

FROM THE BOX CONFIDENCE . . . OR ARROGANCE

Many students who sign up for auction school question whether they will ever develop a chant that sounds as polished as the confident, experienced auctioneers they admire so much. Then they go to the classes, start with a basic chant, add their own frills or not, and work to develop a commanding presence on the auction block.

What happens next? Does the beginning auctioneer use all that he or she learned in school, or just the chant? We're talking about personal presentation, how you handle your bidders, your sellers, your crew, including members of your family who work with you; about ethical practices in auction dealings and everyday activities; about honesty and fairness as a company policy.

Real confidence is essential. An auctioneer may try to fake it by speaking too loudly, using profanity or verbally abusing customers and crew and acting like a "know-it-all." This is not really necessary: auction customers are pretty nice people and most of them will cut some slack to a beginner, PROVIDED they feel the auctioneer wants to work with them.

Go back and take another look at the auctioneers you admire. They show consideration for other people and the response to their efforts is obvious. Think about it: you don't ever want to hear "oh, he(she) is a good enough auctioneer, but . . ."

Need CE ? NOW ?

North Carolina due May 15; Arkansas, Kentucky and South Carolina due June 30. Special CE seminar at the Academy in Orlando on April 28. (The next regularly scheduled seminar is June 10.) Don't miss out, call today for information or registration.

FLORIDA BOARD NEWS

The Florida Board of Auctioneers meets on May 31. To get on the agenda for approval, send your application to the DBPR several weeks before (write in the date you will graduate) with a check for \$287, finish auction school on June 10 and take your state exam shortly afterward. Exams are conducted daily; date and location is up to you and the testing service; you will need \$13 money order or cashier check for the testing service.

The Board meets about every 2 months, so don't put it off - if you need an application, call the Academy 800/422-9155 or 407/382-6699, or DBPR at 850/488-5189.

THE NUMBERS

CLASS DATE: June 1 - 10 (10 days incl 2 weekends)
Hours: 8:am-6:pm (90 hrs, includes RingMaster)

AUCTIONEER PROGRAM cost: effective 1/1/2001

Registration fee \$ 50 due at least 3 days before class
Tuition \$525 due at start of class
Total \$575 (includes books and 1 lunch)

We take VISA, MasterCard, American Express, cash, check

Bring your crew:

RINGMASTER June 3 8am-5pm \$75 (\$65 2 or more)
includes lunch

Over a dozen HOTELS are 2-5 Miles from the Academy
Call us for details 800/422-9155

NEXT CLASS JUNE 1 - 10 BE PART OF IT

Internet auctions are here to stay. So are traditional auctions, and combinations of different methods. Auctions have been here for centuries and will be here in the future. There will be changes; some states are working on new laws while others consider repeal. Internet auctions will come up with more innovations. Although license laws aren't there to protect auctioneers, they do help by prohibiting local entities from charging additional fees. And they give the licensed auctioneer a measure of creditability.

Many prospective auctioneers in states with no license law want that creditability. To them it's worth it to attend auction school, then take an exam in whatever state to get a license. Florida Auctioneer Academy is here to make sure every graduate gets through his or her state exam the first time, with comprehensive law study and a practice exam tailored to your state.

License law is far from being the only part of a state exam or the reality of auctions. That's why we cover the details of the rest of it: business practices, real estate and many other types of auction, appraisals, computers, math for auctioneers. The program takes ten 9 hour days (90 hours, do the math). You'll start on Friday, June 1 and graduate Sunday, June 10. The auctioneer program costs \$575, registration fee of \$50 is due at least 3 days before class, balance of \$525 on the first day. You may bring your crew to computer, clerk and cashier classes for free.

RingMaster seminar on Sunday, June 3 is \$65 each for your crew and includes lunch. State auction commission fees for examinations, auctioneer and company licenses, bonds and recovery funds vary; check with your state licensing agency for current costs and time frames.

At the live auction on Friday June 8, you can recoup some of your expenses by bringing items to sell, no commission charge. After class, check out the tourist stuff, enjoy one of many fine restaurants, go shopping at nearby Waterford Lakes (it's huge) or just relax.

Send in your enrollment agreement today, get your practice tape, come to class on June 1 and join the auction scene!

CALENDAR 2001 Schedule

Auctioneer Classes	RingMaster	Continuing Education
June 1-10	June 3	June 10
August 10-19	August 12	August 19
Oct. 26-Nov. 4	October 28	November 4

EXPERT ADVICE by Frances Redell-White

A lawyer specializing in divorce, bankruptcy or estate and tax planning will probably at one time or another need the services of a personal property appraiser. For estate taxes, liquidation, equitable distribution in a divorce situation or IRS charitable donation purposes, the lawyer will have to rely on the authority of the appraiser hired for the purpose intended.

Personal property appraisers, or those persons that appraise everything except real estate property, are not state licensed or regulated. Literally, any one can call himself/herself an appraiser. Defining terminology used to describe qualifications may be helpful to the legal community when hiring a personal property appraiser.

Certified Appraiser is a term for one who has been awarded this designation by a testing, self-regulating reputable organization such as Appraisers Association of America, Inc (AAA), or American Society of Appraisers (ASA). Certification is solely through the various appraisal organizations and therefore the quality of certification is only as good as the organization it came from. Remember, not all appraisal organizations are created equal. Some only require a filled out form and a fee.

Qualified Appraiser is a definition codified by the IRS, encompassing any appraiser who has not been disqualified by the IRS and states himself/herself to be qualified regarding the property in question.

Licensed Appraiser in personal property is a fairly meaningless and sometimes misleading term which implies that one has gone to the department of licensing, paid a small fee and obtained a license (no testing or qualifications required).

As well as joining a professional organization, an appraiser who is serious and seeks to aspire to professional standards

can test for the Uniform Standard of Professional Appraisal Practice (USPAP). Developed by the Appraisal Foundation, which is a federally funded organization, it is authorized by Congress as the source for appraisal standards and appraiser qualifications. USPAP was developed in 1986-87 in response to difficulties arising out of the savings and loan crisis (collateral for loans that were incompetently appraised due to unregulated standards in the industry). Standards were developed by the Ad Hoc Committee on Uniform Standards and copyrighted in 1987 by the Appraisal Foundation. These standards have been adopted by major professional appraisal organizations in North America and have become recognized as the generally accepted standard of appraisal practices.

Ultimately, the significance that the IRS or court places on an appraisal is dependent on the professional qualifications of the appraiser and the thoroughness of the appraisal document. In evaluating an appraisal, much attention is given to the appraiser's familiarity, expertise, experience and background as well as competency in generating a credible and complete appraisal document.

Selecting a personal property appraiser who has membership in a professional organization and has certification will confirm the reliability of the appraiser's credentials and expertise and ultimately reflect positively on the entire legal process.

Frances Redell-White of Appraisal and Consultant Services is a practicing personal property appraiser in the Tampa Bay Area. She holds two degrees including a master's degree in Curatorial Studies from New York University, has USPAP certification and has been a member of Appraisers Association of America, Inc. since 1988. She is a licensed auctioneer, Florida Auctioneer Academy graduate and instructor.

🔗 RMI UPDATE: Please check your listing and make corrections. The list is on the Internet at f-a-a.com and is published 5 times a year in AUCTIONEWS. 🔗

RINGMASTERS INTERNATIONAL DIRECTORY

Most people on this list are auctioneers, some are Academy graduates, all are RingMaster trained, expert in all kinds of auctions: coins to aircraft, residential and commercial real estate, liquidations, antiques.

Use the list below for a professional RingMaster at your next auction or call RMI at 800/422-9155.

REAL ESTATE & Merchandise

BAKER, Rick
Vero Beach, FL (561)562-6017
BERTINI, Joseph
N. Lauderdale, FL (305)722-8757
BURBAGE, Will
Lake Worth, FL (561)965-7767
BURTON, Stephen F.
Quitman, GA (912)263-9202
CAMPBELL, Phil
Largo, FL (813)581-7740
CILLIERS, Martin
Tampa, FL (813)969-2755
CRABTREE, J Stephen
Naples, FL (941)403-0406
DICKINSON, T.R.
Vero Beach, FL (561)569-0597
EDMONDSON, Frank
Plantation, FL (954)587-4133
FLANNERY, F.D.
Pompano Beach, FL (305)781-6314
FRENCH, Steven O.
Denver, CO (303)740-6665
GILMORE, Dave
Kenner, LA (504)443-1280
GILMORE, W. Frank
Orlando, FL (407)870-5484
HELTON, Delmas
Fort Pierce, FL (407)466-2596
HERNANDEZ, Calixto
Greenville, SC (800)535-1670
KAZOR, Chris
Sarasota, FL (941)362-3459
KLEINBERG, Jerry
Longwood, FL (407)774-2777
LAWS, Thomas A.
Cocoa, FL (407)636-1834
LOVE, Stewart J
Pensacola, FL (850)435-7737
MacINTYRE, John R.
Dedham, MA (617)329-3882
McNEECE, Jack
Titusville, FL (407)383-8766
MITCHAM, James A.
Wheeling, WV (304)547-5721

NORRIS, W.P.
Orange Park, FL (904)269-3347
PEDOWITZ, Arthur
Boynton Bch, FL (954)879-8080
RICHMOND, Howard
Longwood, FL (407)831-7111
ROGERS, D. Steve, Sr.
Duncan, SC (803)439-0615
RONNE, M. Ray
Orlando, FL (407)294-5494
SARGENT, Wayne A
Sanford, FL (407)688-0548
SCHUTZER, Neill J.
Ft. Lauderdale, FL (954)475-2639
SKEEN, Jim
Orlando, FL (800)422-9155
SMITH, Gary M.
Orlando, FL (800)422-9155
STORMENT, Robert Anthony
Huntington Bch, CA (714)535-7000
WALTERS, Mark C.
Ft. Pierce, FL (407)468-8306
WILLIAMS, Kirk S.
Millville, PA (570)458-6682

MERCHANDISE ONLY

ALLEGRO, Denise
Lake Wales, FL (813)676-1567
AUD, Jim
Port Charlotte, FL (813)743-5356
BAMBRICK, Bruce
Sarasota, FL (941)355-0030
BECKER, Dale 'Charlie'
Eldorado, WI (920)872-2752
BELCHER, Sam
Panama City, FL (850)785-7657
BLAKE-BOLTON, Donna,
Lake Ridge, VA (703)494-5062
BOKHART, Mark
Orlando, FL (407)648-4582
BOOZER, Lemuel F.
Elmore, AL (334)262-4717
BRENNER, Gordon
Staten Island, NY (718)761-6291
BREWER, Clarence
DeLeon Spgs, FL (904)985-6170

BROOKS, Ed
Palatka, FL (904)329-0361
CHAPMAN, DOREENE
Brandon, FL (813)689-1760
COHAN, Lisa
Sunrise, FL (954)849-2667
DAHLKEMPER, Mark E.
Punta Gorda, FL (914)639-8882
DeSARAVO, ODALYS SANCHEZ
Caracas Venezuela
Miami, FL (582)979-5942
DOBOSH, Edward
Ovideo, FL (407)366-8406
DORELLI, John
DeBary, FL (407)332-0098
DORRIS, George W.
Miami, FL (305)233-4464
EATON, Frank
Epson, NH (603)798-3464
ESTELL, Rich
Tampa, FL (813)933-6384
FOSTER, Robert G.
Baton Rouge, LA (504)752-5412
GINSBURG, Harold
Aventura, FL (305)933-6370
GOKEY, John E.
Schroon Lake, NY (518)532-9156
GOLDSMITH, James R.
Vero Beach, FL (561)770-2093
GOLDSTEIN, Mark E.
Boca Raton, FL (561)271-4790
GOOD, Paul W.
Seminole, AL (334)946-2210
HAMILTON, Alexander M.
Fairfax, VA (202)453-2981
HAYES, Rip
Bloomfield, MI (248)646-3791
HENNESSEE, Rob
Tampa, FL (813)626-2341
HIATT, Gary D.
Tuscaloosa, AL (205)652-6527
HINMAN, Harry
BelAir, MD (410)879-7578
HODGE, Donald
Ruskin, FL (813)645-7385
JACOBS, Col. John W.
Tallahassee, FL (904)942-5406

KATZ, "Tiny" Col.
NY, FL (800)331-0492
KING, Edward G. (Ed)
Fowlerville, MI (517)223-7184
LAMON, Paul
Kissimmee, FL (407)390-1986
LEWIS, Paul
Cocoa, FL 32926 (800)550-6292
McCOLM, Aaron
Girard, KS (316)231-3353
McGEHEE, Rex
Hughes, AR (501)735-8871
MAYNARD, Randolph
Columbus, OH (614)475-2210
MILIC, Robert
Tampa, FL (813)960-4900
MORROW, Don E
New Port Richey, FL (727)856-1534
PALMER, Col. Gordon L.
Dunbar, WV (304)766-8632
PEPPER, Gerald E.
Lake City, FL (904)961-9852
PICA, Kathleen M.
Naples, FL (941)262-7333
RIISSANEN, Ilkka
Lake Worth, FL (407)586-2031
RIZZO, Clara
Largo, FL (813)586-4996
RUDOLPH, Raymond
Winter Park, FL (407)677-1435
SCHLOTTERBACK, Tom L.
Sarasota, FL (941)379-0707
SMOOT, Sam
Winter Springs, FL (407)695-0772
TWEED, Joel C.
Orlando, FL (407)855-2590
WALKER, Robert E.
Belvidere, TN (615)374-4112
WILLIAMS, George
Daytona Bch, FL (904)255-8077
WILLIAMS, Phyllis
Ft Myers, FL (813)463-6173
WILLIAMS, Robert J, MPA, GG
Ft Myers, FL (813)481-5003
WOOD, Jerry
Apopka, FL (407)886-1189



MARCH 23 - APRIL 1 CLASS & RINGMASTER

Eighteen auctioneers graduated from this class: Ken Baader, Fort Myers and NJ; Wanda G. Benway, Oldsmar; Jerry Bouchard, VA; James D. Brown, Margate; Ricky Coon, Jupiter; John Ferraro, Port St Lucie; Daniel Judge, NJ and Quito, Ecuador; Rodney J. Martz, Port Charlotte and PA; Robert Monk, Port St Lucie; Alfred Pacheco, Sarasota; Ron Plemmons, Largo; Adrienne P. Sandler, Boca Raton; Toni Santarelli, Melbourne; Tom L. Schlotterback, Sarasota; John Alan Watford, Okeechobee; Cindy Swain Welch, Largo; Margie Welch, Naples; Roger Wierengo Jr, Lehigh Acres.

Thanks to Florida's daily computer based testing and favorable timing of the Board meeting, these auctioneers can be licensed by the time you read this. Some brought their crews to RingMaster, including Robyn Kosowski and Matt Roberge, Melbourne; Jeanne Pacheco, Sarasota; Molly Baader, Fort Myers; Ruth LeConte, Port St Lucie. Instructors L.J. Montague, Franklin Welch, Gary Smith and Jim Skeen directed the action; Holly Hemphill supervised lunch.

At the Friday Auction, managers Margie Welch (live auction) and Ken Baader (silent auction) kept the confusion to a minimum, delegating jobs and supervising the rest of the workers, just like auction managers do. Some items sold were a framed picture \$100 (donated to St Jude by Park West Gallery), Buddy wireless sound system won by Tom Schlotterback, diamond ring \$40, Andre mandolin \$60, hunting knife \$10. St Jude donations brought \$270, thanks to generous students and grads.

RMI

Tom L. Schlotterback, Sarasota 941/379-0707 joined RingMasters International. Tom has helped at local auctions for the past 4-5 years, holds a Florida pest control license and is serious about working the ring. Call him!

BENEFITS

ROB HENNESSEE, class of 6/85, Tampa, "We will be in O-town Jan. 23 at Disney Coronado Springs Resort for a fun auction for National Aquaculture Assoc convention. We worked for them 2 years ago in Tampa and they liked us so well they offered to fly us to New Orleans if we would do the next years' auction. Sorry to say we had booked an American Heart Assoc. Valentine Ball already but they asked us to come over this year to work for them. Also, unusual items sold at auction last month: pair of glass eyes - with disclaimer that we were not making light of anyone's disability or handicap - they are collectible and brought good bucks."

OUR GRADS COMMUNICATE

ROXANNE and PETER KELLY, Sanibel, class of 01/01: "We took the state exam and passed. Thanks to your extensive and thorough Auctioneer's course, we just went over the books and your tests and felt very prepared. We are getting a business brochure and cards together, yellow pages ads, a web site and spreading the word verbally. People are generally very positive and really interested."

STEWART GREGORY, Jensen Beach, class of 10/99 sent a flyer for his Feb 19 auction at Treasure Coast Antique Mall, with antique furniture, fishing tackle, jewelry, collectibles, also offering appraisal services.

GERALD ANDERSON, Lake Worth, class of 10/99, writes "Sending you a flyer from my 2/11 auction that was SUPER!! In the Queen of Hearts catalog, check out the corner folded page of my recent charity auction for the American Heart Association of Boca Raton (we were asked to be the featured auctioneers as they heard about our performance at the AHA of Palm Beach at the Breakers Hotel in December). The top sale in Boca Raton was the 1 year lease of the Jaguar S-Type for \$10,000 (like those big numbers!!). We were received very well and are in hopes that this will really get our names out there. Feel free to show this to future students of what they can do in a short period of time if they follow your teachings. There is no limit to one's potential if you stay focused. Also, our real estate proposals have increased dramatically. Thank you for your guidance and encouragement!! Thank you! Thank you!! Thank you!!!"

ERICKA GRIM, Granbury, TX, class of 6/00: I took the Texas test and now have my license. I contacted all the auction companies in my area to introduce myself. One man called back and we talked for a while about different possibilities. I am doing a charity auction in April for a youth center. I really enjoyed the time I spent in Florida with you (of course the nuts in our class helped) [*quoting her, folks*] Thanks again for the good teaching."

ROB and JAYNE BURWELL, class & RingMaster 6/00, Jensen Beach: "We had our first auction Feb. 24, standing room only for over 4 hours. I then participated in a benefit auction for a little boy who has cancer. We had a good turnout and much community support. On St. Patrick's day we have a fantastic estate auction with a 50 year collection of antiques, guns and tools. We will finish up that sale on April 28. We have ordered Gary's computer software program and your sound system. Getting a good crew together in a land of no family and few friends has been the challenge as well as finding a permanent location. I took Jim's advice and bought a Limo. It's an 84 but looks good, especially with Robert Burwell's Treasure Coast Auction Firm on the side doors!"

FLORIDA AUCTIONEER ACADEMY INC.

10376 East Colonial Drive #110

Orlando, FL 32817

(407) 382-6699 (800) 422-9155

Nextel (407) 466-2269 Fax (407) 382-6326

emails:

gary@f-a-a.com rose@f-a-a.com jim@f-a-a.com

Entire catalog and enrollment form at www.f-a-a.com



Next Class June 1 - 10 RingMaster June 3

Next 8 hr CE June 10

2001 CATALOGS ARE HERE! GET YOURS!

ALREADY HAVE ONE? GET ONE FOR A FRIEND

CONTINUING EDUCATION special class Saturday April 28

The 12 hour program includes (day 1) license laws, laws at auctions, appraisals, antiques and fine art, auto auctions, (day 2) Internet and ringwork.

The cost is \$50 to certify you for all your state license renewals. Seminars are held at the Academy Orlando location. Or call for info on a seminar for your group, 800/422-9155.

This newsletter reaches approximately 1500 active or prospective auctioneers by snailmail, who knows how many see it on our website. For absolutely free publicity, send us info on your auctions. The price is right!

CONTINUING EDUCATION REQUIREMENTS:

Alabama 8 hours by 9/30/01
Arkansas 6 hours by 6/30/01
Georgia 8 hours by 12/31/01
Illinois 12 hours by 12/31/03
Indiana 12 hours by 2/28/02
Kentucky 6 hours by 6/30/01
Louisiana 6 hours by 1/1/02
North Carolina 4 hours by 5/15/01
South Carolina 4 hours by 6/30/01
Tennessee 6 hours by renewal date
West Virginia 3 hours by 12/31/01

FLORIDA EXAM REVIEW

The Florida Auctioneer Academy Exam Review is on the Internet (f-a-a.com for a free sample test). Cost is \$35 for 200 multiple-choice questions, plus law, math and UCC tests. When you have been approved for the Florida state exam, call us for your password for the Review.

CLASSIFIEDS

Need answers to Internet questions? We can help you get your business "on the net". A simple single page costs \$10mo. Or, Let us design a Full blown web site. We have server space waiting to be used. Some of our clients can be viewed at f-a-a.com; outsidestuff.com; vacation-villa.com; auction-time.com; auctionpros.com; firstusarealty.com; Champions-Run.com; FrontLineAuctions.com; Boat-Safe.com, more added each month. Call Gary (407) 282-4254... oh you can e-mail me also.

AMPLIVOX - THE SOUND LEADER -3 YEAR WARRANTY-

50 watt Half Mile Hailer

DUAL WIRELESS HALF MILE HAILER
w/ Headset and lapel mic

Heavy Duty Hailer Tripod

50 Watt Portable Buddy
w/ walkalong lapel mic

Headset mic's

extra Speakers

ac/dc Adapter/rechargers

Hand Held Wireless mic
for Hailer or Buddy

Pro Hand Held Mic

Call Jim (800) 422-9155 or Nextel (407) 466-2269

AUCTIONEERS Software. Fast complete auction accounting, one computer or networked. Low Price \$500, Call Gary (407) 282-4254
For an on-line internet demo go to www.f-a-a.com