

FROM THE BOX

Recalling the aftermath of 9-11 brings back memories of acts of kindness, thoughtfulness and general goodwill. If we are to make positive changes that will be of benefit to mankind, we must remember the way we treated each other in the days following the attacks on America.

NEWS FROM OUR GRADS . . .

Michael Welch, MJ Welch Auctioneers & Appraisers, Boca Raton, FL, Nov. '93 grad, checks in: "I attended the Florida Auctioneer Academy in 1994. Before that time I didn't have the foggiest idea how to run an auction company. I had only attended about five auctions prior to that. The only thing I knew how to do was sell. Thanks to Jim and Rose Skeen, we have a successful auction business. We specialize in complete business and estate liquidations. We also appraise businesses and autos. Thanks to Gary Smith, our business runs smooth. We started our auction business the right way. We were the first in our area to use the computers. Your program has all you need to run a smooth auction company. We usually rent a hall or hotel to host our auctions. Our average crowd is about 225 per auction. My wife (Judy Welch, June '96 grad) sells cars to tractor lawn mowers outside while I'm indoors selling the contents of a home or homes. We normally have about 12 to 14 working with headsets that Rose wouldn't let me leave the school without. My clerk with her laptop can hear the outdoor and indoor auction at the same time. The clerk's laptop networks to our main unit that you consistently set up for us as we have upgraded from computer to computer through the years. You certainly service your product with upgrades. Thank you for helping to make our business successful."

HEATHER HAMILTON, Vagabond Auctioneers, new location 3860 Tamiami Trail N., Naples, FL, April '98 grad, sends postcards for antiques and estates auctions, posts a catalog on www.VagabondAuctioneers.com, take a look.

MANNY PESCO, Wildwood Antique Mall & Auction House, Wildwood, FL, April '02 grad, sent a postcard for an auction of antiques and collectibles.

JERRY KOWAL, Auctioneer, St. Cloud, FL, April '02 grad, sent a flyer for his first Florida auction, says he really enjoyed and profited from the school.

THE NUMBERS

CLASS DATE: Oct. 25-Nov 3 10 days 90 hrs (2 weekends)
Hours: 8:am-6:pm
(8:am-5:pm RingMaster Sunday)

AUCTIONEER PROGRAM cost:

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
RINGMASTER October 27 8am-5pm lunch included in class
Over a dozen HOTELS are 2-5 Miles from the Academy
Call us for details 800/422-9155

NEXT CLASS OCTOBER 25 - NOVEMBER 3

So many grads told us they got much more than they paid for that they convinced us to let you pay more. (See box for the new cost effective January 1, 2003.) Right now, you can get a super bargain in auction education by attending the next class. A bargain because you save time: the program runs for 10 days beginning on Friday through the next Sunday. A bargain because the classes provide nuts and bolts knowledge to help you advertise, set up, conduct and finalize any kind of auction. Before you even get that far, you save time and money by making a workable plan for your auction business. You save by not paying fines for unintentional violations of various laws, because you know the laws that apply to your business. You have built-in auction workers and RingMasters in your classmates, who understand startup costs and are ready to help you out, knowing you'll do the same for them. And you save big bucks by taking your state exam only once.

Send in your enrollment agreement now with a \$50 deposit, pay the balance of \$525 on the first day of class. We'll send you a bidcall practice tape so you can get a headstart on learning the chant.

We expect about 20 students in the class. Take advantage of a bargain, and be ready for your new career in 2003.

CALENDAR 2002 Schedule

Auctioneer Classes	RingMaster	Continuing Education
Oct 25-Nov 3	October 27	November 3

2003 schedule

January 17-28	January 19	January 28
April 4-13	April 6	April 13
June 20-29	June 22	June 29
Sept. 12-21	Sept. 14	Sept. 21
Dec. 5-14	Dec. 7	Dec. 14

Effective January 1, 2003, the price of the Florida Auctioneer Academy 10-day 90-hour program will be \$625 (\$50 registration fee, \$575 tuition).

DO YOU WANT TO BE A CONTRACT AUCTIONEER?

The words 'contract auctioneer' may not mean the same thing to an auctioneer and to the person, firm or organization that employs that auctioneer. An auto auctioneer may be hired to show up, sell cars, get paid and go home. An auctioneer who contracts for a benefit auction may be expected to advise the organization on ways to solicit donations, set up the auction, train their volunteers, provide clerical workers, and oh yes, auction some items. Other auctions that use the services of contract auctioneers can involve a wide range of duties. As in any agreement, verbal or written, both parties should specify what they expect from each other.

HOW DO YOU GET A JOB AS A CONTRACT AUCTIONEER?

Advertise yourself: Join the NAA, your state auctioneer association and other auction related groups. Attend auctions, especially the type you want to conduct. Be available when someone offers you a job. Do fundraisers for free or for pay. Practice your chant and be ready for anything.

HOW MUCH SHOULD YOU CHARGE?

With some employers it won't be a problem. They tell you how much they pay, you accept it or not, or you may negotiate the fee. Charitable organizations usually know how much they will pay but start with a lower figure; make yourself

more valuable to them by offering good advice on ways they can make more money.

YOU GOT THE JOB - WHAT SHOULD YOU DO NOW:

- * Familiarize yourself with laws of the state in which you will conduct the auction. The principal auctioneer is responsible for the entire auction in some states.
- * Know the rules, terms, policies of the auction company you are working for.
- * The auction company or charity may have its own ideas of how you should sell some or all of the items. Be prepared to use a presentation-type chant if necessary.
- * Read the advertising for the auction so you won't be surprised when the audience knows something you don't.
- * Check out the setup and order of sale; read the sale catalog. You should be familiar with the names and values of the items to be sold.
- * The other members of the auction crew can help you or hurt you. Know what their jobs involve so you can work with them. This includes the ringmen, clerk, cashier, setup crew, markers, next-up people.

WHEN IS THE NEXT AUCTION?

When you do contract auctioneer work, give it your best shot every time. If you want to be there for the next auction, make sure your attitude shows it.

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)468-6800
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
KINCAID, Randy
Lakeland, FL (800)970-1977
KLEINBERG, Jerry
Longwood, FL (407)774-2777
LAWS, Thomas A.
Satellite Bch, 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
Orange City, 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)466-8306
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
BAYS, Gary
Stuart, FL (888)349-4909
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
BROOKS, Ed
Palatka, FL (904)329-0361

CAPUTO, Gene
Palatka, FL (386)329-9669
COHAN, Lisa
Sunrise, FL (954)849-2667
DAHLKEMPER, Mark E.
Punta Gorda, FL (941)639-8882
DeSARAVO, ODALYS SANCHEZ
Caracas Venezuela
Miami, FL (582)979-5942
DOBOSH, Edward
Ovideo, FL (407)366-8406
DORELLI, John
DeBary, FL (386)775-7412
DORRIS, George W.
Miami, FL (305)233-4464
EATON, Frank
Epsom, NH (603)736-9551
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
Bel Air, 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 (620)724-8510/(620) 249-3640
McGEHEE, Rex
Hughes, AR (501)735-8871
MAYNARD, Randolph
Columbus, OH (614)475-2210
MLIC, 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
PATTERSON Doreen
Plant City, FL (813)757-9633
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
SCAUVUZZO, William R.
Clermont, FL (352)243-0212
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 (931)962-4343
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

AUGUST AUCTIONEER CLASS



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Seventeen auctioneers graduated on August 25: Kay Aaron, Pensacola; Henry J. Bowie, Sebring; Dennis Benda, Orlando; Fernando Fuentes, Bayamon, PR; Jose` L. Gonzalez, Summerfield; Gail Gray, Atlantic Beach; Scott 'JT' Hall, Rockledge; Roselin Leong Si Lin, Benny Loh Tze Yee, Aberdeen, NJ; John E. McAuley, St Pete; Daniele Mangiameli, Miami; Frank Page, Orlando; Scott Ray, New Orleans, LA; Manuel L. Sirmons, Waycross, GA; Milton Blain Stump Jr., Fitzgerald, GA; Kenneth R. Taromino, Sr., St. Cloud; Mark Winkle, Frostproof.

RingMaster Sunday added James W. MacKnight and Sandy Bryant with June grad Ron Bryant, Zolfo Springs; Madeline Kinney, Palm City; Vicki Hancock, Rockledge. The Friday class auction was - classy - netting the consignors \$2157.50. Some of the items were several pieces of framed sports memorabilia which sold from \$95 to \$250, a new-in-the-box bicycle, silver and turquoise rings, Tonka truck, guitar, two large stuffed fish pillows, cuckoo clock, Lone Cowboy statue, spice rack, galvanized buckets & plastic tubs, gavel wristwatch, several small occasional tables, Coleman lantern, Mickey/Minnie lighted ornaments, cut glass vase, framed pictures. A Huddleston Brown Door giclee donated by Dennis Benda was sold to benefit St Jude's Children's Research Hospital.

STAN CROOKS, Auction America Inc., Lantana, FL, September '94 grad and vice president of Florida Auctioneer Association, briefed the class on the benefits of belonging, signed up several new members and shared some of the secrets of his success.

MORE NEWS FROM GRADS . . .

SHERYL CLARK Auctioneer, Christmas, FL, June '02 grad, helped with the setup and conducted an old fashion

auction at Lockwood Missionary Baptist Church, complete with bluegrass and BBQ. Jim Skeen checked it out and gave her an A+.

BRONSON REDDITT, Theodore, AL, June '02 grad, e-mailed to let us know he passed the Louisiana exam, is still practicing but not doing real auctioneering yet. That was in July, he probably is by now.


NATIONAL AUCTIONEERS ASSOCIATION

Florida was well represented at the International Auctioneers Conference at DisneyWorld Hilton in July. NAA continues its membership incentives by offering free certificates for the July 7-12, 2003 conference and show in San Antonio plus a \$50 discount on first year dues to new members who join while attending auction school. What a deal: you get the annual conference and a one-year NAA membership for \$100!

GOING FOR A FLORIDA AUCTIONEER LICENSE?

All license applications - examination, apprentice or reciprocal - must be approved by the Florida Board of Auctioneers. The Board meets September 24; the next meeting date will be set at that time. Applications must be received at least 2 weeks prior to scheduled Board meetings and include payment for the application, exam and license fees. The exam service will contact you to set a date and location to take your exam at one of 16 sites in Florida; they test daily. For more information, call the Academy at 800/422-9155 or DBPR at 850/488-5189 and follow the voicemail instructions.

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.

 Psst..... pass me.....

FLORIDA AUCTIONEER ACADEMY INC.

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



**Next Class
Oct 25 - Nov 3**

RingMaster Oct. 27

Next 8 hr CE October 27

see front page for 2002 dates

CONTINUING EDUCATION

The 2002 CE program includes 8 hours of state law, UCC, contracts, escrow, auction presentation and 4 hours of Internet, fundraisers, firearms. The cost is \$50 to certify all your CE state license renewals and includes paperwork and reporting. 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 postal mail, who knows how many see it on our website. For absolutely free publicity, send us info on your auctions. The price is right!

CLASSIFIEDS

Need answers to Internet questions? We can help you get your business "on the net". Let us help you design a web site. We have server space waiting to be used. Some of our clients can be viewed at f-a-a.com; outsidestuff.com; FrontLineAuctions.com; Boat-Safe.com; gwlewis.com; coolbizfl.com more added each month. Call Gary (407)282-4254... oh you can e-mail me also.

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