

# TEXAS

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Texas Auctioneers Association

Annual Convention & State Championship



New Beginnings

# PROGRAM

*Welcome!*

[www.TexasAuctioneers.org](http://www.TexasAuctioneers.org)

*COVID protocols will be followed to provide safe spaced meeting environment.*

# Welcome! Jackie Lemons Shillingburg, CAI, AMM, PRI, TCAP

**TAA 2021 President**



“Welcome” to the 64th Annual TAA Convention & State Championship. We are so excited to hold this convention at the Kalahari Resort & Convention Center, Round Rock, TX. this year. It is a beautiful facility and I hope that you and your family can enjoy the many opportunities for dining, leisure, and fun that the resort offers. Our goal as an association is to always promote and enhance the Auction Method of Marketing through education, public relations, and information sharing. We must support and help one another so that we can reach our professional goals. To do this we must take advantage of the competing, training, networking, and educational opportunities available through our association. Your 2020-2021 board of directors has worked tirelessly this year to offer you the best and the brightest Nationally Recognized Speakers, Quality Education, Championship Contests, TCAP Certification, Fun Auction, Photo and Marketing

Contest, HOF, TDLR Legislation Task Force, Raffle, and more. Make sure to thank your board of directors, as well as Krista Richter our Executive Director and team for all their hard work and dedication to make this year’s convention a success. Also thank you to the Legislative and Sunset committees for their work to monitor and reply to the TDLR and state’s bills and recommendations impacting the profession. Working together TAA can make a difference for the future of auctioneering in Texas. We will provide an update at the TAA Membership meeting on Saturday.

Our TAA Auction Family is stronger than ever and have proven to be resilient, professional, and successful as we have waded through uncharted waters. It makes me so proud to be your President and I hope that in the future you will think about taking on a leadership role within our association to help others. Please make time to visit our exhibitors and thank our sponsors for their support. In Closing, Thank you TAA members for your continued support of this amazing association! God Bless you and God Bless the Texas Auctioneers Association!

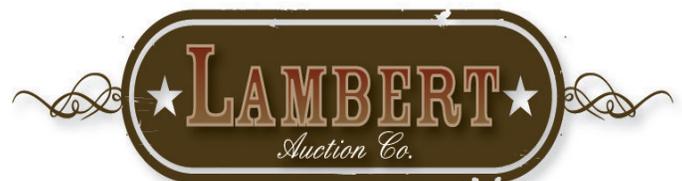
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**FRIDAY: PRELIM CONTEST & DINNER**

Kenny Bohot, Renee Sample & Charlene Sample  
Rene Bates Auctioneers Inc.

**SATURDAY: CHAMPION FINALS & AWARDS DINNER**

Bob Dickerson and Associates  
John Sisk Auctioneers, Inc.  
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Kenny Bohot, Renee Sample & Charlene Sample  
Rene Bates Auctioneers Inc.  
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# Important Information

TAA REGISTRATION HOURS:  
Thursday: 7:30AM-7PM | Friday: 7AM-6PM | Saturday: 8AM-6PM

## CE INFORMATION:

### TDLR Auctioneer CE Credits & Course Codes

You must sign in and turn in evaluation for each course for CREDIT. TAA will report to TDLR within 5 days. Contact TAA for questions. *TAA Provider #1125.*

### Thursday, May 20, 2021

#### TEXAS CERTIFIED AUCTION PROFESSIONAL COURSES

- BUSINESS FUNDAMENTALS INTENSIVE: COURSE #24164
- MARKETING ALL ANGLES: COURSE #24165
- AUCTION LOGISTICS: COURSE #24166

### Friday, May 21, 2021

- AUCTION LAW VERDICTS & CONSIDERATIONS: COURSE #24167
- SIMULCASTING AUCTIONS: COURSE #24169
- REAL ESTATE & AUCTIONS 2021-2022 HOW TO: COURSE #24168
- BUILDING YOUR CHANT & AUCTION BUSINESS: COURSE #24170
- HEALTH AND WELLNESS FOR THE AUCTIONEER: COURSE #24174

### Saturday, May 22, 2021

- MANAGING AUCTIONS AND PEOPLE: COURSE #24173
- DIVERSIFYING YOUR AUCTION BUSINESS: COURSE #24171
- CURRENT AUCTION LOGISTICS: COURSE #TBA
- THE LAST COWBOYS: COURSE #24172
- AUCTION LAW VERDICTS & CONSIDERATIONS: COURSE #24167

## AUCTION TERMS, CONDITIONS, DISCLOSURES:

1. You must be registered and have received a bid number before bidding on any auction item.
2. All winning bids are binding, and all sales are final.
3. Payment by the successful bidder must be made immediately following each night's auction by cash, check, Visa, MasterCard, American Express or Discover. Prepayment forms will be available at registration to expedite checkout after the auction(s).
4. Items must be picked up each night after the auction. The Texas Auctioneers Association is not liable for any items not picked up. Shipping can be arranged at an additional fee.
5. Descriptions of the items have been made with every reasonable effort to describe each one correctly, but all items are sold "where is" and "as is" and without warranty or representation of any kind as to the correctness of description, genuineness, authenticity, quality, or fitness for any purpose. The Texas Auctioneers Association does not assume any liability for the authenticity or the authorship of any property offered.
6. All auction items and services must be used within the time limits stated and are subject to the terms and conditions stipulated by the donors.
7. All items have been donated to the Texas Auctioneers Association and are sold by it and not by the donors. Purchasers may not ask for refunds or exchanges from the donor.
8. All items are non-transferable.
9. All bids are subject to a 10% buyer's premium which is in addition to the placed successful bid.

**Disclosures:** or Fun Auction & Contest Auctions, you MUST have a bidder number. Get bidder number at TAA registration. Bidders MAY pre-qualify with credit card payment and expedite check out each evening. Ask TAA Registration how to get "PRE-QUALIFIED". 10 % premium added to all auction items. ALL items MUST be PAID for and COLLECTED at the end of EACH AUCTION. TAA is NOT liable for ANY items left in the auction area overnight or unclaimed. Shipping arrangements can be made for an additional fee.

## Hotel Information

### Kalahari Resort

3001 Kalahari Blvd, Round Rock, TX 78665  
Phone #: 877-525-2427

## Thank you!

### 2021 TAA CONTEST JUDGES

Jack Christy, Jr.  
Peter Gehres  
Nicole Graham-Ponce  
Justin Holmberg  
Beth Rose

## Meet Your TAA Staff

Krista Richter, Executive Director  
Jennifer George, Communications  
Christina Pace, Membership

Texas Auctioneers Association  
201 Stillwater, Suite 8, Wimberley, TX 78676

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# Speakers



## **MIKE BRANDLY, CAI, AARE**

Groveport, OH - National Speaker, NAA Faculty, Auctioneer since 1979, Real Estate Appraiser, and approved Continuing Legal Education instructor for attorneys by Ohio Supreme Court and serves as Adjunct Faculty for Hondros College of Business. Mike maintains offices in Groveport, Ohio. He holds year-round auctions (every Wednesday) plus twice-monthly car auctions in addition to special event auctions around the United States and periodic contract auctioneer work in the Midwest.

**TCAP COURSE INSTRUCTOR AND CONVENTION SPEAKER**



## **SARA ROSE BYTNAR, CAI, AMM, AARE**

Naples, FL - Sara is a third-generation auctioneer with ten years combined auction and marketing experience. She has completed her Auctioneer Certification at The Repperts Schools of Auctioneering. Sara graduated from Bowling Green State University with a Bachelor's Degree in Communication, with a focus in promotions and advertising. She is also a graduate of the Professional Ringman's Institute and the 2012 Certified Auctioneer's Institute (CAI) Rose Award winner. She is the 2017 International Auctioneer Champion.

**TCAP COURSE INSTRUCTOR**



## **JACK CHRISTY, JR., CAI, ATS, BAS, GPPA**

Indianapolis, IN - Jack became a commercial aircraft mechanic after attending the ATA Training Academy. After seven years in the airline business, Jack decided to change his career and enter the auction industry. Jack is a graduate of Professional Ringman's Institute, Benefit Auction Specialist, Auction Technology Specialist, Certified Auctioneer Institute and Personal Property Appraisal. In 2006, Jack earned his auctioneering license after graduating Reppert Auction School. His specialization is in automobiles, tooling and electronics and currently assists in the instruction at Reppert Auction School.

**TCAP COURSE INSTRUCTOR, CONVENTION SPEAKER AND JUDGE**



## **WADE FISHER**

Wade is the owner of Ideal Video Productions, LLC based in Hearne, Tx ([idealvideoproductions.com](http://idealvideoproductions.com)). They provide innovative video production, photography, and online marketing with focus in the agricultural and livestock markets. He started out on a small ranch where cattle grow on limestone rock and goat weed. He went to Texas A&M University to pursue a career in Meat Science. A very long story later, he found his niche in the video productions and auction broadcast sector.

**CONVENTION SPEAKER**



## **PETER GEHRES, CAI, CES, CAS**

Peter is an auctioneer specializing in the sale of Real Estate, Equipment and Automobiles at auction. He currently serves as a Director of the National Auctioneers Association and is the 2015 International Auctioneer Champion. He also regularly assists charities, nonprofits and other organizations to raise money through live auction events and special appeals. Gehres is a Columbus, Ohio representative for RES Auction Services, one of Ohio's leading real estate and equipment auction companies. He has worked as an auctioneer for Barrett-Jackson Classic Car Auctions, Brandly & Associates, Brinkman Auctions, Freije & Freije Auctioneers, Akron Auto Auction, Southern Auto Auction, National Powersports Auctions, ADESA and Manheim/Cox Automotive.

**CONVENTION SPEAKER AND JUDGE**



## **NICOLE GRAHAM-PONCE**

Nicole has worked in the automobile industry for 28 years. She began her career working at her father's car dealership in 1993 selling cars. In 1998 Nicole joined ADT-Tyco (now Manheim) and works with automotive dealerships, banks, car rental agencies and car manufacturers providing end to end remarketing solutions. Nicole's extensive background in the automotive industry has provided her with a wide range of roles both in sales and operations, ensuring she has a solid foundation of industry knowledge. She has a proven track record of delivering sales and revenue gains, improving bottom-line performance, boosting operational efficiency, providing outstanding client service and high employee engagement. Nicole has a passion for developing team members and has a strong commitment to the client, team members and giving back to the community.

**CONVENTION SPEAKER AND JUDGE**

# Speakers



## **RON GREEN**

Owner PT Fitness, Dallas, TX. Wellness Integrator, BCS, CPT, CES, PES, YES (National Academy of Sports Medicine). Even though I exercised and watched what I ate for most of my life, while working in the fast-paced restaurant industry, I still struggled with my weight. After exercising regularly every week for years I realized something was missing and keeping me from reaching my fitness goals. It seemed I had the Heart required to improve but lacked the Focus to help myself. With this in mind, I chose to make a new investment. I began working with a coach and it changed my life. For the first time, I started reaching my fitness goals.

**CONVENTION SPEAKER**



## **HANS HAMMOND**

Bryan, TX - Hans is the Owner Operator Branding Iron Management since August 2011 has been a marketing professional for 28 years. Branding Iron represents clients in 12 states and 29 markets with annual revenue over 12 million and advertising placement.

**TCAP COURSE INSTRUCTOR**



## **JUSTIN HOLMBERG**

Justin Holmberg, founder of JH Auctioneers is a second generation auctioneer with more than 20 years of experience. He is graduate of the Missouri Auction School and has been around auctions since the age of 6. His knowledge, speed and accuracy have been appreciated by his many clients in the wide range of auction events in which he has participated. He specializes in national purebred auctions and has sold a champion horse for 6 million dollars thus warranting his diamond horseshoe ring he wears. National purebred auctions include Keeneland Auctions of Lexington, KY, Ocala Breeders Sale, Florida, Western Bloodstock Sale and Ruidoso Sales, New Mexico amongst many others. He also has worked with Manheim since 1992.

**CONVENTION SPEAKER AND JUDGE**



## **CALEB HOLT**

Caleb Holt moved to College Station to attend Texas A&M University in 2005 and made the city his permanent home. Since then, his work has focused on technological advancements for the safety of his community and beyond. Holt is from Smyer, TX, and he started his educational journey at a junior college in Oklahoma before transferring to A&M on a livestock judging scholarship. He graduated with a degree in animal science in 2007 and then earned a master's degree in agribusiness in 2009. In 2019, Holt left TEEX to start the nonprofit Make Safe Tech Inc. and the for-profit Axle Box.

**TCAP COURSE INSTRUCTOR**



## **MYERS JACKSON, CAI, CES**

Dallas, TX - Jackson is a 20-year professional auctioneer, Myers Jackson specializes in benefit fundraisers, property sales including personal property and real estate in the U.S. and abroad. Currently the Development Director for the USVET.fund, a nationally recognized Veterans Organization with a mission to listen, learn and observe the needs of veterans and their families aid in education, vocations, training, support and service.

**TCAP COURSE INSTRUCTOR**



## **DOAK LAMBERT**

Lambert is from Decatur, Tx and owns and operates Lambert Auction Company, a full service auction company that specializes in purebred livestock, rural real estate, western art and automobiles. He has been in the auction industry for more than three decades and has served on the Board of Directors for the Texas Auctioneers Association, the NAA, the Decatur FFA Alumni, the Will Long Memorial Foundation, The Live big Foundation, as well as staying active in his church and his local community. He is a partner in DV Auctions, one of the first online bidding platforms to be utilized in purebred cattle marketing. While Lambert's strong voice, smooth chant and industry knowledge are admired and recognized across industries, his commitment to building relationships remains one of the strongest principles of Lambert Auction Services. Lambert was inducted into the TAA Hall of Fame in 2020.

**CONVENTION SPEAKER**

# Speakers



## **BETH ROSE, CAI, AMM, AARE**

Maumee/Toledo, OH - Beth Rose Real Estate and Auctions, LLC. Beth is a second-generation Auctioneer/Realtor and a veteran in the business. She has built her company from the Toledo headquarters, and expanded to Michigan and South Florida within the 25 years of company's success. As an award winning seminar presenter and head of sales, Beth has promoted the auction method of marketing across 13 states, conducting over 400 auctions in a single year.

**TCAP COURSE INSTRUCTOR, CONVENTION SPEAKER AND JUDGE**



## **GAYLE STALLINGS, CAI, BAS**

Fundraising begins with FUN. As the founder and principal auctioneer of FUNauctions, LLC based in Austin, TX, Gayle Stallings has worked exclusively with non-profit organizations since 2005. She shows organizations how to maximize their gala revenue for a seamless event so there's more fun and less stress. Gayle has earned the prestigious industry designations of Certified Auctioneers Institute (CAI) and Benefit Auction Specialist (BAS) from the National Auctioneers Association.

**TCAP COURSE INSTRUCTOR**



## **AARON TRAFFAS, CAI, ATS, CES**

Aaron is an auctioneer from Medicine Lodge, KS. He currently is the content creator at HeavyWorth and, before that, spent 18 years with Purple Wave in Manhattan, Kansas. Aaron served as president of the Kansas Auctioneers Association in 2017 and past trustee of the National Auctioneers Association Education Institute. He is a well rounded and energetic individual working as an auctioneer, farmer, singer, and NAA Instructor for Internet Auction methods and past. You can contact him at [aaron@heavyworth.com](mailto:aaron@heavyworth.com).

**TCAP COURSE INSTRUCTOR**

### **TCAP Business Panel:**

- Lori Lemons Campbell, CAI, GPPA, PRI, TCAP
- David Drake, CAI, CES, GPPA, TCAP
- Jim Swigert
- Doug Bradford, CAI, TCAP - *Moderator*

### **TCAP Marketing Panel:**

- Beth Rose, CAI, AMM, AARE
- Myers Jackson, CAI, CES
- Walt Cade, CAI, ATS, BAS, CES
- Jackie Lemons-Shillingburg, CAI, AMM, PRI, TCAP - *Moderator*

# Ring Contest Caller



## **JOHN KORREY**

John is the 1992 Colorado State Champion, 1998 International Livestock Auctioneer Champion, 2002 Greater Midwest Livestock Auctioneer Champion, and 2002 World Champion Livestock Auctioneer. This Colorado Hall of Fame Auctioneer has a storied career, conducting auctions in thirty five states and four foreign countries. John serves as the lead auctioneer for the National Western Stockshow in Denver, CO and has been awarded the Ritchie Bros/Johny Paiz Auctioneering Excellence Award. John Korrey bases in Iliff, CO. A Ritchie Bros. auctioneer - he is in demand nationally & globally selling auctions in 35 states and 4 foreign countries selling livestock & equipment to national & international buyers. A true gentleman & giant auctioneer. From a young age John Korrey knew that he wanted to be an auctioneer.

He traveled with his father every week to various livestock auctions, where his dad would sell produce raised on their ranch - but John's attention would be on the auctioneer. He went to auction school and the rest is history. His hope is to pass on tips to everyone from the beginning auctioneer to the seasoned ones all in effort to make the auction profession better. 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. John created a dvd called "Chant of a Champion" that helps auctioneers improve their chant. The Dvd covers Voice Control, Timing, Communication, Working with Ring People and Clerks, and much more. John shows you his chant in many diverse settings including livestock, industrial equipment, farm and ranch, real estate and charity events as well as internet and television auctions. The dvd and more information can be found at [www.chantofachampion.com](http://www.chantofachampion.com).



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# Schedule of Events

Schedule 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. TAA TDLR CE Provider #1125

## THURSDAY, MAY 20, 2021

7:30 AM

**Registration Open**

*Kalahari D Hall*

### Texas Certified Auction Professional (TCAP Courses)

- Additional fee and pre-registration required.
- Lunch is provided for TCAP attendees.
- Headshots provided during lunch & break by: Myers Jackson



8:30 AM – 5:30 PM

### **BUSINESS FUNDAMENTALS**

*Kalahari Ballroom, Salon B*

*Course Moderator: Doug Bradford, CAI, TCAP & David Drake, CAI, CES, GPPA, TCAP*

- **Business Setup, Business Plan, Contracting, Negotiation, Labor, Insurance Overview, Q&A** - Mike Brandly, CAI, AARE
- **Business Plan, Financial Expectations, Capital and Q&A** - Caleb Holt, *Axle Box*
- **Technology Boot Camp for Start Ups** - Aaron Traffas, CAI, ATS, CES
- **Hard Knocks Panel Q&A** - Lori Lemons Campbell, CAI, GPPA, PRI, TCAP, David Drake, CAI, CES, GPPA, TCAP and Jim Swigert

8:30 AM – 5:30 PM

### **MARKETING AT ALL ANGLES**

*Kalahari Ballroom, Salon A*

*Course Moderator: Elizabeth Drake, CAI, ATS, GPPA, TCAP*

- **Prospecting & Lead Generation "Old School & New"** - Beth Rose, CAI, AMM, AARE & Sara Rose Bytnar, CAI, AMM, AARE
- **The Role of Your Website in Marketing - Current Trends** - Sara Rose Bytnar, CAI, AMM, AARE
- **Advertising Trends and Media Buying Updates** - Hans Hammond, *Branding Iron Management*
- **Sales & Marketing Strategies, Building Clients, Communication Skills** - Beth Rose, CAI, AMM, AARE
- **Branding for Modern Auctioneer, Media Interview Tips, Sales Call in 2021** - Beth Rose, CAI, AMM, AARE
- **Marketing Yourself, Using your branding and getting from A to B** - Myers Jackson, CAI, CES
- **Prospecting, Closing and Marketing Tips with Q&A Panel** - Beth Rose, CAI, AMM, AARE, Myers Jackson, CAI, CES and Walt Cade, CAI, ATS, BAS, CES

8:30 AM – 5:30 PM

### **AUCTION LOGISTICS - FROM THE GROUND UP**

*Kalahari Ballroom, Salon D*

*Course Moderator: Jackie Shillingburg, CAI, AMM, PRI, TCAP*

- **Auction Logistics: Identifying Audience & Needs** - Jack Christy, CAI, ATS, BAS, GPPA
- **Logistics Basics: Set ups, Clerking, Cataloguing, Checklists, Online vs. Live Needs** - Jack Christy, CAI, ATS, BAS, GPPA
- **Audio Visual & Sound Tips** - Aaron Traffas, CAI, ATS, CES
- **Distribution, Safety & Labor Tips & Future Trends in Lieu of COVID, Q&A** - Jack Christy, Jr., CAI, ATS, BAS, GPPA
- **Walk Thru Set Up: Interactive Demo** - Jack Christy, Jr., CAI, ATS, BAS, GPPA
- **Insurance Update** - TBA
- **The New Auction in the Virtual Arena: Why you can't just show up!** - Gayle Stallings, CAI, BAS
- **Tips and Q&A**

1:00 PM

**Auction Items Check-in Opens**

*Kalahari Ballroom, Salon C*

4:00 PM – 6:00 PM

**Headshots by Myers Jackson**

*TCAP Course Area – Zambezi*

Head shots are provided for TCAP Course attendees. Once finished, other registered attendees may request.

6:00 PM – 6:30 PM

**TAA Board Meeting**

*Kalahari Ballroom, Salon D*

7:00 PM – 9:30 PM

**President's 'Surfin' Safari' Reception & Fun Auction**

*Kalahari Ballroom, Salon E*

*Reception Sponsor By:*

**Lemons  
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Online Pros**

*Come in your best "Surf" or "Safari" attire and enjoy the nights festivities!  
All attendees are encouraged to help auction items!  
Fun for all ages! Don't Miss It!*



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For CE credit, you must sign in and list your TX license # at each class. \*TAA TDLR CE Provider #1125\*

## FRIDAY, MAY 21, 2021

7:00 AM	<b>Registration Open</b>	<i>Kalahari D Hall</i>
7:30 AM – 8:30 AM	<b>First Timer Breakfast</b> Hosted by: TAA Hall of Fame <i>*FREE for 1<sup>st</sup> timers to convention/HOF/BOD</i>	<i>Kalahari Ballroom, Salon D</i>
8:00 AM – 2:00 PM	<b>Auction Item Check-In</b> <i>All items must be checked in with Clerk</i> <b>Deadline for Contest Items is 2pm.</b>	<i>Kalahari Ballroom, Salon C</i>
8:30 AM – 10:30 AM	<b>CE LECTURE</b> [2hrs CE] <b>Class: Auction Law: Verdicts &amp; Considerations</b> <b>Includes cases on online/wire fraud/fictitious bids</b> <i>*Meets TDLR law CE requirements</i> <i>Speaker: Mike Brandly, CAI, AARE</i>	<i>Kalahari Ballroom, Salon E</i>
10:30 AM – 10:45 AM	<b>Break with Exhibitors</b>	<i>Kalahari Ballroom, Foyer</i>
10:45 AM – 12:45 PM	<b>CE LECTURES</b> [2hrs CE] <b>Class 1: Simulcasting Auctions</b> <i>Speaker: Doak Lambert &amp; Wade Fisher</i> <b>Class 2: Real Estate &amp; Auctions 2021-2022 and How to Overcome 2020</b> <i>Speaker: Beth Rose, CAI, AMM, AARE</i>	<i>Kalahari Ballroom, Salon E</i> <i>Kalahari Ballroom, Salon A/B</i>
12:45 PM – 2:00 PM	<b>Lunch on Your Own</b>	
12:45 PM – 2:00 PM	<b>Hall of Fame Meeting</b>	<i>Kalahari Ballroom, Salon D</i>
2:00 PM	<b>Contestant deadline to turn items in and sign up for contests</b>	
2:00 PM – 4:00 PM	<b>CE LECTURES</b> [2hrs CE] <b>Class 1: Building Your Chant and Auction Business</b> <i>Speaker: Justin Holmberg</i> <b>Class 2: Health &amp; Wellness for the Auctioneer</b> <i>Speaker: Ron Green, Dallas Fitness &amp; Wellness Coach</i>	<i>Kalahari Ballroom, Salon E</i> <i>Kalahari Ballroom, Salon A/B</i>
5:00 PM	<b>Contestant Meeting – MANDATORY</b> <i>*Must arrive promptly at 5:00 pm or disqualified.</i>	<i>Kalahari Ballroom, Salon A/B</i>
5:45 PM	<b>Judges Meeting</b>	<i>Kalahari Ballroom, Salon A/B</i>
5:45 PM	<b>Ringman Contestants Meeting with John Korrey</b>	<i>Kalahari Ballroom, Salon D</i>
6:30 PM	<b>Dinner &amp; State Contest Preliminary Auction</b> <i>Bid on great items and support your contestants!</i>	<i>Kalahari Ballroom, Salon E</i>
End of Prelims-1:00 AM	<b>Hospitality</b>	<i>Kalahari Ballroom, Salon D/E</i>





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## SATURDAY, MAY 22, 2021

8:00 AM	<b>Registration Open</b>	<i>Kalahari D Hall</i>
8:30 AM – 10:30 AM	<b>CE LECTURES</b> [2hrs CE] <b>Class 1: Managing Auctions &amp; People</b> <i>Speaker: Nicole Graham-Ponce</i> <b>Class 2: Diversifying your Auction Business &amp; Experiences Transitioning to Online – Benefits, Real Estate, Personal Property</b> <i>Speaker: Beth Rose, CAI, AMM, AARE</i>	<i>Kalahari Ballroom, Salon A/B</i> <i>Kalahari Ballroom, Salon E</i>
10:30 AM – 10:45 AM	<b>Break with Exhibitors</b>	<i>Kalahari Ballroom, Foyer</i>
10:45 AM – 12:45 PM	<b>CE LECTURES</b> [2hrs CE] <b>Class 1: Current Auction Logistics &amp; Personal Property Appraisal with Q&amp;A</b> <i>Speaker: Jack Christy, Jr., CAI, ATS, BAS, GPPA</i> <b>Class 2: “The Last Cowboy’s” – The American Bid Caller</b> <i>Speaker: Peter Gehres, CAI, CES, CAS</i>	<i>Kalahari Ballroom, Salon A/B</i> <i>Kalahari Ballroom, Salon E</i>
12:45 PM – 2:30 PM	<b>TAA Membership Meeting, Sponsor Appreciation &amp; Legislative Update</b> <i>Grab &amp; Go Lunch Provided</i>	<i>Kalahari Ballroom, Salon E</i>
2:30 PM – 3:30 PM	<b>TAA New Board Meeting</b>	<i>Zambezi Room</i>
2:30 PM – 4:30 PM	<b>CE LECTURE</b> [2hrs CE] <b>Class: Auction Law: Verdicts &amp; Considerations</b> <i>Includes Federal case review on ivory, taxidermy, reproductions</i> <i>*Meets TDLR law CE requirements</i> <i>Speaker: Mike Brandly, CAI, AARE</i>	<i>Kalahari Ballroom, Salon A/B</i>
4:30 PM – 6:30 PM	<b>Semi-Finalist Interviews</b>	<i>Kalahari Ballroom, Salon D</i>
7:00 PM – 10:00 PM	<b>State Champion Finals, Awards Dinner &amp; Scholarships</b> <i>Emcee: Jackie Shillingburg, CAI, AMM, PRI, TCAP</i> <ul style="list-style-type: none"><li>• New Board of Directors Inducted</li><li>• Hall of Fame &amp; Scholarship Recipients Awarded</li><li>• TCAP Graduates Recognized</li></ul>	<i>Kalahari Ballroom, Salon E</i>
<b>**ALL AUCTION ITEMS MUST BE PAID FOR &amp; PICKED UP AT END OF SATURDAY AWARDS EVENT**</b>		
End of Finals-1:00 AM	<b>Hospitality</b>	<i>Kalahari Ballroom, Salon D/E</i>

## SUNDAY, MAY 23, 2021

8:30 AM – 10:00 AM	<b>FCAI Memorial Service &amp; Fundraiser</b> Light Breakfast Provided. <i>*Additional ticket required.</i>	<i>Zambezi Room</i>
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# TAA 2021 Scholarship Winners

Congratulations to the 2021 Texas Auctioneer Association Scholarship recipients. Also thank you to all applicants. Please note that members can resubmit applications as long as their student is still enrolled in secondary or vocational education. For the Jim Sample Auction School Scholarships, and Rene Bates TCAP Scholarship, applicants can resubmit.

For 2021, we are happy to announce that due to the amount of applications and the impact of COVID, as well as donations received throughout the year, the Texas Auctioneers Association Scholarship Committee was able to award more than one scholarship this year as follows:

## SCHOLASTIC SCHOLARSHIP RECIPIENTS



**Thomas Gallaway, Belton, TX** *Graduating Belton High School 2021* [\$2500]

• **FATHER: TREY GALLAWAY, TAA MEMBER**

Thomas will graduate in the top 10% of his class and was an active student as member of National Honor Society, FFA, and the Tiger Media Theater Club. He also was active in church and civic organizations including special needs ministries, church orchestra, and conducting fundraising auctions for schools and local non-profits. He completed America's Auction Academy (formerly the Texas Auction Academy) at age 13 and has worked in his family auction business since childhood. He currently acts as Operations Manager for Central Texas Auctions. Thomas plans to attend the University of Mary Hardin Baylor in Belton in the Fall.



**Erin Catching, Howe, TX** *Graduating Howe High School 2021* [\$1000]

• **FATHER: CLINT CATCHING, TAA MEMBER**

Erin has worked in her family farm, ranch and auction business since childhood. She has learned everything from vaccines to auction clerking and continues to help the family businesses, Catching Brothers Auctioneers. She is an active student at Howe High School including drum major, Treasurer of the National Honor Society, Student Council and Area V Secretary and local Treasurer for the FFA. Erin plans to attend Texas Tech in the Fall and pursue Animal Science Major with Business and become an animal chiropractor.



**Trinity Barnett, Midland/Boerne, TX** *Graduating Midland Lee High School 2021* [\$500]

• **GRANDPARENTS: RICK & CINDY STROUD, TAA MEMBERS**

Trinity has been active in school with involvement in National Young Leaders, marching band, and art receiving the state award Gold Seal in Art for VASE. Along with her passion for creativity and art, she also is a published poet and writer. She plans to attend the University of Texas in San Antonio.

## RENE BATES TCAP SCHOLARSHIP RECIPIENT



**David Dean, Santo, TX**

*Awarded Scholarship for the 3 course TCAP program in memory of Rene Bates.*

David has worked in the auction business since 1976. He first saw Rene' Bates when he was a junior in high school at auction for the local FFA district. David shares, "That day I knew I wanted to be an auctioneer! As God ordained I met Rene' at the right time and his friendship and mentoring guided me in life, as well as being an auctioneer." I have been blessed to have known him and learned from him. David wants to advance his auction career by attending the Texas Certified Auction Professional courses and update and move his auction experience forward. Good luck David!



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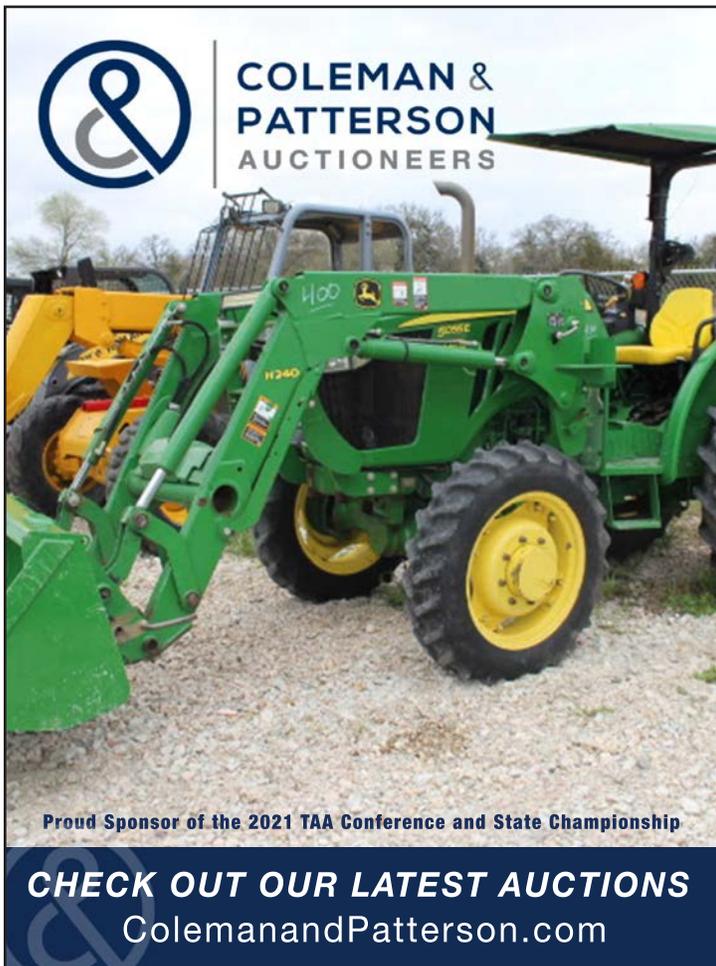
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1977 Bob Goree, CAI*	1988 Bob Emley*	1999 Renee Jones, CAI	2010 Trey Galloway
1978 Roland Reese	1989 Doak Lambert	2000 Rick Montgomery	2011 Angie Meier
1979 Gary Fingleman*	1990 Tommy Carson	2001 Tony Langdon	2012 Clay Golden
1980 Dudley Althaus, CAI*	1991 "Spanky" Assiter, CAI	2002 Brady Hansen	2013 Wendy Lambert
1981 Charles Sanders*	1992 Scott Swenson, CAI	2003 Craig Meier	2014 Troy Robinett, PRI
1982 Larry Waddle	1993 Wayne Wheat	2004 Brent Graves	2015 Logan Thomas, CAI, BAS
1983 Danny Green	1994 Pat Long	2005 Tim Assiter	2016 Jarod Hamm
1984 Jack Van Hauen	1995 Mike Jones, CAI	2006 Terrell Coleman	2017 Kyle Dykes
1985 Miles Autry, CAI *	1996 R. L. Bordovsky	2007 Bret Richards, CAI	2018 Toya McLeod
1986 Rocky Walker, Jr. *	1997 Andy Dunning	2008 Luther Davis, CAI	2019 Morgan Hopson, CAI
1987 "Ronnie" Wylie	1998 Bob Dickerson	2009 John Sisk, CAI	2020 Cody Shelley

## SENIOR

1991 Henry R. Storey*	2001 Jim Sample*	2011 No Entries
1992 Ronald Reese	2002 Dwight Toney	2012 Mack Cornet
1993 Jack V. Ogle, CAI*	2003 George Vaught	2013 Ernie Croucher, CAI*
1994 Paul N. Henry*	2004 Shorty Yeaman, CAI	2015 Alvin Kaddatz
1995 Dudley Althaus, CAI*	2005 Robert Oliver, CAI	2016 Wade Bartley
1996 William J. Wade*	2006 Mark Riley	2017 Forres Meadows
1997 Jack Van Hauen	2007 Dusty Adams, CAI	2018 Bear Hebert
1998 Charles Connour*	2008 Jim Clater, Sr.	2019 Scott Droddy
1999 Bob Goree, CAI*	2009 Bob Dickerson	2020 Joel Lemley, CES, CAGA
2000 Lyle Bond	2010 Del Lemons, Sr.*	

## RINGMAN

2003 B. J. Lewis	2009 Ed Brooks	2015 Kate Phillips
2004 Jeff Dunning, Jr.	2010 Wesley Pool	2016 Doug Bradford, CAI
2005 Lex Forgerson	2011 Traci Yeaman	2017 Si Harbottle, CAI
2006 Bandy Assiter	2012 Tom Lester	2018 Steve Hopson
2007 Angie Meier	2013 Montie Davis, PRI	2019 Monica Higdon
2008 Bradley O'Leary	2014 Logan Thomas, CAI, BAS	2020 Levi Meier

## ROOKIE

2000 George L. Vaught	2007 Austin Fullingim	2014 Logan Thomas, CAI, BAS
2001 Toya McLeod	2008 Tommy Russell	2015 Kate Phillips
2002 Chad Hodges, PRI	2009 Travis Kaddatz, CAI	2016 Nolan Cade Hall
2003 B. J. Lewis	2010 Tom Lester	2017 Tyler Rankin
2004 Bret Richards, CAI	2011 Jarod Hamm	2018 Jacob Long
2005 Angie Meier	2012 Audri Murihead	2019 Landon Waddle
2006 Jedd Trice	2013 Kyle Dykes	2020 Austin Jet Jones

## TEAM

2019 Trey Galloway & Wes Pool

2020 Craig Meier & Levi Meier

## Thank You! 2021 Convention Committee

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