

THE BID CALLER

December, 2019

SOUTH CAROLINA AUCTIONEERS ASSOCIATION



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

A Message From The President

SCAA President Marshall McAbee

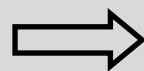
I'm sitting here this cold crisp morning, enjoying my morning coffee trying to conjure up what to write about in this newsletter. With Christmas being just a couple of weeks away I've decided to write about something I am extremely thankful for and why, and that is the South Carolina Auctioneers Association.

Being a contract auctioneer from the very start of my career, it has always been for me "work or starve". Before I joined the SCAA in 2012, things had gotten so bad, due to lack of work that I was on the verge of having to give up auctioneering altogether, in other words I was starving. A very important thing to note here is that I truly love the auctioneering profession and under no circumstances did I want to have to quit. I would look at other auctioneers who had been in the profession for far fewer years than myself and how they were continually progressing while I was definitely regressing. The one common denominator with them was the fact that they were all active members of the SCAA, attending the annual conventions, competing in the bid calling competition, serving on the board, etc. I hate to say that what I did was a last ditch effort but that is exactly what it was. At the time things were so bad that I didn't have the money to join the SCAA, attend the convention, and enter the bid calling competition. Being that I was practically broke, I did the one thing that you're never supposed to do, I put the whole thing on a credit card. That particular year the convention was in Greenville, so with a pocket full of business cards, a smile on my face, and my head held high, off to the convention I went. I tried to introduce myself to everyone and hand them a business card.

The Cinderella story would be how I won the bid calling contest, but alas that was not the case. There were 9 contestants that year and somehow I came in 12th or 13th place. The judges are still probably laughing at my answers to the questions. What did happen though, because of the people I met at the convention and through networking, I started getting some much needed work. For me, the more involved in the SCAA I became and the more people I met, the more successful I became. I honestly feel that if it wasn't for the SCAA I would not be a working auctioneer today. This is why I am truly thankful for the South Carolina Auctioneers Association.

If at any time I can be of help to you, please do not hesitate to call me.

Marshall McAbee, SCAA President



Important Information!



Bylaw Change Recommendations - See Page 6

SCAA 2020 Convention Agenda and Registration Form - See Pages 4 & 5

Advertising Awards - See Page 7

STATEMENT OF PUBLISHER

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

AD COPY AND ARTICLES MAY BE SUBMITTED TO:

THE BID CALLER
 Elaine Christian, Publisher
 PO Box 41368
 Raleigh, NC 27629
 919-876-0687
 Email: elaine@execman.net

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- Annual Booster
\$30 per year (four issues)
- Annual Sponsor
\$100 per year (four issues)
- Business Card Ad
\$25 per issue/\$100 per year
- Quarter-page Ad
\$50 per issue/\$200 per year
- Half-page Ad
\$100 per issue/\$375 per year
- Full-page Ad
\$150 per issue/\$550 per year

PUBLICATION DATES

Article and ad deadlines:
FEBRUARY 1 AUGUST 1
MAY 1 NOVEMBER 1

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

'19 BOARD OF DIRECTORS

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 Greer, SC 29652
 864-230-7520
 marshall.mcabee@gmail.com

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 Easley, SC 29642
 864-915-5096
 dan@danlylesauctions.com

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 Seneca, SC 29679
 864-280-7192
 paul@yoderauction.com

Director 2020

Cliff Stoltzfus
 100 Showerhouse Road
 Westminster, SC 29693
 304-671-6521
 cliffordstol@gmail.com

Welcome New Members!

Riley Godwin
 Cameron, SC
 Godwin Auction & Realty
 803-533-8316

William Heape
 Hampton, SC
 HW Auctions
 803-942-0327

Jared McGaffee
 Greenville, SC
 Iron Auction Group
 276-202-6800

Buddy McPherson
 Tabor City, NC
 Southeastern Auction
 Company/Southeastern
 Livestock Market
 910-654-5281

UPCOMING EVENTS

January 10-11, 2020
SCAA Annual Convention
 Myrtle Beach, SC

February 1, 2020
The Bid Caller Article
Deadline
Submit materials to
home office.

July 14-18, 2020
71st International Auctioneer
Conference and Show
San Diego, CA



Know an auctioneer who is not a member of the SCAA? Encourage them to attend functions and to belong to an association designed for their profession. See above for contact information.

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

Hall of Fame Eligibility and Nominations

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

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

Nominations must be submitted on the Candidate Nomination and Evaluation Form or facsimile of the form to: SCAA, PO Box 41368, Raleigh, NC 27629. Nominations must be received not later than **January 1st, 2020**.

For a nomination form please visit www.southcarolinaauctioneers.org or call the SCAA office at 919-876-0687.

J. L. Pinckney Scholarship Eligibility

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

Each student will submit an application for Scholarship Funds using the standard SCAA, J. L. Pinckney Memorial Scholarship Fund Application along with transcripts from the previous school year and a 300 word or less summary of why the student feels qualified for the award. The student should include any special financial or hardship needs in the summary. The application must be postmarked by the deadline which will be no later than **December 15, 2019**.

For an application please visit www.southcarolinaauctioneers.org or call the SCAA office at 919-876-0687.

Congratulations New Graduates!

Southeastern School of Auctioneering graduated 15 new Auctioneers at the November 2019 session. The new Auctioneers were from South Carolina, North Carolina and Virginia. The dates for the next class will be February 22-29, 2020. More information can be found concerning the school at SSAuctioneering.com or you may call Lola Whitworth at 864-903-3160, the school director.

Back Row—Left to right

Mr. Schea Farmer - South Carolina
 Mr. Thomas Rouse - North Carolina
 Mr. Robert Hanna - South Carolina
 Mr. Kevin Sexton - South Carolina
 Mr. Joseph Oliver - South Carolina
 Mr. Dorsey Mitchell - South Carolina
 Mr. Doug Oney - South Carolina
 Mr. George Suggs - North Carolina
 Mr. Larry Meares - Founder of SSA

Front Row:

Mr. Mark Vasilkov - Virginia
 Mr. Jeffrey Howard - South Carolina
 Mr. Mike Scranton - South Carolina
 Mr. Mark Kernodle - North Carolina
 Mr. Ashley Sturgeon - South Carolina
 Mr. Timothy Norris - South Carolina
 Mr. Lee Younce - North Carolina



SOUTH CAROLINA AUCTIONEERS ASSOCIATION

2020 ANNUAL CONVENTION

JANUARY 10 - 11 | EMBASSY SUITES, MYRTLE BEACH
9800 QUEENSWAY BOULEVARD – 1-800-876-0010

AGENDA

FRIDAY, JANUARY 10, 2020

12:30 p.m.	Convention Registration Opens
1:00-3:00 p.m.	“Foreclosure and Tax Lien Sales for Agents and Investors” (4 RE and Auction CEUs) – Mike Harper
3:15-5:15 p.m.	“Foreclosure and Tax Lien Sales for Agents and Investors” (continued)
5:15-7:00 p.m.	Dinner on Your Own
6:30 p.m.	Advertising & Scholarship Awards

SATURDAY, JANUARY 11, 2020

7:30 a.m.	Convention Registration Opens
8:30-9:30 a.m.	Legal Issues, Best Practices and Risk Management for Professional Auctioneers, (4 CEUs) – George Michak
9:30-9:45 a.m.	Break
9:45-10:45 a.m.	Legal Issues, Best Practices and Risk Management (continued)
10:45 a.m.-Noon	Annual Membership Business Meeting
Noon-1:15 p.m.	Lunch (Ticket Required)
1:15-2:15 p.m.	Legal Issues, Best Practices and Risk Management (continued)
2:15-2:30 p.m.	Break
2:30-3:30 p.m.	Legal Issues, Best Practices and Risk Management (continued)
6:00-10:00 p.m.	SCAA Banquet (Ticket Required) NAA Presentation Auctioneer Championship Competition, Fun Auction Hall Of Fame Presentation Officers & Directors Awards, Ceremony <i>(Semiformal/Business Attire Recommended)</i>

CE classes are funded by the South Carolina Auctioneers Commission and the Recovery Fund.

2020 SCAA Annual Convention!

JANUARY 10-11, 2020
EMBASSY SUITES/KINGSTON PLANTATION
9800 QUEENSWAY BLVD., MYRTLE BEACH, SC
843-449-0006

Bid Calling Competition and Fun Auction to be held Saturday night, Jan 11, 2020

ROOM RATE: \$119/NIGHT

RESERVATION DEADLINE: DECEMBER 10, 2019

SPECIFY YOU ARE WITH THE SCAA

SOUTH CAROLINA AUCTIONEERS ASSOCIATION 2020 ANNUAL CONVENTION

JANUARY 10 - 11 | EMBASSY SUITES | MYRTLE BEACH
9800 QUEENSWAY BOULEVARD, MYRTLE BEACH | 1-800-876-0010

NAME: _____ COMPANY: _____

ADDRESS: _____ CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ FAX: _____ EMAIL: _____

SPOUSE'S/GUEST'S NAME(S): _____

REGISTRATION: Full Registration includes 8 hours of continuing education, luncheon, gala and attendance to Fun Auction and Championship. *Auctioneer championships are separate items.* CE Only: Space is limited. Full Registrations take precedence. **If you are planning to attend the CE only, you must still fill out and return a registration form by January 3. You must register in advance.** CE classes are funded by the South Carolina Auctioneers Commission and the Recovery Fund. Please fill in and total the amount due:

Note: Savings on Full Registration when postmarked and paid in full by December 10, 2019	Early Price (On/Before 12/10/19)	Regular Price (After 12/10/19)	No. Per Category	TOTAL
Regular Members Full Registration <i>(This includes 8 hours of CE, luncheon, gala and attendance to Fun Auction & Championship)</i>	\$125.00	\$150.00	x =	\$
Affiliate Members Full Registration	\$150.00	\$175.00	x =	\$
Spouse/Family Full Registration	\$85.00	\$110.00	x =	\$
Nonmembers (Inc. 2019-20 Dues) Full Registration	\$163.50	\$225.00	x =	\$
Additional Gala Tickets (For Friends/Relatives/Staff)	\$50.00	\$65.00	x =	\$
Auctioneer Championship – Open Division	\$50.00	\$50.00*	x =	\$
Auctioneer Championship – Rookie Division	N/C	N/C	Please check if entering →	
CE Only: Fri., Jan. 10 – Foreclosure and Tax Lien Sales for Agents and Investors (Mike Harper) (4 RE and Auction CEUs)	N/C	N/C	Please check if attending →	
CE Only: Sat., Jan. 11 – Legal Issues, Best Practices and Risk Management for Professional Auctioneers (George Michak) (4 CEUs)	N/C	N/C	Please check if attending →	

TOTAL DUE \$ _____

PAYMENT OPTIONS: CHECKS/CREDIT CARDS/PAYPAL

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

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

No refunds will be given after December 27, 2019 – Contact SCAA Headquarters to submit a request.

HOTEL INFORMATION: SCAA has rooms blocked at Embassy Suites. Embassy Suites room rates begin at \$119.00. You must make your reservation on or before **December 20, 2019** to receive the SCAA rate. Call 1-800-876-0010 to make reservations. Please give the group code, **AUC**, in order to obtain the group rate listed above.

*** After Jan. 6, 2020 the entry fee for the Auctioneer Championship-Open Division will be \$100, no exceptions. See entry form for rules & criteria.**

Bylaw Change Recommendations

Below are recommended changes to the bylaws for the SC Auctioneers Association. The language that is underlined is recommended additions and the language that is struck thru reflects proposed deletions from the current bylaws. Please review carefully and call the SCAA office if you have questions. These recommendations will be voted on at the membership meeting held on Saturday, January 11, 2020.

Article VIII - Annual Dues

Each auctioneer member shall pay an annual due as set by the board with membership approval.

Each affiliate shall pay annual dues as set by the board with membership approval. Said dues shall be paid in advance or before the first day of ~~July~~ January each year. Dues are from ~~July 1—June 30~~ January 1 thru December 31. Renewal statements will consist of three (3) mailings which will be mailed at intervals of 90-60-30 days.

For New Members Only: annual dues shall be prorated from date of membership for auctioneer members and affiliated members joining the association after ~~July 31st~~ January 31.

Delinquent Dues: Any membership on which the dues are not paid by ~~July 1st~~ March 1 due date will be suspended with that member losing voting rights, privileges and benefits of membership until such time said dues are paid in full.

Section 4 Resignation, Suspension or Expulsion

No member shall be entitled to any refund of any dues upon resignation, suspension or expulsion from the Association.

Section 5 Fiscal Year

The fiscal year shall be from ~~July 1 to June 30~~ of each year. January 1 to December 31.

SCAA Jobs & Resource Board

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

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

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

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

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

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SOUTHEASTERN SCHOOL OF AUCTIONEERING

"A Professional Auctioneering School of Distinction" since 1983



Larry J Meares
Founder



February 2020 Session:

Feb. 22 - 29, 2020

(GA residents attend 10 days)

The Southeastern School of Auctioneering is proud to have dynamic instructors who are experts in their field and are passionate about the auctioneering industry! Learn from the best!

Email: Larry@ssauctioneering.com

Email: Lola@ssauctioneering.com

www.SSAuctioneering.com

School Director: 1-864-903-3160

Why You Should Submit to the Advertising Awards

The SCAA board is working hard to increase participation at our convention. We are creating targeted social media ads, seeking more sponsors for contests, and finding excellent courses for our continued education. One place we have fallen off is in our Advertising Awards. In the past, we have had a decent amount of submissions. Last year, only three or four auction companies participated, and therefore took home most of the awards. That being set, let me encourage all our auctioneers out there to simply submit something...anything. You don't have to have a submission for all the different categories. Send in a submission for something you feel strong in. Maybe you have a great website? Maybe you sent out a flyer for beautiful piece of real estate? Did you know we even have a category for "stationary"? Everybody has a business card they could send in. Why not? Let's have a good contest this year. Submit something. You just might win.

Submission Details:

Contestants must be SCAA Members in good standing. Only one entry from 2019 may be submitted for each category. Entries must include the SCAA logo or the words "Member, South Carolina Auctioneers Association". Three (3) copies of each Print Category entry must accompany the entry form. Web Page Category entries must include the specific web address, and it will be viewed after the deadline entry. All entries must be postmarked on or before **December 11, 2019**, the deadline.

1. Auction of the Year
2. Print Categories
 - a. Commercial, Industrial and Farm Liquidation
 - b. Real Estate
 - c. Antiques and Estates
 - d. Periodical
 - e. Institutional and Stationary
3. Electronic Categories
 - a. Web Page
 - b. Social Media and Online Advertising

Mail one (1) form for each entry along with three (3) copies of your advertising to:
Daniel Lyles SCAA Ad Contest,
308 Woodhall Ln
Piedmont, SC 29673

SCAA
PO BOX 41368
RALEIGH, NC 27629

FORWARDING SERVICE REQUESTED



SCAA | 919-876-0687 | 919-878-7413 (FAX) | WWW.SOUTHCAROLINA AUCTIONEERS.ORG

THANK YOU, BID CALLER BOOSTERS!

James Blocker
JG Blocker Auction
& Realty
Walterboro, S.C.
843-538-2276

Russell Brown
Brown & Company
Winnsboro, S.C.
803-337-7405

Stephen Comly
WM F Comly & Son
Philadelphia, PA
215-634-2500

Thomas Crawford
Ultimate Benefit
Auctions
Mt. Pleasant, S.C.
843-345-1573

Rafe Dixon
J.R. Dixon Auction
& Realty
Sumter, S.C.
803-774-6967

Donald Dukes
Dukes Auction Group
North, SC
803-247-2776

Christopher Easler
Southeastern Auction
Sales
Chesnee, S.C.
864-578-5045

John T. Henry
John T. Henry
Auction Co.
Conway, SC
843-365-2637

Jimmy Johnson
Auction Services Ltd
Anderson, S.C.
864-231-2838

Johnny King
Johnny King
Auctioneers
Ware Shoals, S.C.
864-456-7141

Rodney Lee
R.H. Lee & Co.
Auctioneers, Inc.
Ridgeway, SC
803-337-2300

T. Randolph Ligon
The Ligon Company
Rock Hill, S.C.
803-366-3535

Carroll McGee
McGee Real Estate
Spartanburg, S.C.
803-739-0550

David Meares
David J. Meares, LLC
Pelzer, S.C.
864-444-1322

Larry Meares
Southeastern School
of Auctioneering
Pelzer, SC
864-444-1321

Darron Meares
Meares Property
Advisors
Pelzer, S.C.
864-642-2196

Edwin Moore
Moore Auction &
Realty
Starr, S.C.
864-352-6915

Chris Pracht
Chris Pracht
Auctioneers
Anderson, S.C.
800-877-3044

Robert Robeson
Bob Robeson &
Associates
Chesterfield, S.C.
843-623-6187

Jon Rogers
Rogers Financial Group
Piedmont, S.C.
864-250-1376

Ed Roumillat
CSC Liquidators
Folly Beach S.C.
843-729-4444

Homer D. "Billy" Shaw
H.D. "Billy" Shaw
Auctioneer
Leesville, S.C.
803-315-5273

Jim Smith
Carolina Auction Team
Spartanburg, S.C.
864-597-0784

Gerald "Stick"
Thibodeaux
Stick Realty Services
Columbia, S.C.
803-730-6146

Mark Randall Walker
RSM Auctions, LLC
West Columbia, S.C.
803-622-0726

Lawayne Weaver
Hopecrest Auction
& Sales
Blackville, SC
478-244-0021

William Anthony
Williams
One More Time Auction
Comapny
Lodge, SC
843-893-7565