

THE BID CALLER

2018 ISSUE NO. IV

November, 2018

SOUTH CAROLINA AUCTIONEERS ASSOCIATION



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The Bid Caller is the official newsletter of the South Carolina Auctioneers Association. This newsletter is published by the SCAA as a service to its members and supporters in the auction industry. Suggestions are welcome for articles in future editions.

A Message From The President

SCAA President Paul Yoder

Greetings to all my fellow auctioneers from the great state of South Carolina.

This morning as I'm writing this President's Message my thoughts go to the Association and member benefits.

A question we often get from auctioneers who are not members is, "what benefits do I get from being a member?" As someone who joined the National Auctioneers' Association and the state association immediately out of auction school I always find this question a bit perplexing. While associations can and do provide benefits for members the reason that all auctioneers should be members extends further than this.

Here are a few things that the SCAA has done this year on behalf of not only members but of all auctioneers.

1. This spring members of the association gathered at the state capital in Columbia for "Legislative Day" to meet our legislatures and be recognized from the floor of the Senate. These legislative days are important to help maintain positive relationships with our legislatures.
2. This summer the SCAA joined the NAA in filing an Amicus Brief in opposition to a proposed sales tax issue in the Supreme Court. This is an issue that will potentially negatively affect auctioneers.
3. We are currently in communication with the Auctioneer's Commission regarding proposed regulation 4846 to "clean up" some parts of the auction law.
4. This year as for the past several years the SCAA is partnering with the Commission to provide free CE to all South Carolina auctioneers.

These are a few examples of routine work the association does that many members and non-members may not even be aware of.

My vision as President of the SCAA is not only to provide member benefits but to work for the benefit of all auctioneers in our state. I'm proud of the work we're doing this year as an association and hope all auctioneers will recognize the value of the association and support it by not only being members but volunteer their time and talents for the benefit of everyone.

I would also like to congratulate member and past president Randy Ligon on his successful campaign and being elected to the State House. It will be good for our industry to have Mr. Ligon in Columbia.

Also congratulations to member and past president Rafe Dixon on his appointment by the governor to the South Carolina Auctioneers' Commission.

Paul Yoder

STATEMENT OF PUBLISHER

THE BID CALLER is the official publication of the South Carolina Auctioneers Association. Readers are invited to submit manuscripts, which preferably would be limited to 2,000 words or fewer in length. THE BID CALLER'S advertising policy attempts to conform its advertising to business endeavors. Products or services advertised in THE BID CALLER are not directly or impliedly endorsed by the SCAA. The views and opinions implied or expressed herein by authors and advertisers are not necessarily those of SCAA, the editor or the publisher, and no responsibility for such views will be assumed. This newsletter is provided with the understanding that opinions, instructions and advice provided by contributing authors and editors are those of such authors and editors and not of this publication. Neither the publisher nor the editor is engaged in providing professional opinions of any nature. If technical or professional advice is required in any aspect of your business, we encourage our readers to seek professional services. THE BID CALLER publication may refuse to accept any and all advertising or articles it believes to be false, fictitious or misleading.

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Full-page Ad
 \$150 per issue/\$550 per year

PUBLICATION DATES

Article and ad deadlines:

FEBRUARY 1 AUGUST 1
MAY 1 NOVEMBER 1

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

'18 BOARD OF DIRECTORS

<p>President Paul Yoder PO Box 1439 Seneca, SC 29679 864-280-7192 paul@yoderauction.com</p>	<p>Director 2019 Danny Allman 409 Black Friars Road Columbia, SC 29209 803-566-5601 dallman98@yahoo.com</p>
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<p>Director 2020 Cliff Stoltzfus 117 Duck Pond Road Columbia, SC 29223 803-730-6146 stickthibodeaux@gmail.com</p>	

UPCOMING EVENTS

February 1, 2019
The Bid Caller Article
Deadline
Submit materials to
home office.

February 22-24, 2019
SCAA Convention
Greenville, SC

WELCOME TO OUR NEW MEMBERS!

Jeffrey Martin
 Jeff Martin Auctioneers, Inc.
 Hattiesburg, MS

Charles Fretwell
 Boiling Springs, SC

John Ashley Helms
 Sparrow Hill Auction and
 Real Estate, LLC
 Ruby, SC

Michael William Jones
 Camden, SC

2019 SCAA Convention!

FEBRUARY 22-24, 2019

EMBASSY SUITES

670 VERDAE BLVD, GREENVILLE, SC

864-676-9090

Bid Calling Competition and Fun Auction to
be held Saturday night,
February 23, 2019!

ROOM RATE: \$119/NIGHT

RESERVATION DEADLINE:
JANUARY 22, 2019

SPECIFY YOU ARE WITH THE SCAA

Check out our website!

If you need your username and password, please email elaine@execman.net and it will be forwarded to you. Once you have this info, you can go into your personal information and update it any time you need to.

Need to renew your membership? You can now pay online!
 Just go to <http://www.southcarolinaauctioneers.org/membership/>
 and see how easy it is!

Message From the Secretary/Treasurer

As this year comes to a close and we start to make plans for next year be sure and mark your calendars for the 2019 SCAA convention. This year the convention will be held at the Embassy Suites in Greenville, South Carolina on February 22-24, 2019. We have special events planned for both Friday and Saturday nights. On Friday night we will have a live band and dance floor and then on Saturday night we will have both the Bid Calling Competition as well as the fun auction. When making your reservations, be sure and tell them you are with the SCAA to receive a special room rate of \$119.00. You will need to make your reservations before January 22, 2019 to receive this rate.

I would like to take this time to congratulate both Randy Ligon and Rafe Dixon on their recent accomplishment. Randy Ligon has been elected to the South Carolina House of Representatives to represent District 43. Rafe Dixon has been appointed by the governor to the South Carolina Auctioneers Commission.

Marshall McAbee

It's Not Too Early!

J. L. Pinckney Scholarship Eligibility

Any student may apply for an award from the Scholarship Fund providing they are currently attending or have been accepted to an accredited college, university, or trade school.

Each student will submit an application for Scholarship Funds using the standard SCAA, J. L. Pinckney Memorial Scholarship Fund Application along with transcripts from the previous school year and a 300 word or less summary of why the student feels qualified for the award. The student should include any special financial or hardship needs in the summary. The application must be postmarked by the deadline which will be no later than January 1st of each year. For an application please visit www.southcarolinaauctioneers.org or call the SCAA office at 919-876-0687.

Hall of Fame Eligibility and Nominations

Any member of the SCAA, resident or non-resident, is eligible for nomination to induction to the SCAA Hall of Fame.

Nominations may come from any member of the Association, the family of any member of the Association, or any community leader on behalf of any member of the Association.

Nominations must be submitted on the Candidate Nomination and Evaluation Form or facsimile of the form to: SCAA, PO Box 41368, Raleigh, NC 27629. Nominations must be received not later than January 1st preceding the annual convention. For a nomination form please visit www.southcarolinaauctioneers.org or call the SCAA office at 919-876-0687.

Conference Registration - New This Year!

The South Carolina Auctioneers Association convention will be held this year on February 22 - 24, 2019 in Greenville, SC at the Embassy Suites. This year you may register several different ways. You can complete the registration form and mail it along with payment to the SCAA office at PO Box 41368, Raleigh, NC 27629. A copy of the agenda and registration form can be found on pages 4 - 5.

New this year - You can go to www.southcarolinaauctioneers.org and register. Just click on the conference registration tab which is located on the home page. There you will fill in all your information. Please include your email address and a paypal invoice will be forwarded to you.

SOUTH CAROLINA AUCTIONEERS ASSOCIATION

2019 ANNUAL CONVENTION

FEBRUARY 22-24 | EMBASSY SUITES, GREENVILLE
670 VERDAE BOULEVARD – 864-676-9090

AGENDA

FRIDAY, FEBRUARY 22, 2019

12:30 p.m.	Convention Registration Opens
1:00-3:00 p.m.	Core Real Estate CE (4 RE and Auction CEUs) – Frankie Griffin, BIC
3:15-5:15 p.m.	Real Estate CE (continued)
5:15-7:00 p.m.	Dinner on Your Own
6:30 p.m.	Advertising & Scholarship Awards Entertainment

SATURDAY, FEBRUARY 23, 2019

7:30 a.m.	Convention Registration Opens
7:30 – 8:30 a.m.	Board Meeting
8:30-9:30 a.m.	Regulatory Update, Amy Holleman (1 CEU)
10:00 a.m.-Noon	Annual Membership Business Meeting
Noon-1:00 p.m.	Lunch (Ticket Required)
1:00-2:30 p.m.	Writing Good Content for Your Advertising, Robert Mayo (1.5 CEUs)
2:30 – 3:00 p.m.	Break
3:00-4:30 p.m.	Social Media Marketing, Robert Mayo (1.5 CEUs)
4:30-6:00 p.m.	Break
6:00-10:00 p.m.	SCAA Banquet (Ticket Required) NAA Presentation Auctioneer Championship Competition, Fun Auction Hall Of Fame Presentation Officers & Directors Awards, Ceremony <i>(Semiformal/Business Attire Recommended)</i>

SUNDAY, FEBRUARY 24, 2019

8:00-8:30 a.m.	Sunday School
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CE classes are funded by the South Carolina Auctioneers Commission and the Recovery Fund.

SOUTH CAROLINA AUCTIONEERS ASSOCIATION 2019 ANNUAL CONVENTION

FEBRUARY 22-24 | EMBASSY SUITES | GREENVILLE
670 VERDAE BLVD, GREENVILLE, SC 29607 | 864-676-9090

NAME: _____ COMPANY: _____
 ADDRESS: _____ CITY: _____ STATE: _____ ZIP: _____
 PHONE: _____ FAX: _____ EMAIL: _____
 SPOUSE'S/GUEST'S NAME(S): _____

REGISTRATION: Full Registration includes 8 hours of continuing education, luncheon, gala and attendance to Fun Auction and Championship. *Auctioneer championships are separate items.* CE Only: Space is limited. Full Registrations take precedence. **If you are planning to attend the CE only, you must still fill out and return a registration form by February 15. You must register in advance.** CE classes are funded by the South Carolina Auctioneers Commission and the Recovery Fund. Please fill in and total the amount due:

Note: Savings on Full Registration when postmarked and paid in full by January 22, 2019	Early Price (On/Before 01/22/19)	Regular Price (After 01/22/19)	No. Per Category	TOTAL
Regular Members Full Registration <i>(This includes 8 hours of CE, luncheon, gala and attendance to Fun Auction & Championship)</i>	\$125.00	\$150.00	x =	\$
Affiliate Members Full Registration	\$150.00	\$175.00	x =	\$
Spouse/Family Full Registration	\$85.00	\$110.00	x =	\$
Nonmembers (Inc. 2018-19 Dues) Full Registration	\$163.50	\$225.00	x =	\$
Additional Gala Tickets (For Friends/Relatives/Staff)	\$50.00	\$65.00	x =	\$
Auctioneer Championship – Open Division	\$50.00	\$50.00*	x =	\$
Auctioneer Championship – Rookie Division	N/C	N/C	Please check if entering _____ →	
CE Only: Fri., Feb.22 – Core Real Estate (Frankie Griffin) (4 RE and Auction CEUs)	N/C	N/C	Please check if attending _____ →	
CE Only: Sat., Feb.23 – Regulatory Update (Amy Holleman) (1 CEU)	N/C	N/C	Please check if attending _____ →	
CE Only: Sat., Feb.23 – Writing Good Content for Your Advertising (Robert Mayo) (1.5 CEUs)	N/C	N/C	Please check if attending _____ →	
CE Only: Sat., Feb. 23–Social Media Marketing (Robert Mayo) (1.5 CEUs)	N/C	N/C	Please check if attending _____ →	

TOTAL DUE \$ _____

PAYMENT OPTIONS: CHECKS/CREDIT CARDS/PAYPAL

CHECKS: MAKE CHECKS PAYABLE TO: SCAA, PO BOX 41368, RALEIGH, NC 27629

CREDIT CARDS/PAYPAL/ELECTRONIC CHECKS: You will receive an invoice via email for the total due, and you will be instructed to pay the amount via PayPal. You can use any major credit card, your checking account or your PayPal account to pay. By choosing this method, you agree to pay the amount due above within 30 days of the date the invoice is issued. Please sign here: _____

No refunds will be given after February 1, 2019 – Contact SCAA Headquarters to submit a request.

HOTEL INFORMATION: SCAA has rooms blocked at Embassy Suites. Embassy Suites room rates begin at \$119.00. You must make your reservation on or before **January 15, 2019** to receive the SCAA rate. Make sure you tell the hotel you are with the SCAA. Call 864-676-9090 to make reservations.

*** After February 18, 2019 the entry fee for the Auctioneer Championship-Open Division will be \$100, no exceptions. See entry form for rules & criteria.**

Georgia Auctioneers Association 2019 Bid Calling Competition

The SCAA has been invited to participate in the Georgia Auctioneers Association 2019 Bid Calling Competition which will be held at the Lake Blackshear Resort in Cordele, Georgia on Saturday, January 19, 2019. Contest details, times, fees and rules will be posted online at a later date. If you have questions about the contest contact committee chairman, Todd Spence at 229-869-4200. Contact Lake Blackshear Resort to make reservations and be sure to ask for the GAA Member Rate of \$99/per night. **The bid calling contest is an open contest with a cash prize!**

Saturday, January 19, 2019 - Bid Calling Competition @ Lake Blackshear Park in Group Shelter Building- Judged by Paul C. Behr. Event Will Begin Around 5PM – Contestants Will Need To Arrive Early for Interviews & To Check In Items Time TBD. Food Trucks Will Be On-Site / Contest & Live Auction Open to Public

Know an auctioneer who is not a member of the SCAA?

Encourage them to attend functions and to belong to an association designed for their profession. Call the SCAA office at 919-876-0687 for more information or visit our website at www.southcarolinaauctioneer.org.

SCAA Jobs & Resource Board

Looking for ways to use your auctioneering abilities? Looking for assistance from an auctioneer or ringman? You are at the right place! Use the SCAA Jobs & Resource Board to expand your marketing power throughout the state of South Carolina! The SCAA Jobs & Resource Board is for members only — AND IT'S FREE! To post on the board, submit your posting information to the SCAA office by email (elaine@execman.net), fax (919-878-7413), or mail (SCAA, PO Box 41368, Raleigh, NC 27629).

Looking for work? Please include your name, phone number, region, times available and skill set.

Looking for help? Please include your name, phone number, location of auction, date and time and skill set needs.

Renewal may be by phone or email if there are no changes. **You must notify SCAA before each magazine issue** if you wish to renew for the upcoming issue. Contact information: 919-876-0687 or elaine@execman.net.

Name	Phone/Email	Location	Available	Jobs
Mike Harper	843-729-4996 mike@harperauctionandrealty.com	Southeastern U.S. and beyond. Licensed in S.C., N.C., Ga., and Fla.	Anytime	Ringman for real estate or heavy equipment.
Johnny Odom	803-460-4955 odomauction@ftc-i.net	Can work statewide.	Anytime	Can call, ring, show, clerk. 30 yrs. exp.
Darron Meares	864-444-5361 Darron@MearesandAssociatesLLC.com	Anywhere in the U.S.	Anytime	Auction Technology And Online Auction Resources Consultation/Management
Jake Ohlinger	864-918-7572 2jake@ohlinger.com	Upstate South Carolina	Anytime	Bid Calling & Ringman
Bryan Hope	864-377-1479 bhopen96@yahoo.com	Anywhere in U.S.	Anytime	Auctioneer/Ringman, Real Estate

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February Session 2019:

February.....2nd- 9th
(January 31st - February 2nd for GA Students)

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2019 SCHEDULE	
FEB. 2-10	
JUNE 1-9	
OCT. 5-13	

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Minimum Age: 18

School/Apprenticeship Required: Yes

Bonding/Insurance Required: \$100 to recovery fund

Licensure Period: Two years, expires June 30

Continuing Education Required: Yes, eight hours every two years

Commission Contact: www.llr.state.sc.us/pol/auctioneers

Reciprocating States

Alabama	Ohio
Florida	Pennsylvania
Georgia	Rhode Island
Indiana	Tennessee
Kentucky	Texas
Louisiana	Virginia
Mississippi	West Virginia
North Carolina	

Information above is subject to change and beyond control of SCAA

SCAA
PO BOX 41368
RALEIGH, NC 27629

FORWARDING SERVICE REQUESTED



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THANK YOU, BID CALLER BOOSTERS!

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Glen Brooks
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