



www.TexasLoneStarOpen.com

October 28, 2016

11AM-4PM

Historic Cowtown Coliseum
Fort Worth Stockyards
Entertainment District

Hosted by:
Texas Auctioneers Association

- info@texasauctioneers.org
- www.texasauctioneers.org

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WELCOME TO THE

Texas Lone Star Open



SCHEDULE

October 28, 2016
Cowtown Coliseum
Fort Worth Stockyards

- 9AM **Contestants Meeting**
- 10AM **Judges Meeting**
- 11AM **Doors Open To Public**
-Register for bidder numbers, view Items & meet auctioneers
-Auction Resource Information available at the TAA Info Table
- 11:45AM **Contestants Queue**
at location on arena floor directed
- 12PM **Introductions & Contest Start**
- 2:30PM **Exhibition Auctioneers**
- 3PM **Contest Finalists announced & Finals Round Begins**
- 3:30PM **Exhibition Auctioneers**
- 3:45PM **1st, 2nd 3rd Place winners announced**
- 4PM **Collect & Pay for All Items**
The TLO Desk will close at 5PM.

CONTEST NOT LIABLE FOR ITEMS NOT COLLECTED BY 5PM. TLO DESK CLOSSES AT 5PM.

All items and bids are final. TAA not liable for any misrepresentation.

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EVENT PARTNERS

Texas Cowtown Coliseum
Red Steagall Cowboy Gathering

BENEFICIARIES



JUDGES



Terrell Coleman

LONE STAR
AUCTION

Marshall, TX
903.926.1105

lonstargrp@sbcglobal.com

At age 21, Terrell attended Mendenhall School of Auctioneering and began a career as a contract auctioneer. His father was a livestock auctioneer for 52 years. Terrell's passion has always been selling livestock, but the pay scale of the auto auction industry was substantially better. For the first several years of his career he concentrated on the auto auctions. By 1992 he was selling 4 livestock auctions a week from North Louisiana to Central Texas and 2 auto auctions in Dallas. Being of a competitive nature, Terrell entered and won multiple auctioneer competitions. In 1998 he went from being a contract auctioneer to an auction owner/operator by purchasing Gregg County Auto Auction in Longview, TX. After 5 years, he sold the business and went back to being a contract auctioneer which he still enjoys doing today.



John Korrey

RITCHIE BROTHERS
AUCTIONEER

Iliff, CO
970.522.4906

chant@korreyauctions.com

From a young age John Korrey knew that he wanted to be an auctioneer. Traveling with his father every week to various livestock auctions when his dad would sell the produce that he raised on their farm and ranch, John's attention would be on the auctioneer, he practiced and then went to auction school at Reisch Auction School in 1972. John wanted to pass on some of his experience in the auction profession and his hope is to pass on tips to everyone from the beginning auctioneer to the seasoned ones. All in effort in making the auction profession better. John has had the opportunity to travel to over 35 states and 4 foreign countries auctioneering livestock, equipment, and many charity events. John counts his blessings every day to be in a profession that he truly loves, with many great people and friends that he has met as a result.

JUDGES



Joe Lichtie

SUPERIOR LIVESTOCK
AUCTION

Fort Worth, TX

817.378.3311

www.superiorlivestock.com

Joe Lichtie currently serves as Vice President of Superior Livestock Auction and Manager of Superior Productions in the Fort Worth office. Lichtie has been with Superior Livestock since 1989, and as the purebred auction business and need for television production grew, Superior Productions was created to manage these emerging industry segments. With past experience in television and broadcasting, Lichtie has had 25-plus years in an industry where technology and the cattle industry coincide. Lichtie holds customer service in the highest esteem and strives to ensure Superior Productions continues to provide its clients with opportunities to market livestock with unsurpassed service and utilization of the most innovative methods, now and in the future. He is the creator, and serves a producer of "The American Rancher" television series.



Joe Don Pogue

SULPHUR SPRINGS
AUCTION

Sulphur Springs, TX

903.885.2455

sslivestockauctions@yahoo.com

Joe Don started auctioneering at the age of 16 after a life long love of going to sales with his granddaddy. He graduated high school in 1977 and made a career out of auctioneering. In 1983, David Fowler, Joe Don's current business partner, asked him to become the full time auctioneer at SSLC. Sulphur Springs Livestock had just recently started a dairy sale. This then led to David asking Joe Don to obtain partial interest in the sale barn. In 1988, Joe Don received the title of World Champion Livestock Auctioneer at the Livestock Marketing Association Auctioneer's Contest. He then became part owner in Sulphur Springs Livestock Commission in 1992. Joe Don continues to play an active role in auctioneering at SSLC and strives to enhance the cattle industry.

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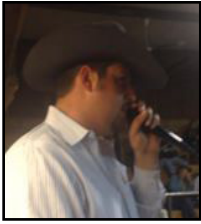


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WWW.GCPRO.COM

CONTESTANTS

Troy Bradshaw



Dennis, TX
TDLR# 17627
817.771.9073
bradshawhay@yahoo.com

Casey Cade



Casey Cade Auctions
Longview, TX
TDLR #: 17257
903.918.6569
casey6479@yahoo.com
www.caseycadeauctions.com

Casey makes his home in Longview Texas and is a 2nd generation auctioneer. He is best known for his part as one of the auctioneers on the hit tv show "Texas Flip N Move" airing on HGTV and DIY networks. Since obtaining his license in 2012, with the help of the TAA and NAA, he has continued success year after year.

Garrett Davis



Ritchie Brothers Auctioneers
Fort Worth, TX
TDLR #: 17545
817.266.7837
gdavis@rbauction.com

Garrett started working for Jones Swenson Auction Marketing in May of 2010 and graduated the Texas Auction Academy in June of 2011. In February of 2012, he shipped off to Navy boot camp and spent five months training as an Equipment Operator for the SeaBees and served as a Reservist in Ft Worth, TX and Coronado, CA for 3 years. In September of 2012, he was hired on as a yard hand at Ritchie Brothers Auctioneers Ft Worth and in 2014 was asked to move to role of Auction Coordinator. Garrett passed the state auctioneer test in January of 2015 and also works charity events when time allows.

CONTESTANTS

Kyle Dykes



Kyle Dykes & Associates
Killeen, TX
TDLR #: 16964
254.371.9388
kyledykesauctions@gmail.com

Kyle was born and raised in Killeen, TX. In 2011, Kyle graduated from the Texas Auction Academy. In 2013, Kyle won the Texas State Champion Rookie Auctioneer title. Kyle graduated from Texas A&M with a Bachelor of Science in Animal Science and currently is the Commercial Marketing Coordinator for the International Brangus Breeders Association.

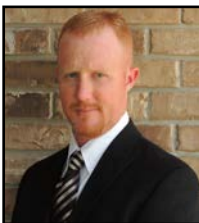
Doug Hahn



Auctioneer
Watseka, IL
815.471.0508
dhahn77@wigi.us

Specializes in auto auctions in Illinois. Past Illinois state champ and finals qualifier at World Livestock Marketing Association championship.

Jarod Hamm



M&M Auctioneering, Inc.
Ennis, TX
TDLR #: 16864
972.935.4136
jarodhamm@yahoo.com

Jarod is a first generation auctioneer and became the Texas State Champion Auctioneer in May 2016. He pursued his auction career in 2011 after attending the Texas Auction Academy by establishing his own auction company, M&M Auctioneering. He currently serves as an auctioneer for Big H Auto Auction, Lone Star Auto Auction & Manheim DFW. He also provides auctioneer services for organizations such as Delta Waterfowl, National Wild Turkey Federation & Ducks Unlimited, as well as conducting various charity, estate & consignment sales.

CONTESTANTS

Myers Jackson



Myers Jackson Auctioneers
Garland, TX/Florida
TDLR #: 17057
904.200.1547
myers@myersjackson.com

Myers Jackson is an Accredited Auctioneer of Real Estate, Auction Technology Specialist and e-PRO. He holds a Certified Estate Specialist Designation while being a member of Certified Auctioneer Institute. Myers specializes in property sales including personal property and real estate in the U.S. and abroad. He has advanced training in search engine strategies with optimized marketing skills. He has served as the Past P resident of The Georgia Auctioneers Association and is the current President Elect for the Florida Auctioneers Association. His hobby as a practicing photographer allows his free time to be spent with a composition of great subject matter creating nice conversations.

Mitch Jordan



Lead Auctioneer/Founder
USAuctionCo, LLP
Phoenix, AZ
623.293.2305
ubid2me2000@yahoo.com
mitch@theusauctionco.com

- 2003 Graduate of Worldwide College of Auctioneering
- 2005 Arizona State Champion
- 2006 Open Pacific Rookie Champion
- 2007 World Rookie Champion
- 5-time World Automobile Auctioneer Championship Finalist
- 2015 U.S. Bid-Calling Premier Champion

CONTESTANTS

Heather Kaspar



BAS, Realtor GRI, ABOR, HAR,
SCBORTDLI
Buck Up!
Enterprises, LLC & My Real Estate
Expert LLC/Buck Up Realty
Carmine, TX
TDLR #: 17037
979.421.0325
hdskaspar.buckup@gmail.com

Heather has been licensed as an auctioneer since 2011 and a licensed Realtor since 2014. She specializes in real estate, business, estate & personal property liquidations & fundraising & event consultation. She also has experience working auto and livestock auctions. She is a member of the National Auctioneer Association, a Board Of Director for the Texas Auctioneer Association, and holds her Benefit Auctioneer Specialist designation. She is based in Carmine, Texas but can contract or consult statewide. Heather will be seen on Season 5 of the popular Texas Flip & Move TV show, based in the Fort Worth area.

Ronald Knopp



Lubbock, TX
615.499.9920
r.knopp51@gmail.com

I love what I do for a living. I'm honored to be here today to take advantage of this opportunity.

Jacob Long



Long Shot Auctioneers
Poetry, TX
972.834.2901
jacoblong.08@gmail.com

CONTESTANTS

Craig Meier



Champion Auctioneers
Ennis, TX
214.415.1624
craig@championauctioneers.com
www.championauctioneers.com

Specializes in auto, farm, real estate and business liquidations. 2003 Texas State Champion Auctioneer, 2007 World Auto and World Team Champion and 2009 World Team Champion.

Jason Orndoff



J Bar O Auction Company
Whitesboro, TX
903.271.5286
jbaroranch@yahoo.com

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"Shorty" Yeaman



Yeaman Auction
TDLR #: 10693
Rosenberg, TX
281.239.5777
www.yeamanauction.com

Full time Auctioneer with 25 years experience in the auction industry. My auction house has been located in Old Town Rosenberg for over 15 years. We can hold auctions at our location or onsite. We conduct auctions of all kinds from Estates to Real Estate, Business Liquidations, Antiques. Also School, County, State, Youth Fairs, Livestock & tack, Tools & Restaurant Equipment, Art & Prints. In addition, we announce & MC events, as well as benefits and charities. I conduct over fifty (50) benefit/charity auctions each year.

BIDDER DISCLOSURE

For all Contest & Auction Items, you **MUST** have a bidder number. Get your bidder number at the TAA registration desk in the Coliseum.

ALL bidders **MUST** collect and **PAY** for items by 4:45pm on October 28, 2016. All items are sold "as is", no warranty or guarantees. Preview and inspection prior to auction is encouraged.

Payment accepted by credit card, valid check or cash. A buyer's premium of 10% on top of the winning bid will be added for each item sold.

TAA is NOT liable for ANY items that are unclaimed. Shipping arrangements can be made for an additional fee.

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Catalog of Items

PRELIMINARY ITEMS:

Contestants are assigned lot numbers below and will draw for order to compete. Lot numbers will be announced as they compete.

#100 A

BRADSHAW

SPURS:

Classic

Equine men's

roper Spurs

with beautiful

Bob Berg design. Intricate detail with gold scroll work and engraving with inlayed rhinestones and cloverleaf rowel.



#100 B

BRADSHAW

BIT: This bit is

functional,

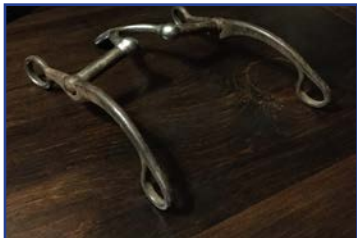
durable &

handmade

in TX by Kerry

Kelley. 6 3/4" shank, 3 1/2" mouth-

piece, this bit will add value to any collection.



Catalog of Items

#101 A

CADE

WALL DISPLAYS: The beer bottle display features native Texas stone, Texas bottle caps and a bottle opener. The



wine bottle display features matching Texas stone and Texas bottle corks. Both are being sold as a pair. Perfect for and kitchen and decor.

#101 B

CADE

TEXAS BIRD CHURCH: Featuring rustic decor hand picked and assembled in the great state of Texas.



Stands 2 feet tall and even comes with it's own functioning church bell. Don't miss your chance to be the envy of the neighborhood.

#102 A

DAVIS

TEQUILA DECANTER SET with serving tray.



Catalog of Items

#102 B

DAVIS

MONTANA
SILVERSMITHS
NECKLACE
and match-
ing earrings.



#103 A

DYKES

A SIX PIECE,
KENDRA SCOTT
JEWELRY SET that
includes three pairs
of earrings, two
necklaces, and
one bracelet. Also
includes the jewelry
stand and boxes and bows for gift
wrapping.



#103 B

DYKES

A PARROT AR
DRONE 2.0.
Includes an HD
camera for photo
and HD video
recording. This
drone is capable of reaching heights
of 165 feet with a flight time of up
to 36 minutes. This is great for any of
your real estate, livestock or general
aerial photography needs!



Catalog of Items

#104 A

HAHN

LID LIFTER AND SHOVEL with extra long handles for authentic chuck-wagon cooking. Handmade by Blacksmith-artist Tom Willooughby



#104 B

HAHN

WHISKEY DECANTER: Engraved on 2 sides "Inaugural Texas Lone Star Open - 26th Annual Red Steagall Cowboy Gathering".



#105 A

HAMM

**picture
not
available**

#105 B

HAMM

**picture
not
available**

Catalog of Items

#106 A

JACKSON

AUCTIONEERS PHOTO COLLAGE / PHOTO SHOOT PACKAGE

A crisp collection of Auctioneers from across the Country. This portrait of Americana showcases the called to action head shots of Auctioneers and how their performances shine. This also comes with EXPENSE PAID photography shoot of your company, marketing materials or any Auction that the purchaser desires at your location.

#106 B

JACKSON

40X BEAVER FELT HAT

Made right here in Texas, USA... Bowie, Texas that is. This well made hat can be picked up at The Best Hat Store right here in Fort Worth. Up to a 540.00 value for up to a 40x ivory or you can choose that classic black, Tuff Cooper or other colors and styles. Dress in style and "Never Settle for Less than the Best".

#107 A

JORDAN

AMAZON "ECHO" personal assistant. ALEXA will provide you with music, weather, information and more. Just say her name and tell her what to do!



Catalog of Items

#107 B

JORDAN

"WOODIE"
AUTHEN-
TIC WOOD
MEN'S
WATCH.



Handmade, with all natural Maple wood and Red Sandalwood. A unique design, sure to impress anywhere you go!

#108 A

KASPAR

CUSTOM TEXAS
WALL ART: state
of texas made
out of reclaimed
barnwood.



#108 B

KASPAR

GENUINE COWHIDE -
8'3" by 7'2.



#109 A

KNOPP

HORSE IN A BOWL
STATUE would make a
beautiful addition to
any home. This beauti-
ful hand done piece
was purchased at Coy-
ote Candle Company.
Lubbock, TX. Approximate value \$150.



All items and bids are final. TAA not liable for any misrepresentation.

Catalog of Items

#109 B

KNOPP

SIGNATURE PRINT IS ENTITLED THE BURRO AND THE BAD MEN. Signature Series. Has been expertly done by famed artist Andy Thomas. Notorious for his wildlife and Western art work. This piece was purchased at Coyote Candle Company. Approximate value \$130.



#110 A

LONG

KEURIG HOT K50 Classic Series
Has 48 oz water reservoir
Brews K-Cup pods.



#110 B

LONG

OZARK TRAIL 6 PERSON DOME TENT
12x8 ft base
72in center height
with an enlarged dome design.
Easy setup.



Catalog of Items

#111 A

MEIER

PORTER
CABLE
CORDLESS
TOOL SET.



#111 B

MEIER

THERMAL
HOG HUNT
for 1 person.
Includes
1 night
accommodations.



#112 A

ORNDOFF

CUSTOM BUILT
HORSESHOE CHRIST-
MAS TREE has 25
welded horseshoes
and is painted red,
white and blue for
the Texas star.



#112 B

ORNDOFF

SCHEFFIELD
PRECISION
GAME PRO-
CESSING KIT.
Has four fixed
blades, a set of
game shears sharpening steel bone saw
with blade and a speed sharpener in a
mold proof carrying case. All blades are
drop point style to prevent any hide piercing.



Catalog of Items

#113 A

YEAMAN

"LADY AUCTIONEER"
WOOD CARVING:
hand carved, signed /
numbered, w/Certifi-
cate of Authenticity,
1 of 1 by artist/carver
Carl G. Hand.



#113 B

YEAMAN

"MAN AUCTIONEER"
WOOD CARVING –
hand carved, signed/
numbered, w/Certifi-
cate of Authenticity,
1 of 1 by artist/carver
Carl G. Hand



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Catalog of Items

FINALS ITEMS:

Finalists will draw for order and items to sell. Lot number will be announced as contestant competes.

#200 - #203

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TEXAS STAR

PENDANT: Texas Star
Pendant

Custom made
Sterling Silver

Pendant with a 10 millimeter Mason County Blue Topaz with the official State of Texas Star Cut. The pendant has a horseshoe bail at the top with a rope around the stone and Texas Stars on the sides. The stone is held by 4 prongs, one at each point of the star. Weight: approx. 5 carat each. Retail value: \$1700 each.

#210 - #213

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SPORTING
GOOD ITEMS:



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grill combo, pro-dehydrator, turkey/
multi use fryer and 10 x 10 steel frame
canopy.



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THANK YOU TO OUR VOLUNTEERS!

Texas Lone Star Open 2016

STEERING COMMITTEE

Co-Chairmen

Joel Lemley

Blackwell, TX

jlem@camalott.com

Troy Robinett

Haslet, TX

troy@robineetauctions.com

Committee Members

Cindy Soltis Stroud

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cindy.bluefox@gvtc.com

Jackie Lemons Shillingburg

Tomball, TX

jackie@lemonsauctioneers.com

Krista Richter

Wimberley, TX

info@texasauctioneers.org



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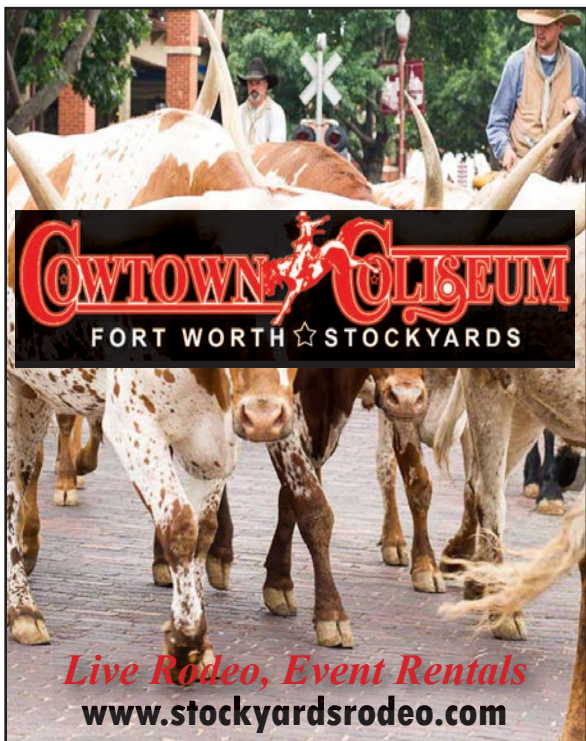
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THANK YOU TO OUR VOLUNTEERS!

Texas Lone Star Open 2016

RINGMEN

Chairman

DOUG BRADFORD

Carrollton, TX - 214.395.2281
dancingdug@tx.rr.com
www.bradfordauctionstx.com

2016 TEXAS STATE CHAMPION RINGMAN

MONTIE DAVIS

Keller, TX - 817.266.7867
montiedavis@juno.com

2013 TEXAS STATE CHAMPION RINGMAN

SI HARBOTTLE

Bryan, TX - 979.412.8100
siharbottle@msn.com
www.ameritexauctions.com

2015 NEBRASKA STATE CHAMPION RINGMAN

TRACI YEAMAN

Houston, TX - 832.794.8841
traci.yeaman@att.net
Yeaman Auctioneers & Real Estate Auction, Inc.
www.auction-auctioneer.com

2011 TEXAS STATE CHAMPION RINGMAN

AUXILIARY RINGMEN

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Houston, TX
Hodges Auctions & Liquidations

Patrick "Doc" Breen

Florence, TX
Breen Auction Services

Luther Davis, CAI, BAS, PRI

Burleson, TX
Davis Auctioneers, LP & Texas Star Auctions

Erica Black

eblack@carsforkids.org

PHOTOGRAPHY

Wes Pool

wes@poolauctioneers.com



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and protecting
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COWBOY GATHERING
& WESTERN SWING
FESTIVAL
B

AUCTION RESOURCE GUIDE

AUCTION LINGO

GLOSSARY OF AUCTION TERMS

- **ABSENTEE BIDDER:** A person (or entity) who does not attend the sale but submits, in advance, a written or oral bid that is the top price he/she will pay for a given property.
- **ABSOLUTE AUCTION:** An auction where the property is sold to the highest qualified bidder with no limiting conditions or amount. The seller may not bid personally or through an agent. Also known as an “Auction Without Reserve”.
- **AGENT:** A person who acts for or in the place of another individual or entity by authority from them.
- **APPRAISAL:** The act or process of estimating value.
- **APPRENTICE AUCTIONEER:** An auctioneer who is in training, operating under the supervision of a licensed or experienced auctioneer.
- **“AS IS”:** Selling the property without warranties as to the condition and/or the fitness of the property for a particular use. Buyers are solely responsible for examining and judging the property for their own protection. Otherwise known as “As Is, Where Is” and “In Its Present Condition”.
- **AUCTION:** A method of selling real and personal property and real estate in a public forum through open and competitive bidding. Also referred to as “Public Auction”, “Auction Sale” or “Sale”.
- **AUCTION BLOCK:** The podium or raised platform where the Auctioneer stands while conducting the auction. “Placing (an item) on the auction block” means to sell something at auction.
- **AUCTION LISTING AGREEMENT:** A contract executed by the auctioneer and the seller which authorizes the auctioneer to conduct the auction and sets out the terms of the agreement and the rights and responsibilities of each party.

FOR MORE INFORMATION OR TO LOCATE A PROFESSIONAL AUCTIONEER IN YOUR AREA, VISIT TEXASAUCTIONEERS.ORG.

AUCTION RESOURCE GUIDE

- **AUCTION WITH RESERVE:** Also known as “Reserve Auction” and “Auction Subject to Confirmation”. An auction in which the seller reserves the right to establish a reserve price, to accept or decline any and all bids, or to withdraw the property at any time prior to the announcement of the completion of the sale by the Auctioneer.
- **AUCTIONEER or BID CALLER:** The person whom the seller engages to direct, conduct, or be responsible for a sale by auction. This person may or may not actually “call” or “cry” the auction.
- **BANK LETTER OF CREDIT:** A letter from a bank certifying that a named person is worthy of a given level of credit. Often requested from prospective bidders or buyer who are not paying with currency at auction.
- **BID:** A prospective buyer’s indication or offer of a price he/she will pay to purchase property at auction. Bids are usually in standardized increments established by the Auctioneer.
- **BIDDER NUMBER:** The number issued to each person to registered at an auction.
- **BIDDER’S CHOICE:** A method of sale whereby the successful high bidder wins the right to choose a property or properties from a grouping of similar or like-kind properties/items. After the high bidder’s selection, the property/item is deleted from the group, and the second round of bidding commences, with the high bidder in round two selecting a property/item. That property/item is then deleted from the group, and the 3rd round begins, continuing until all properties/items are sold.
- **BUYER’S PREMIUM:** An advertised percentage of the high bid or flat fee added to the high bid to determine the total contract price to be paid by the buyer.
- **CATALOG or BROCHURE:** A publication advertising and describing the property available for sale at public auction, often including photographs, descriptions, & the terms & conditions of sale.
- **CAVEAT EMPTOR:** A Latin term meaning “Let The Buyer Beware!” A legal maxim stating that the buyer takes the risk regarding the quality or condition of the property purchased.

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Sometimes the property may be protected by warranty, but this is a rare occasion.

- **CLERK:** The person employed by the principal auctioneer or auction firm to record what is sold and to whom and for what price.
- **COMMISSION:** The fee charged to the seller by the auctioneer for providing services, usually a percentage of the gross selling price of the property established by contract prior to the auction.
- **CONDITIONS OF SALE:** The legal terms that govern the conduct of an auction, including acceptable methods of payment, terms, buyer's premiums, possession, reserves and any other limiting factors of an auction. Usually included in published advertisements or announced by the auctioneer prior to the start of the auction.
- **CONTRACT:** An agreement between two or more persons or entities which creates or modifies a legal relationship.
- **CONSIGNEE:** The auctioneer or auction house operator to whom goods are entrusted by another (consignor) for sale at auction.
- **CONSIGNOR:** The person or authorized agent or entity that consigns goods to an auctioneer. The consignor is usually the seller.
- **ESCROW:** Money held in trust by a third party until the seller makes delivery of merchandise to the buyer.
- **DUE DILIGENCE:** The process of gathering information about the condition and legal status of assets to be sold.
- **ESTATE SALE:** The sale of property left by a person at his or her death. An estate auction can involve the sale of personal and/or real property. NOTE: There sometimes are "LIVING ESTATE AUCTIONS", where the seller is alive, but wishes to liquidate personal belongings and has hired the Auctioneer to do so.
- **INSPECTION:** Specified date, time and place property is available for prospective buyer viewing and evaluation. Also known as a PRE-VIEW.
- **LOT:** An item or set of items for sale in an auction, lots are normally denoted by a "lot" number.

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- **MARKET VALUE:** The highest price in terms of money which a property will bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.
- **MINIMUM BID AUCTION:** An auction in which the Auctioneer will accept bids at or above a disclosed price. The minimum price is always stated in the brochure and advertisements and is announced at the auctions.
- **MINIMUM OPENING BID:** The lowest acceptable amount at which the bidding must commence.
- **OPENING BID:** The first bid offered by a bidder at an auction.
- **ONLINE/VIRTUAL AUCTION:** An auction that is for online bidders only and is not conducted in front of a traditional live audience. These auction types may have reserve items in which the auctioneers bid in order to protect the reserve.
- **ON-SITE AUCTION:** An auction conducted on the premises of the property being sold.
- **PREVIEW:** Specified date, time and place property is available for prospective buyer viewing and evaluation. Also known as an INSPECTION.
- **RESERVE:** The minimum price that a seller is willing to accept for a property to be sold at auction. Also known as RESERVE PRICE.
- **RINGMAN:** A Ringman is a part of the live auction team, who is responsible for interpretation of buyer interest and effective communication of buyer participation to the auctioneer.
- **SEALED BID:** A method of sale utilized where confidential bids are submitted to be opened at a predetermined place, date, and time. Many government auctions occur in this manner, as they accept bids from around the country (and probably the world!).
- **SELLER:** Entity that has legal possession and ownership of any interests, benefits or right inherent to the real or personal property.
- **TERMS AND CONDITIONS:** The printed rules of the auction and certain aspects of the Purchase & Sale Agreement that are read and/or distributed to potential bidders prior to an auction sale.

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HOW TO BECOME AN AUCTIONEER

Being an auction professional involves hard work and countless hours of practice and training. You can consider attending auction school. There are auction schools and programs throughout the U.S. and abroad that can provide you with the training and education you need to start your career in the auction industry. In addition to learning the art of bid calling, auction schools provide students with training on marketing their services and sales, as well as provide students with training on starting and operating an auction business in their state. Some states require licensure and continuing education to work as an auctioneer.

In Texas, you are required to be a licensed auctioneer. To confirm requirements go to the Texas Department of Licensing web page at www.tdlr.texas.gov. In Texas, there are also optional licenses for Associate Auctioneers and the requirements are regulated by the TDLR.

[What are the requirements for an auctioneer license in Texas? \(www.tdlr.texas.gov\)](http://www.tdlr.texas.gov)

To be eligible for an auctioneer's license you must:

- Be at least 18 years of age;
- Be a citizen of the United States or a legal alien;
- Hold a high school diploma or a high school equivalency certificate;
- Not have been convicted of a felony within five years of the application date;
- Have completed 80 hours of classroom instruction at an Auction school approved by TDLR; and
- Pass an Auctioneer licensing examination OR
- You may be exempt from taking the Auctioneer examination by providing proof of being employed by an Auctioneer for two (2) years and have participated in at least ten (10) auctions during that employment period. However, you will still need to meet all of the requirements listed above, including going to a TDLR approved auction school.

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Auction schools in Texas and surrounding states:

TEXAS

Texas Auction Academy

P.O. Box 803503

Dallas, TX 75380-3503

Phone: (972) 387-4200

info@texasauctionacademy.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

Texas State Technical College-West Texas

(locations are Abilene, Breckenridge, Brownwood, Sweetwater)

650 East Highway 80

Abilene, TX 79601

(325) 734-3621

COLORADO

World Wide College of Auctioneering

Denver Auction School

Phone: (800) 423-5242

wwca@netconx.net

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

IOWA

Auction School of Real Estate & Continental Auctioneers School

Northwood, Iowa

Phone: (800) 373-2255

www.auctioneerschool.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

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KENTUCKY

Kentucky Auction Academy
2435 Fitzgerald Industrial Dr.
Bowling Green, KY 42104
Phone: (270) 780-9513

stevehenry@kentuckyauctionacademy.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

LOUISIANA

Burk Baker School - Auctioneering Program
2834 S. Sherwood Forest Blvd., #B14
Baton Rouge, LA 70816
Toll Free: (800) 222-3295
Phone: (225) 293-6000
Fax: (225) 291-7582

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

MISSOURI

Missouri Auction School
1503 Main Street #371
Grandview, MO 64030
(816) 974-8875
info@auctionschool.com

**Approved for auction license education by some state licensing agencies – Contact school directly for complete details.*

**Approved for auction license education by some state*

Professional Ringmen's Institute
959 S. Mill St.
Rogersville, MO 65742
800-582-1206
Fax: 417-753-7654

**PRI provides education for the professional ringman and does not offer education toward new auctioneer licensing. Classes may apply toward continuing education in some states. Check with PRI and your local licensing entity for complete details.*

AUCTION RESOURCE GUIDE

FINDING A PROFESSIONAL AUCTIONEER IN TEXAS

- 1) Do they hold a Texas Auctioneer license?
- 2) Are they knowledgeable about what they will be selling?
- 3) Do they thoroughly explain auction terms & auction methods to be used?
- 4) Can they tell you about any continuing education they have taken recently?
- 5) Are they able to provide references when asked? Did they give you any upon meeting?
- 6) Do they have a website or examples of other marketing pieces they have developed?
- 7) Can they tell you about the kind of buyers that typically come to their auctions?
- 8) Can they thoroughly explain their typical auction process?
- 9) Do they have an agreement for you to sign clearly laying out the responsibilities of the seller & the responsibilities of the auctioneer/auction company?
- 10) Can they clearly explain to you how they plan to market your auction & past experience in marketing auctions similar to yours?
- 11) Are they focused on your needs and your timeline?



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AUCTION RESOURCE GUIDE

ESTATE AUCTIONS: PROTECT YOUR INTEREST

Estate auction and sales used to be considered glorified garage sales, but now they are a entire business niche. However, because estate auctions normally occur at times under duress, many people DO NOT take the time to protect their interest and research options.

KNOW THE BENEFITS OF ESTATE AUCTIONS:

- Texas auctioneers are licensed and regulated by the Texas Department of Licensing & Regulation.
- Auctioneers use an escrow account which means money is held in trust by a third party to handle sellers funds and provide accountability
- Inventory can be sold in lots, which avoids having buyers only buy big items and reduces the amount of small leftover items.

HERE ARE SOME TIPS FOR ESTATE AUCTIONS BELOW.

1. Interview More Than Two

Look over the complete list of companies in your area. Call as many as possible for information about services they offer.

2. What Do They Charge?

Don't let the percentage charged be the only criteria when choosing a company. A lower percentage does not necessarily mean you will make more money. For example, if a company with more experience knows that you have a collection worth a lot of money, they could possibly make you more money even while charging a higher percentage. Confirm if you need items moved to sell at another location or sell on your property.

3. Interview In Person

Once you have narrowed it down to a few companies ask them to come and meet with you. They will want to see what you want liquidated.

4. Do NOT Throw Anything Away

Do not throw anything away before meeting with the companies. Every company will tell you this and there is a reason. That "pile of junk" or "that trash" might be worth big money. Seriously...don't throw anything away until you have an expert look at it.

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5. Removing Items After An Interview

Realize that most companies work on a percentage so the more they make for you the more they make. Also, realize they may make a bid to you based on what you represent will be for sale. Many will charge a commission once they have started working on the sale and something is removed. If you intend to take items let the companies know on the front end and have it in the contract.

6. Taxes

Everybody loves to hate them. Different states/counties have different requirements for estate sales. Find out whether sales tax is supposed to be charged or not and then ask each company whether they do.

7. Research, Research, Research

Make sure you feel comfortable with the company before signing a contract. Check with your local better business bureau to be sure there aren't outstanding issues with the company you have chosen. If there are, ask the company about it. Are they licensed in Texas? Visit www.TDLR.texas.gov to verify.

8. Visit an Auction

The best way to get a feel for a company is to watch them in action. Go to an auction and don't let them know who you are. Look and see how it is set up. Interact with their staff at the checkout. Do they treat people with respect? Are they efficient? Look for what is important to you.

9. Ask for References

Ask the company for letters of reference and contact information for recent clients. Contact those clients and find out what they liked and what they didn't like. Ask them specifically "What do you wish would have been done better?"

10. Get a Contract

A contract is extremely important. It should detail out when the event will be held, how much the company is charging, when you will get paid, etc. Do not hire a company without a contract. You should both have a copy of the contract after signing it. A good contract details out what is expected of each party. BE SURE you address what happens to items that DO NOT SELL and how to handle any dispute and in what county.

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11. Ask The Same Questions of each potential company

Make a list of questions to ask each company. That way you are comparing apples to apples. They may have a brochure or website with general information. Here are some questions you may want to consider asking:

- How many days do you think it will take to set up?
- What is your commission?
- Are you licensed?
- Are you a member of the Texas Auctioneer Association?
- Are there fees besides your commission?
- Do you have insurance? What types?
- How long after the auction will I be paid?
- Do you have an appraiser on staff or access to one?
- What is your field of expertise? Antiques, Art, Furniture, etc?
- How many people do you generally have staff a sale like mine?
- How will my home be left? Broom Clean, Empty, etc?
- Do you or your employees buy items?
- Do you have a store or warehouse?
- Do you have a contract? Can I take a copy home with me to look over?
- Do you pre-sell or allow people early entry?
- Do you charge sales tax?
- Do you have any auctions coming up that I could visit to see how your sales are conducted?
- When would you be able to do the auction (dates and times)?

Reprinted in part from estatesales.net.

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REAL ESTATE AUCTION OVERVIEW

Unfortunately for many out-of-luck homeowners, many homes are being auctioned on courthouse steps these days. But those are not the whole auction story, and consumers ought to consider auctions as a viable means of buying a home, says Chicago auctioneer Rick Levin.

Though so-called “distressed properties” — foreclosures — may be the popular image of auctions, sales by private auction firms run the gamut from builder closeouts, to banks disposing of seized assets, to individual homeowners who just want a quick and clean sale.

Residential real estate auctions grew by nearly 48 percent between 2003 and 2008, the most recent data available, according to the National Auctioneers Association in Overland, Kan. They may be becoming more mainstream, though some consumer education is still needed for broader acceptance, Levin said.

“You know, the normal, traditional way to sell a farm is at auction,” he said. “Now, more (residential) consumers are starting to think outside the box.” “Auctions are the standard method (of home buying) in Australia and parts of Europe,” said Chris Longly, deputy executive director of the auctioneers’ trade group, who said auctions here are on the upswing. “Today’s consumers want things now and they want to pay the price they want now.”

FIVE THINGS FOR HOMEBUYERS TO KNOW ABOUT REAL ESTATE AUCTIONS:

1. Buyers need to distinguish between “sheriff’s auctions” for foreclosures, and professional, privately conducted auctions of homes being sold for various reasons.

“The sheriff’s sale, that’s a legal proceeding,” Levin explains. In these sales, the lenders are foreclosing on delinquent mortgages, but they’re not the legal

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owners of the property; the properties are usually bought by the lender for the value of the loan.

2. In those “courthouse steps” foreclosure sales, the buyers usually haven’t been able to get inside to see the properties — the lender who is foreclosing on the mortgage isn’t the legal owner and doesn’t have the right to let people into the home, he said. But in regular auctions, usually the auction company will advertise the home for several weeks and will conduct open houses, Levin said.

“(Interested buyers) should want to come see them with a home inspector,” Levin said. “If they don’t, they certainly have to know what they’re looking at, because in an auction, there are no contingencies.” That is, the homes are sold “as is.” It’s becoming increasingly common for auction companies to partner with mortgage lenders who will be present at the open houses for buyers who need financing. “It’s a myth that auctions are cash-only sales,” he said.

3. Most auction houses permit buyers to involve their real estate agents, who will receive a commission on the sale. “They can help (buyers) determine the value of the property, they can tell you what’s going on in the neighborhood, they might be able to tell how the house compares to other properties,” Levin said.

The auction company also should provide a packet of information at the open house that would include the required legal disclosures on the condition of the house and a blank contract the high bidder would be required to sign. Have it reviewed by an attorney, Levin said.

4. At the auction, of course, the best advice for the buyer is to decide how much he’s willing to pay, and stick with that.

Before the sale begins, auction firms will require bidders to present certified or cashier’s checks for a designated amount, usually several thousand

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dollars, he said. “The seller is willing to give the buyer a good value, but the buyer has to give the seller something,” he said. “The way we insure that the buyer is making a real offer is to bring a little bit of real money.”

5. The sale price may not be the whole price, however. The auctioneer also will collect all the fees and taxes that go along with a conventional property sale. Commissions and fees paid to the auction company and/or real estate agents who are involved typically are premiums added to the amount of the auction price.

The sale typically will close in 30 to 45 days after the auction, Levin said. Thus, in this environment of tougher lending standards, it’s important for buyers to get a mortgage preapproval before the auction in order to meet the deadline, he said.

Provided by: Mary Umberger, real estate writer in Chicago.



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