

# THE BID CALLER

MARCH 2021

## SOUTH CAROLINA AUCTIONEERS ASSOCIATION



### A Message From The President

SCAA President Gwen Bryant

#### What's Inside

President's Message	1
Continuing Education Opportunity	1
'20 Board Of Directors	2
About The Bid Caller	2
Scholarship Recipients	2
Managing Stress in a Family Business	3
Bid Caller Boosters	4

Greetings,

After a lot of consideration, the SCAA Board has decided to cancel our 2021 convention and schedule several Zoom conversations, in a Townhall. We will send emails to everyone as to when our first conversation will be hosted. This will bring valuable, timely information to our members. We made the decision to cancel the convention because we want to keep our members and their families healthy and safe. Don't worry, you will still be able to get your 4 hours of real estate and auctioneer continuing education. See information listed below.

While I will miss seeing each of you in person, it will be interesting to see new faces who will now be able to attend the Zoom conversations with safety in mind and without hotel and travel expenses. While we are learning a new way to keep the association engaged, the Board believes that it is the voice of the industry, however it is all of the auctioneers responsibility to help get the word out. I know we are feeling challenged today, but our goal is to keep promoting the auction industry by Zoom conversations. We will be working to give you the information to help grow your business with education & speakers or anyone who wants to share their business ideas.

If I could be of any assistance to you, please do not hesitate to contact me.

Your President,

Gwen C. Bryant

**Save the Dates!  
2022 SCAA  
Convention**

**January 7-8, 2022**

**Embassy Suites  
Columbia, SC**

**National Auctioneers Day  
May 1, 2021**

#### Continuing Education Opportunity

Even though our 2021 convention has been canceled, you are still able to get your 4 hours of Real Estate and Auctioneer Continuing Education online – go to the link below and you will be able to take the course that we were going to offer during our convention – you can now take it online.

[Continuing Education Course](#)

*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.*

**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.

**'20 BOARD OF DIRECTORS**

**President**

Gwen Bryant  
3305 Lakeshore Drive  
Florence, SC 29501  
843-617-8449  
gwen\_bryant@bellsouth.net

**Director 2022**

Bob Robeson  
PO Box 206  
Chesterfield, SC 29709  
843-623-6187  
bkrobesson@shtc.net

**Immediate Past President**

Marshall McAbee  
PO Box 612  
Greer, SC 29652  
864-230-7520  
marshall.mcabee@gmail.com

**Secretary/Treasurer**

Edwin Moore  
121 Rhody Farm Road  
Star, SC 29684  
864-352-6915  
emoore@trivergent.net

**Director 2021**

David Jarchow  
10 Southwood Drive  
Greenville, SC 29605  
864-423-7817  
jarcho2@aol.com

**Director 2022**

Jared McGaffee  
626 N. Main St., Ste 401  
Greenville, SC 29601  
276-202-6800  
jared@ironauctiongroup.com

**Director 2021**

Dwayne Johnson  
100 Lake Hills Drive  
Townville, SC 29689  
864-417-7633  
dwayne@townvillestation.com



**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

**Scholarship Recipients 2021**

SCAA awarded four individuals with J.L. Pinckney Memorial Scholarships this year.

The four recipients are Jervey Hayes Ulmer of Clemson University, Katherine Grace Calder of Francis Marion University, Jessica Gruelle of Central Carolina Technical College and Stewart Burns, a senior at Swansea High School, who will begin his college career this fall.

Jervey Hayes Ulmer is the son of Mike Ulmer from Branchville, SC.

Katherine Grace Calder is the granddaughter of Gwen Bryant from Florence, SC. Jessica Gruelle is the niece of Gwen Bryant.

Stewart Burns is the son of Joe Burns from Swansea, SC.

Congratulations and we wish you the best of luck in your future endeavors.

**RATES OF ADVERTISEMENT**

- 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.

72nd International  
Auctioneers  
Conference & Show  
Hybrid Event

July 13-17, 2021

Minneapolis, MN

For more information  
go to:  
[auctioneers.org/cs2021](http://auctioneers.org/cs2021)

JOIN US for one of our 2021 Auction School  
Sessions!

Visit: [SSAuctioneering.com](http://SSAuctioneering.com)

Southeastern School of Auctioneering



Step into  
the World of  
Auctioneering!

[SSAuctioneering.com](http://SSAuctioneering.com)

864.903.3160    864.444.1321

## Managing Stress in a Family Business

As we enter a new year that's already shaping up to be as strange and potentially stressful as the last, it seems fitting to keep our focus on how stress can disrupt family businesses and--more importantly--what steps we can take to manage and mitigate the impacts of our inevitable (and often innumerable) stressors. While the holidays carry their own unique challenges, they often provide a time for rest; recuperation; and togetherness, and returning to our routines means many of us sink mindlessly back into our old habits and thought patterns. We return to stressing about work deadlines, professional obligations, frictious family dynamics, world issues, and much more.

Mayo Clinic professor Amit Sood defines two primary modes in which our brain operates. The first, "focused mode," is when our brain is immediately present of the world around us--focused mode is experience-oriented, and allows us to stay attuned to a particular task or allow our brains to react naturally to external situations. The second state, "default mode," is more internally oriented--our brain thinks actively about, processes, and reflects upon the external events. While self-reflection is hugely important to an effective and happy life, spending too much time over-analyzing our world in default mode can lead to additional stress and struggle as we fall into what Dr. Sood refers to as "attention black holes."

### Stress Management and Resiliency Training

Stress may be an inevitable part of life, but we can learn tools and skills to help us better manage these stressors and reduce the negative impact they have on our happiness and success. One toolset we can use is called SMART, short for Stress Management and Resiliency Training. Practicing SMART is functionally a state of mindfulness, where we put forward active efforts to pay attention to our lives in a way that allows us to see positives, put our stressors into perspective, and improve our mental energy. Here are 5 actions that can help us live the SMART mindset day-to-day:

- 1. Gratitude:** This first skill involves practicing gratitude not only on a daily basis, but making it your first priority each day. As you wake up each morning, make an effort to list the people about whom you care most deeply, and express gratitude for their existence and their place within your life. Hold this gratitude with you throughout the day, and if you leave them to go to work, invest those feelings of gratitude into a feeling of joy when you finally return home.
- 2. Compassion:** This second skill is simply practicing caring and kindness to those around you, whether they be family, friends, coworkers, or complete strangers--we realize that during stressful times this can be truly difficult, but the more you practice when your life is fairly stress-free, the more you can call upon these skills during stressful situations. We recommend practicing by simply acknowledging others around you--treat the first 20-30 people you come across in a day with proactive kindness and caring, whether it be a caring action or even just a kind look.
- 3. Acceptance:** This is the true mindfulness skill, and involves practicing intentional self-reflection about and self-acceptance of your thought patterns. Look inward and consciously identify your responses to various external events, situations, and stimuli, and recognize how they're shaped by the familial, cultural, and moral lenses through which we view the world. When you identify lenses or thought patterns that are creating stress, prejudice, or restriction, work to instead see the world through the three most significant lenses: forgiveness, compassion, and gratitude.
- 4. Acknowledging a Higher Power:** While many think of this skill in spiritual terms (acknowledging God or another deity that influences your life in this world), it need not be a religious action. Acknowledging a higher power is more broadly an admission to one's self that we exist in a world we cannot fully comprehend or control--whether it be due to the forces of a god, nature, fate, the universe, or wherever we place our beliefs in what shapes the world around us. Accepting this allows us to relieve much of the stress we place on ourselves as individuals and start to see our position within a broader world.
- 5. Forgiveness:** The world is not perfect, and neither is anybody who lives in it. While it's unwise to repress legitimate grievances, unyielding rumination, grudge-holding, and resentment of past faults only serve to add to our stress and anxiety. Consciously and intentionally practicing forgiveness allows us to resolve past issues and move forward with building our family and our community.

A SMART mindset and mindfulness in general are often tools that can trip up otherwise intelligent, effective people--we all like to think of ourselves as rational, clear-headed, and self-aware, but we all have plenty of moments of mindlessness where we make automatic judgments, assumptions, and responses that may increase our stress and unhappiness.

*Reprinted with permission of Tom Hubler / Taken from: <https://www.hublerfamilybusiness.com/blog>*

SCAA  
PO BOX 41368  
RALEIGH, NC 27629

FORWARDING SERVICE REQUESTED



SCAA | 919-876-0687 | WWW.SOUTHCAROLINAAUCTIONEERS.ORG

## THANK YOU, BID CALLER BOOSTERS!

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

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

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

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

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

**Gwen Bryant**  
Bryant Auction & Real  
Estate  
Florence, SC  
843-617-8449

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

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

**David Meares**  
Southern Oak Company  
Pelzer, S.C.  
864-444-1322

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

**Kimberly Creswell**  
Meares Property Advisors  
Easley, SC  
864-947-2000

**Glenn Hartshorn**  
Uptown Auctions  
Bluffton, SC  
912-604-9447

**Garv Lenox**  
Lenox Auction & Realty  
Cary, NC  
919-522-0074

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

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

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

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

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

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

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

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

**Charlene Hindman**  
Charlie O. Wolfe, Inc.  
Greer, SC  
864-877-2013

**Ronald Long**  
Charlton Hall Galleries  
West Columbia, SC  
803-779-5678

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

**Jimmy Johnson**  
Auction Services Ltd  
Anderson, S.C.  
864-712-9566

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