checkbox"/> PM	
		<input type="checkbox"/> Saturday: <input type="checkbox"/> AM or <input type="checkbox"/> PM	

Sponsorship/Donation Referred By: \_\_\_\_\_ (full name)

ADDITIONAL SPONSOR GUEST TICKETS: \*tickets will be given to the main onsite contact listed above.

- Thursday Cowboy Luau/Fun Auction - **\$45** (\$55 after 04/15/20) Qty: \_\_\_\_\_
- Friday Dinner & Prelim Contest - **\$55** (\$65 after 04/15/20) Qty: \_\_\_\_\_
- Saturday Finals & Award Dinner - **\$55** (\$65 after 04/15/20) Qty: \_\_\_\_\_



**PAYMENT** (To request payment plan, contact TAA office.)

Check       Visa       MasterCard       Amex       Discover      **TOTAL \$** \_\_\_\_\_

CREDIT CARD NUMBER

EXPIRATION DATE

SEC. CODE

CARDHOLDER NAME

CARDHOLDER SIGNATURE

BILLING ADDRESS

BILLING CITY

BILLING STATE

BILLING ZIP

**Sponsors who receive ads or banner logos need to send graphics by April 15 in PDF or jpg format to: info@texasauctioneers.org.**

**REFUND CANCELLATION POLICY:** \$50 cancellation fee after 02/28/20; and no refunds will be made after 04/15/20.

**SEND COMPLETED FORM** with payment to: TAA • 201 Stillwater, Ste. 8 • Wimberley, TX 78676

512-285-2727 • (c) 512-626-3674 • taa.execdir@gmail.com • www.texasauctioneers.org

**LOGOS:** Email info@texasauctioneers.org your digital logo in jpg, eps or ai format. If no logo received, text will be used.

**DEADLINE FUN AUCTION ITEMS:** If shipping or faxing, must receive at TAA office by May 1. If bringing to convention, check in May 14 by 4pm.

# TAA Registration Form

Register online [www.texasauctioneers.org](http://www.texasauctioneers.org) OR mail form fees payable to:  
 Texas Auctioneers Association, 201 Stillwater, Ste. 8., Wimberley, TX 78676.  
 Fax: 888.394.1123 | Email: [info@texasauctioneers.org](mailto:info@texasauctioneers.org)

FULL NAME: (include designation) \_\_\_\_\_

COMPANY: \_\_\_\_\_ CELL PHONE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

EMAIL (confirmations will be sent via email): \_\_\_\_\_

SPOUSE/GUEST/CHILD FULL NAME (if applicable - additional registration required): \_\_\_\_\_

**Check All Appropriate Areas:**  Member  Non-Member  First Timer  TAA Officer  Director  Hall of Fame  Past President

**Past Contest Champions:**  NAA  State  Senior  Rookie  Ringman  Team

REGISTRATION & CONTEST FEES	By 4/15/20	After 4/15/20	Total
<b>FULL REGISTRATION</b> <i>Includes all events, CE, 4 meals and member tote bag. Additional tickets available as listed.</i>			
<input type="checkbox"/> Member	\$289	\$389	
<input type="checkbox"/> Non-Member	\$425	\$525	
<input type="checkbox"/> 1st Time Member to the Convention	\$179	\$209	
<input type="radio"/> YES! I will attend the Friday 1st Timer Breakfast (Free for HOF, BOD & 1st Timers)			
<input type="checkbox"/> Full Guest Pass (includes all events (except FCAI), 4 meals, no CE)	\$189	\$219	
<b>Optional Pre-Conference Course - TCAP COURSE REGISTRATION - Thurs. May 14</b>			
Member <input type="radio"/> C1 - Business <input type="radio"/> C2 - Marketing <input type="radio"/> C3 - Logistics	\$395	\$450	
Member <input type="radio"/> C1 - Business + Conv. Stayover <input type="radio"/> C2 - Marketing + Conv. Stayover <input type="radio"/> C3 - Logistics + Conv. Stayover	\$599	\$649	
Non-Member <input type="radio"/> C1 - Business <input type="radio"/> C2 - Marketing <input type="radio"/> C3 - Logistics	\$495	\$550	
Non-Member <input type="radio"/> C1 - Business + Conv. Stayover <input type="radio"/> C2 - Marketing + Conv. Stayover <input type="radio"/> C3 - Logistics + Conv. Stayover	\$699	\$749	
<b>ADDITIONAL EVENT</b> (additional ticket required)			
<input type="checkbox"/> FCAI Luncheon (5/16)	\$ 35	\$ 45	
<b>CONTEST FEES</b> (Note Contest Rules on Pg 5-7 in Registration Brochure)			
<input type="checkbox"/> Champion Contest Entry Fee (must be TX resident, TAA member, TDLR licensed)	\$150	\$200	
<input type="checkbox"/> Rookie Contest Entry Fee (must be TX resident, TAA member, TDLR licensed)	\$ 30	\$ 80	
<input type="checkbox"/> Ringman Contest Entry Fee (must be TX resident, TAA member)	\$125	\$175	
<input type="checkbox"/> Senior Contest Fee (must be TX resident, TAA member, TDLR licensed)	\$ 50	\$ 75	
<input type="checkbox"/> Team Contest Entry Fee (must be TX residents, TAA members, TDLR licensed)	\$250	\$300	
Auctioneer Name: _____ Ringman Name: _____			
<b>ADDITIONAL CATERING TICKETS</b> (for guests not registered)			
<input type="checkbox"/> Thursday President's Reception & Fun Auction	\$ 45	\$ 55	
<input type="checkbox"/> Friday Grab & Go Lunch	\$ 25	\$ 35	
<input type="checkbox"/> Friday Dinner & Prelim Contest Auction	\$ 55	\$ 65	
<input type="checkbox"/> Saturday Finals & Awards Dinner	\$ 55	\$ 65	
<b>TAA MEMBERSHIP DUES</b>			
<input type="checkbox"/> 2020 TAA Renewal Membership Dues after 2/1	\$165	\$165	
<input type="checkbox"/> 1st Time New Member	\$135	\$135	
<b>OPTIONAL DONATIONS</b>			
<input type="checkbox"/> AUC PAC/Legislative Fund (donations will be noted from individuals)			\$ _____
<input type="checkbox"/> TAA Scholarship/Compassion Fund			\$ _____
<b>TOTAL FEES PAID</b> <i>Registration fees may be tax deductible as an ordinary and necessary business expense, however please consult your Tax Advisor.</i>			\$ _____

**PAYMENT:**  CHECK # \_\_\_\_\_  AMEX  MasterCard  Visa  Discover

CREDIT CARD #: \_\_\_\_\_ EXPIRATION DATE: \_\_\_\_\_ SECURITY CODE: \_\_\_\_\_

CARDHOLDER NAME: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_ CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

**REFUND CANCELLATION POLICY:** \$50 cancellation fee after 2/28/20; and no refunds will be made after 4/15/20.

**HOTEL INFORMATION:** Embassy Suites Conference Center & Spa [1001 E. McCarty Ln, San Marcos, TX 78666]

TAA Rate: \$139 (single/double) | Room Rate Deadline: April 10, 2020 \*based on availability

Phone #: 512-392-6450 | ask for TAA rate