



TEXAS AUCTIONEER

THE OFFICIAL PUBLICATION OF THE TEXAS AUCTIONEERS ASSOCIATION, INC.



Sixto Paiz was named the 2024 TLSO Grand Champion. He received \$15,000, trophy belt buckle and custom saddle.



Troy Robinett, TLSO emcee and co-founder



Sixto Paiz competing in the finals.

Bottom Photos Left to Right: Judges evaluated 24 contestants. Tony Langdon (left) and Cody Shelley (right) provided commentary throughout the contest.



TEXAS LONE STAR OPEN SHINES

The stars at night were big and bright at the 7th annual Texas Lone Star Open Bid Calling Contest (TLSO) held January 28th at the Fort Worth Stock Show & Rodeo. Texas once again showed the auction world how we set the standard for an open bid calling contest.

To say I am proud of what took place on that night in January would be an understatement. As we started to contestant meeting, I looked around the room and was astonished at the talent that sat waiting to compete. World champions, international champions, state champions, semifinalists and finalists of the most prominent auction contests in the world had come Texas to let their talents shine bright. With \$25,000 in prize money, a custom Jeff Smith Saddle & Hyo Silver belt buckles on the line, tensions, heart rates and stress levels were all elevated. Our contestants came to Fort Worth and they meant business. This was going to be an old west shoot out!

Twenty-four contestants from across the USA did not disappoint! They all walked on that stage and represented themselves and the live auction method of marketing with integrity. That night was special for so many, but to see how these men conducted themselves under that kind of pressure was encouraging to all auctioneers in attendance and to those watching the live stream.

I want to once again say thank you to the 2024 Texas Lone Star Open Trustees, who stepped up in a huge way to allow our grand champion prize money to be raised to \$15,000. I can't thank you enough for what this means to me and to the competitive auctioneering world.

To all the TAA members who volunteered, attended in person or sent encouraging calls, text or messages I want to say thank you. It would truly not be possible without your love and support.

We have BIG plans for 2025. One of those will be the renaming/rebranding of the TLSO. We will be moving forward as the "Texas Lone Star Open Auctioneer Contest." We look forward to rolling out our other big changes in due time. You'll want to save the date now for next year. It is January 26, 2025 and it will be in Fort Worth, Texas.

Sincerely,
Troy Robinett, TLSO Co-Founder & Co-Chairman

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PRESIDENT UPDATE

JAROD HAMM TAA 2023-2024 PRESIDENT

I hope this article finds everyone doing well and ready to go strong in 2024!! Crazy to think that this is already one of my last articles as the current president. Time flies when we're having fun!!

As some of you know, I am still going through my phone list and membership list to reach out to past and current members that we haven't seen in a while!! It has been fun getting to catch up with some of you that I have not talked to in quite some time. I hope that you all will help me in reaching out to members that you know of, as well to help build our membership to support our industry. Please take time out of your schedule, to make a phone call. That phone call might possibly be the next little push that person needs to make them want to come and join and be a part of our wonderful association.

I know we talked last year about late nights during the convention, and we are working on adjusting time schedules to help with that! Instead of a "President's Welcoming Party" on Thursday evening, we will have a social hour to congregate, intermingle and catch up, and then we will let the KIDS HAVE SOME FUN! Children on stage was a tremendous hit last year! I love family and nothing makes me happier than encouraging and sparking even the tiniest bit of interest of this industry into our kiddos. I want to encourage any child that is interested to come "auction" an item or two! We will close the evening after the children's auction with our ANNUAL FUN AUCTION to raise funds for our association! IT IS A GREAT TIME, AND I ENCOURAGE EVERYONE TO ATTEND!

COMPETITION TIME! I'm not making any promises to an early night on Friday night! Even with an earlier start time, I am hoping that we have so many contestants that we still run late!! It's just one weekend a year that we all get to spend together, so I hope we can all pull together, push through another late night and give these contestants the attention they deserve!! So many contestants come from all areas of the state and from all different disciplines of our industry, and I hope you will be there right alongside the rest of us to give them plenty of encouragement and support.

We have many longtime sponsors at our convention, and we are certainly grateful for each and every one of them! Please help promote our industry and allow us to recognize and promote



your brand! If you would like to be a sponsor at the upcoming event, please feel free to reach out to Stacy or myself.

Jayne Moore presented an idea last year of adding an "All Around" award to our contest. We find this to be a great idea, and we will provide more information on this award soon. Scott Swenson also pitched an idea of a "support page" on our social media site to give auctioneers a place amongst the group to reach out to peers when looking for help in any area of our industry (whether that be needing an auctioneer to fill in, needing someone to come clerk for you, or for seeking advice from fellow peers). Stacy has handled this and it's a community page on Facebook called Texas Auctioneers Association Community. Join the group and utilize this service.

America's Auction Academy just had their first class of the year, and they are scheduled to have another class before convention time. We hope to have numerous first-time attendees at the convention this year. I encourage you all to make them feel welcome, encourage them to return, and show them the advantages they have with endless networking opportunities amongst their peers. We were all in their shoes at one point, so let's help promote their eagerness and welcome them into our extended family.

In closing I cannot express how much I'm looking forward to attending the convention in June. It has been quite the privilege to serve as your president. Having the opportunity to serve with this board and former board members has truly been an honor. The TAA is in great hands for years to come. As always, if there is anything I can do for you, or if you have any questions, please feel free to reach out to me anytime. My contact information is below, and I look forward to seeing each of you June 13-16th in Frisco.

Jarod Hamm
Email: jarodhamm@yahoo.com
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TEXAS AUCTIONEERS ASSOCIATION

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GO AHEAD AND COMPETE

It seems we just rang in the New Year, but here we are coming upon June and the yearly association conference and contests. It seems like a good time to talk about the opportunities of putting yourself out there and what competing can do for you as an auctioneer.

On a personal note, competition can do a lot for you. This is just a push to help those who are on the fence about competing for whatever reason they may have. Often when I arrive to compete, I run into many friends in the business that are just

there to watch, and I want to personally encourage everyone to enter a contest and take the plunge.

I have two reasons why you need to compete. The first is professional development. When you are the business, you must do your own marketing and present yourself against the crowd to stand out and improve. Every competition is an opportunity to improve your skills and craft and an opportunity for mic time in front of people that are judging you and will be completely honest. Many believe competitions are not for them, but these opportunities give you not only mic time to perfect

your skills, but also professional relationships. These relationships are reason number two that you should compete. These relationships might land you a job or even just become the mentor and confidant that you need most in furthering your career as an auctioneer. I have personally landed jobs, mentors, confidants, and truly believe that everyone that is passionate about the business should want to better themselves and "as iron sharpens iron, so one person sharpens another."

I look forward to seeing the line-up for the 2024 competition at the Texas Auctioneer Association Convention.

Sixto Paiz, 2023 TAA State Champion

“...AS IRON SHARPENS IRON, SO ONE PERSON SHARPENS ANOTHER.”



TEXAS AUCTIONEERS ASSOCIATION

2024 CONVENTION

★ JUNE 13-16, 2024 ★

EMBASSY SUITES • FRISCO, TEXAS



JOIN US IN FRISCO FOR A WEEKEND OF NETWORKING, EDUCATION, AND FUN!

Registration will open for the 2024 TAA Convention and State Champion Contest on April 1, 2024, visit:

<https://texasauctioneers.org/event-annual-convention/> for more information on how to register and to reserve your hotel room.

New this year! Increased payout to the state champion auctioneer – now \$3,000!

Are you interested in sponsoring or having a trade show booth? Let us know at stacy@texasauctioneers.org and we'll get a sponsorship set up for you.

PROPOSED BYLAWS CHANGES

These proposed changes will be voted on during the annual membership meeting held during the TAA Annual Convention and State Championship Contest.

To find a copy of the current bylaws, please visit texasauctioneers.org.

ARTICLE III – DIRECTORS

3. Election and Term of Office.

(a) Eligibility. Nominees for Director must be a TAA MEMBER, must have been a Texas Licensed Auctioneer for a minimum of Two (2) years, and must have attended Two (2) consecutive TAA Conventions prior to year of nomination. Eligibility of all nominees will be verified by the Executive Director.

(b) Elections. At the annual business meeting, the President shall call out and post the final list of candidates for director positions. In addition, nominations from the floor may be presented at the annual convention meeting provided that the candidate's eligibility to serve has been verified by the Executive Director. The President shall then call for a vote by the membership for each candidate. Plurality Block Voting shall be the system used for electing Directors. The candidates receiving the highest number of votes shall be declared the winners. A majority of the votes for each candidate is not required.

ARTICLE VI – OFFICERS

2. Election and Term of Office.

(a) Eligibility. Nominees for the offices of President, President-Elect, 1st Vice President, 2nd Vice President, and Secretary/Treasurer must be a TAA MEMBER, must have been a Texas Licensed Auctioneer for a minimum of Two (2) years, and must have completed a minimum of Two (2) years as Director of the TAA. Eligibility of all nominees will be verified by the Executive Director.

(b) Elections. At the annual business meeting, the President shall call out and post the final list of candidates and the offices they seek. In addition, nominations from the floor may be presented at the annual convention meeting provided that the candidate's eligibility to serve has been verified by the Executive Director. The President shall then call for a vote by the membership for each candidate. Majority Two-Round Runoff Voting shall be the system used for electing officers. The candidate for each office receiving more than 50% of the votes shall be declared the winner. If no one receives a majority of the votes, a second round of voting will take place between the top two candidates who received the highest number of votes during the first round of voting.

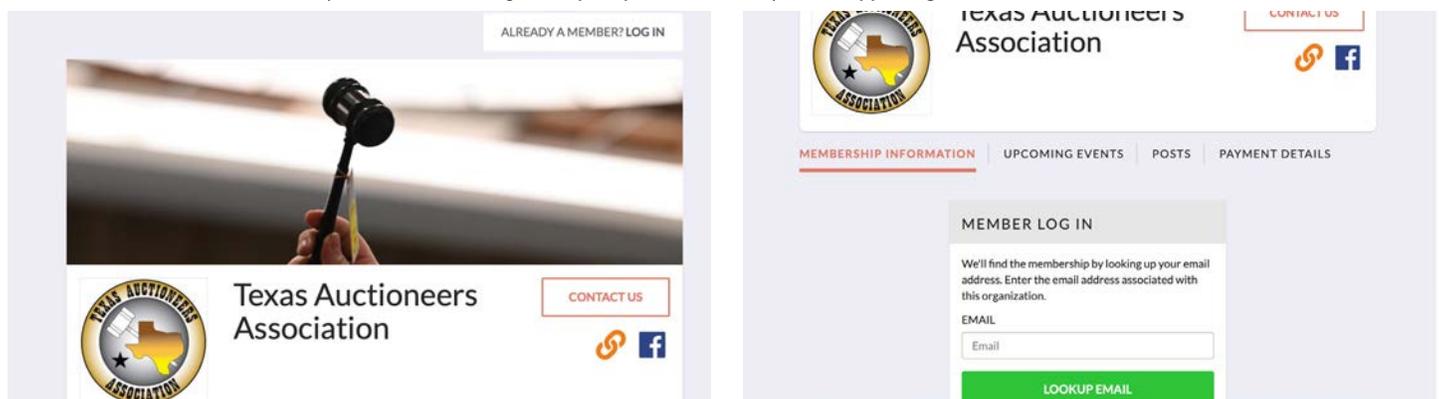
NEW MEMBERSHIP SYSTEM

Managing your TAA membership has never been easier! Texas Auctioneers Association recently implemented a new membership system. This new system will make paying your dues, managing your membership, and accessing member-only content easier than ever. Just visit texasauctioneers.org/membership for instructions on how to log in to the new membership portal. Don't want to forget paying your dues each year? No need to worry! You can sign up for automatic renewal when you pay your 2024 dues.

New and renewing members will instantly receive a membership confirmation email with more information about TAA membership, upcoming events, and more information! This will continue to be enhanced, so keep looking checking back for more features to be added to this system.

Once you visit the website, click "Already a member" at the top of the page. On the next page, enter your membership email address. The system will email you a link to set your password and you'll be well on your way to accessing all of your membership information!

Please reach out at 817-999-6279 or stacy@texasauctioneers.org for help or questions! Thank you for supporting TAA.



The screenshot displays the Texas Auctioneers Association website interface. At the top, there is a navigation bar with the TAA logo on the left and a 'CONTACT US' button on the right. Below the navigation bar, there are four main menu items: 'MEMBERSHIP INFORMATION', 'UPCOMING EVENTS', 'POSTS', and 'PAYMENT DETAILS'. The 'MEMBERSHIP INFORMATION' section is highlighted. In the center, there is a 'MEMBER LOG IN' section with a sub-header and a brief instruction: 'We'll find the membership by looking up your email address. Enter the email address associated with this organization.' Below this instruction is an 'EMAIL' input field with a placeholder 'Email' and a green 'LOOKUP EMAIL' button. To the left of the main content area, there is a large image of a hand holding a gavel, and below it, the TAA logo and the text 'Texas Auctioneers Association' with a 'CONTACT US' button and social media icons for LinkedIn and Facebook.

My name is Bryn Peters, I am 22 years old and from a place called County Longford, in the midlands of Ireland. I recently had the fantastic experience of spending a week at America's Auction Academy in Texas. I first developed an interest in the auction industry after attending various auctions with my workplace mentor in Ireland, these were mostly small real estate auctions. Working as an apprentice realtor, I found the fast-paced environment and the art of negotiation fascinating.

This interest prompted me to explore the industry further, leading me to participate in a novice auctioneering contest run by the Irish Professional Auctioneers & Valuers association (IPAV) in January 2023. In this competition I conducted four live auctions on the day and despite stiff competition from nine other competitors from around the country, I was judged the winner. Winning the contest boosted my confidence and reaffirmed my passion for auctioneering.

Following my success, the prize for which was a scholarship to attend auction school at the America's Auction Academy, I planned my trip not knowing what to expect in Texas. At first, travelling halfway across the world was a daunting endeavor. I am happy to say I was pleasantly surprised, the comprehensive training I received at the academy from Mike Jones and the other instructors honed my skills in auctioneering, contract law, marketing, and business management, preparing me for a successful career in the industry.



Mike Jones (left) and Bryn Peters (right).

Coming from a small town of Lanesborough of just over 700 people in the midlands of Ireland, travelling to Texas was an experience of a lifetime. I was warmly welcomed in Texas and met some amazing people from all over the United States, who I now consider friends for life! If I get the opportunity, I would love to return to Texas to experience more of what the 'lone star state' has to offer!

Moving forward, I plan to leverage my education and experience to perhaps establish my own auctioneering business. I aim to specialize in real-estate auctions, leveraging my expertise in valuing and selling various types of property and land. For now, however, I am happy learning and gaining more experience in the property industry and am just grateful for the experience the Auction Academy has given me.

I am enthusiastic about the opportunities ahead in the auction industry and am eager to continue learning and growing as a professional auctioneer. I look forward to building strong relationships with clients and providing exceptional service, while hopefully making a positive impact in her community through my work.

I would strongly advise anyone looking to progress professionally in the industry to attend auction school, it was an experience that grows everyone as auctioneers and as people. I would like to extend my sincere thanks to Mike Jones, Lori Jones, Cheri Boots-Sutton, Philip Braun, Richard Schur, Scott Swenson Randolph Holford & Wayne D. Thorn for sharing their knowledge and insight with us at the school. Each of the instructor's passion and energy for the industry was palpable and made the experience all the more exciting.

AUC-PAC DONATIONS

Support the AUC-PAC by donating today! This is your opportunity to help strengthen our industry and our profession in Texas.

Visit: <https://texasauctioneers.org/members-information/aucpac-compfund-donations/> to donate or scan the QR code to the right.



CHAPLAIN'S CORNER | NEWS FOR YOU

ALVIN KADDATZ



The Fellowship of Christian Auctioneers International (FCAI) is encouraging everyone to renew their dues. We minister to auctioneers and their families, as well as deployed troops. Thanks to everyone who has already renewed. In Romans 12:5 scripture states "For we, who are many, are one body in Christ, and individually members one of another."

In Matthew 9:12 & 13 scripture states "But when Jesus heard that, He said unto them. They that be whole need not a physician, but they that are sick 13 But go, ye and learn what that meaneth. I will have mercy, and not sacrifice, for I am not come to call the righteous, but sinners to repentance."

THE RANCHER'S CODE

Give everything you've got in everything you do.
You're only as good as your word, so never go back on it.
Stand up for what's right, even if you're the only one standing.
Honor our nation, and the men and women who protect it.
Serve as a steward of the land, because the Lord ain't makin' any more of it.
Give thanks every day for what you have and the people who got you there.
The person next to you is more important than anything on your mobile.
Never post anything online you would not say to someone's face.
Respect the opinions of others, even if you do not agree with them.
When you get knocked down, get back up.

By Cattle Max

PRAYER REQUESTS

Tommie McDonald, Tyler, Tx
Jack Van Hauen, Keller, TX
Ryan Lystad, Terry & Lou Ann Water's son in law, Aledo, TX
Bob Mitchell, Terrell, TX
Brenda Kaddatz, Hillsboro, TX
Kyle Michell- Terrell, TX
Sandy Dunning- Plano, TX
Yvonne Jones- Gainesville, TX
Renee Jones, Gainesville, TX
Lou Ann Young- Olton, TX
Stan Young's mother - Olton, TX
Teresa Murihead, Hubbard, TX
Brett Thomas, Mt. Pleasant, TX
Jeff Dunning Sr., Health -Carrollton, TX
Valerie Grimm- Houston, TX
Kelly Pinkey Hendrex, Farmersville, Tx
Doug Bradford, Carrollton, TX

PRAISE REPORTS

America's Auction Academy raised funds for FCAI at their January auction school. Their next auction school is May 31-June 7, 2024.

I assisted Texas Values with an auction in Houston. The honored guest was Coach Kennedy (left with me) who went to the Supreme Court. He won his case which allows him to pray on the football field after a game.



PEOPLE THAT HAVE GONE TO BE WITH LORD

Sheryl Bates Jones Mother- Sue Darcey

TDLR

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me. If you need assistance with a TDLR, you can contact Todd or me.

IN CLOSING

- Please renew your FCAI membership if you have not renewed.
- Support Our Veterans
- Let us know if you have any deployed troops. We will send packages to them.
- But thanks be to God, which giveth us the victory through our Lord Jesus Christ. - 1 Corinthians 15:57
- Be strong and courageous, do not be terrified, do not be discouraged, for the Lord your God will be with you wherever you go, - Joshua 1:19
- If you would like to be on the FCAI e-mail or text list, send your e-mail address or cell phone number.
- Check our website Facebook for praise reports, prayer requests, thank you notes, and obituaries. You can send contributions to FCAI, visit our website, or call 254-582-3000 with a credit card. Our address is: 535 HCR 4223, Hillsboro, Tx 76645. For online donations please visit://www.fcai.org All donations are tax deductible.
- Let us be thankful for all of the blessings God has given us especially for salvation.

May God Bless you.

Alvin Kaddatz

TAA SCHOLARSHIPS

Is there a graduating senior in your family? Are you looking to return to college or attend a trade school? Do you know someone who would like to attend auction school? If the answer to any of these questions is yes, the Texas Auctioneer Association may be able to help! The TAA offers up to two scholastic scholarships depending on available funds. You must be a member of the TAA or the child or grandchild of a member of the TAA in good standing. This scholarship is available for someone attending a 2- or 4-year college, vocational or trade school. The full list of requirements for this scholarship can be found in this newsletter.

Auction School, Auction School. We also offer The Jim Sample Memorial scholarship for an individual to attend America's Auction Academy (formerly Texas Auction Academy) right here in the Lone Star state in Frisco, TX. This is available to someone who wishes to get the base of knowledge needed to become a licensed auctioneer in Texas and become a part of the greatest industry around! This scholarship is sponsored by TAA executive board member Trey Gallaway. Requirements for this scholarship are also in the newsletter.

The deadline for applications this year will be April 25, 2024. No applications will be accepted after this date! We look forward to rewarding some deserving individuals!

If you are interested in joining with the TAA to help further the education of the future leaders of our industry and our country, please make a donation to the TAA Scholarship Fund.

Scan this code to give:



SCHOLARSHIP REQUIREMENTS

1. Sponsor must be an active TAA member for two years or more to sponsor an applicant.
2. Applicant must be an outstanding student whose parents or grandparents are current TAA members in good standing.
3. Scholarship must be used within one year of time received for institutions of advanced education of higher learning, including junior college, college, or vocational educational schools.
4. Applicant must submit:
 - a) A 500-word essay of why they deserve the award based on excelling in scholastics, school involvement, attendance, and exemplary personal life and why they would like to be considered for this scholarship.
 - b) A letter of recommendation from an active TAA member / sponsor in good standing stating why they think the applicant would make a good recipient.
 - c) High School Transcript or official school document, SAT or ACT scores and any other related documents.
5. Applicant will submit a cover letter with applicant's name, address, contact numbers, email address and what higher learning institution the scholarship would be used for. Please state in the cover letter if recipient would be able to attend the TAA Annual Convention.
6. Mail or email the required documents by April 25 to:
TAA Headquarters
PO Box 940
Springtown, TX 76082
Email: stacy@texasauctioneers.org



TEXAS AUCTIONEERS ASSOCIATION, INC.

PO Box 940

Springtown, TX 76082

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Auction
AcademySM
Dallas, Texas

Learn Auctioneering from
**CHAMPION AUCTIONEERS &
TOP BUSINESS LEADERS**



Congratulations **JANUARY 2024 GRADUATES!**

(Row 1 Sitting); Wayne Thorn, Guest Speaker, Prattville, AL; Bob Tassone, Pittsford NY; Susan Hamm, Ennis, TX; Vanessa Thanos, Dallas, TX; Kaci Williams, Oklahoma City, OK; Chester Knight, Owasso, OK; Bryn Peters, Dublin, Ireland. (Row 2) Mike Jones, School President/Director, McKinney, TX; Roger Rhoades, Ben Wheeler, TX; Kevin Stephens, Santa Fe, TX; Bryson Williams, West, TX; Mathieu Faucon, Rowlett, TX; Trey Alley, Knoxville, TX; Edwin Santiago, San Antonio, TX; Steve Babinsky, San Antonio, TX; Rich Schur, Instructor, Monument, CO; Lori Jones, School VP/Administrator, North Richland Hills, TX. (Row 3) Michael Rhine, Decatur, TX; Steve Herring, Comanche, OK; John Rieger, Coppell, TX; Dallas Owen, Temecula, CA; Garrett Pollan, Grenada, MS; Bob Sanders, Henryetta, OK; Ben Williams, Fort Worth, TX; Ashley Wesson, Sulphur Springs, TX.



UPCOMING 2024 SESSIONS:

MAY 31-JUNE 7 • SEPTEMBER 13-20

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Texas Workforce Commission Approved