

Hawkeye Auctioneer

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Get To Know the 2018 Finalists!

The Iowa State Champion Auctioneer finals is only eight weeks away! We have a wonderful event planned for you on Tuesday, August 14.

The state finals feature twenty auctioneers from across Iowa and Midwest competing for the coveted title of the "Iowa State Champion Auctioneer".

IAA's 2018 finalists (in alphabetical order):

- Joseph Bair, Elkhart
- Del Beyer, Boyden
- Justin Brant, Glidden
- Curtis Dosland, Calamus
- Heath Downing, Creston
- Jeff Garber, Lincoln, MO
- Jeremy Garber, Lincoln, MO
- Alan Good, Newton
- Craig Hilpipre, Cedar Falls
- Rod Johnson, Cannon Falls, MN
- Russell Lamp, Letts
- Zachary Laurie, Indianola
- Rodney Perry, Moravia
- Chad Shepard, Cedar Falls
- Mike Spoerl, Sherrill
- Justin Steward, Wyoming
- Tom Watters, Maquoketa
- Tanner Weaver, Lancaster, MO
- Daniel Wilson, Redfield
- JJ Wise, Klemme

You can view all contestant's photos and bios at iowauctioneers.org/2018-contestants.

The auctioneer contest semi-finals and finals are a live auction event where our twenty contestants sell their items to the buying audience. This contest is free to watch and open to the public.

Save the date!

August 14, 2018 | 9:00 AM | Anne & Bill Riley Stage
Iowa State Fairground, Des Moines, Iowa



Joseph Bair



Del Beyer



Justin Brant



Curtis Dosland



Heath Downing



Jeff Garber



Jeremy Garber



Alan Good



Craig Hilpipre



Rod Johnson



Russell Lamp



Zachary Laurie



Mike Spoerl



Rodney Perry



Chad Shepard



Justin Steward



Tom Watters



Tanner Weaver



Dan Wilson



JJ Wise



Matt McWhirter

2018 IAA President
McWhirter Auction Group
Washington, IA

Auctioneering is a fascinating profession!



Learn. Experience. Grow.

There is always something new to learn, experience, or grow with the industry. There may be ups and downs with any career, but it's how a person reacts to those situations that hopefully makes a person successful. One reaction is to stand up straight and smile! I am enthused while smiling for all of the exciting things that are happening in the Iowa Auctioneers Association!

The first exciting event is the Iowa Champion Auctioneer Contest! As many of you know, the State Fair holds the brightest and talented auctioneers competing for the title. There has been a long list of champions that have come before us. These champions have braved the stage and I encourage everyone, veteran auctioneer or otherwise, to stand up and compete.

***I encourage everyone,
veteran auctioneer or
otherwise, to stand
up and compete.***

Contract auctioneers, full time auctioneers, and part time, as well, are all part of the auctioneering community. All have been influenced by someone in the auctioneering profession. How many have properly learned how to be a ring person? Continuing education is vital to keeping relevant in this growing and changing industry. I encourage you to take advantage of the this year's continuing education before the State Fair finals on Monday, August 13.

The second part that is exciting is networking! How many times is your business based on someone you know? It is much easier to earn a client's business when you have people in common. Darrell Cannon from Center Point, Iowa is one of those people who is being recognized as an advocate and supporter of the Iowa Auctioneer Association.

On a national note, the association has joined with 38 other states and the NAA and submitted an amicus curiae brief in support of the lawsuit regarding Wayfair and the tax implications for small business. The brief states that "If this Court overturns the physical presence rule [Quill Corp v. North Dakota], auction companies will face a complex web of state and local sales tax collection obligations and may become subject to retroactive sales tax liability for prior sales" The ramifications of taxes and the collection thereof may prove disastrous to many small auction companies. Additionally, auctioneers and a family based business should be able to succeed.

Lastly, the revisions of the association bylaws are ongoing. It is the framework behind our strategic plan and means for direction. It's also a guide for how the association works and how to adapt to change. As this profession ages, the building blocks for how to succeed is how well we as an association can adapt, and how well we smile and react to the exciting times in this great industry!



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TJ DeMoss
2018 IAA Vice President
DeMoss Auction Company
Albia, IA

Drive to the 2018 Championship

Attend the Aug 13 Educational Session

Hello all! This has been a whirlwind of a year so far and it is only June. The board is excited to bring another awesome Iowa State Champion Auctioneer Contest. The association provided us with twenty participants for the 2018 bid calling contest finals from the qualifying round at the convention in February. We will have an excellent line-up of 5 judges for this year's event. They all run successful auction businesses and have extensive knowledge of the auction method of marketing, from machinery, benefits, estate sales, and business liquidation auctions.

We are proud and honored to announce this year's Grand Marshal is George DeWitt from Council Bluffs, Iowa!

In continuing a new tradition at the contest during the State Fair, the board is proud and honored to announce this year we will have George DeWitt from Council Bluffs, Iowa as our Grand Marshal. George has been a Past President, 2006 Hall of Fame inductee, and will be on the judge's panel for the IAA finals. Since 1981, he has owned DeWitt Auction Service. George was born and raised in rural Allison and graduated from Allison-Bristow Community School.

Please take the time to thank him for his continued support of our association and the auction industry.

Business continues to change we are encouraging individuals who cannot attend to watch online. We are thankful to have Austin Lamb, again this year, provide us with our on-line simulcast bidding activities from Bid Spotter.

Prior to the contest, we would like to invite you all to the educational seminar be brought to us by Brian Rigby from Professional Ringmen's Institute.

On Monday, August 13, Brian is holding two educational sessions. The first session will begin at 3:00 PM and another at 7:00 PM. This educational opportunity is free for our membership and we will announce a small fee for non-members. Auctioneers pay attention, as this is a chance to get your ring person and yourself some great information from an industry leader.

In closing I would like to thank everyone up front for their attendance and participation at the Iowa Auctioneers Association's Iowa State Champion Auctioneer Contest finals on Tuesday, August 14, 2018 at the Iowa State Fairgrounds in Des Moines. The contest starts at 9:00 AM sharp on the Anne & Bill Riley Stage. See you there!



George DeWitt, center, named IAA 2006 Man of the Year and Hall of Fame Inductee at the annual convention in Cedar Rapids.



Brian Tompkins

*IAA One Year Director
Wears Auctioneering
Solon, IA*

Our Vision for the Association's Future

Defining What IAA Means to You

I have struggled in the first two years of being an IAA Director to understand the goals and direction of the association. How do we make decisions if we do not know where we want to go? While we did have a strategic plan, it was not widely shared and had not been reviewed for many years. I was not sure that it accurately reflected where we were today as an association and where in today's market we thought we needed to go.

It was refreshing to work on this with the board in April. Spending most of the afternoon talking about vision, mission, and goals. It was a great activity and I think the board members put together a great list of goals for the association. We took time to look at strengths, weaknesses, and opportunities. Identifying market trends and really discussing what we thought the association should deliver to its members.

I look forward to the roll-out of this plan and hope the rest of you are as excited about it as I am. With a focus on the auction method and our professional members, I think the goals identified lay a strong foundation for providing benefits that will not only maintain our membership but also grow our impact on auctions in Iowa. Currently, many of our peer state associations are seeing membership numbers decrease.

Please be thinking about things you would like to see in the future of our association and what you can do to support and grow our influence. There is a lot of opportunities for involvement and we hope you will be a part of it.

"Persistence is what makes the impossible possible, the possible likely, and the likely definite"
— Robert Half

I think the goals identified lay a strong foundation for providing benefits that will not only maintain our membership but also grow our impact on auctions in Iowa.

We've identified ways to measure our progress and even set a 3-year target for achievement. It is important to have member involvement as we look at driving these to completion.



View all the 2018 IAA Convention photos online at [Facebook.com/IowaAuctioneersAssociation](https://www.facebook.com/IowaAuctioneersAssociation)



The youngest contestant of the 2018 Kids Fun Auction commands the microphone during the February convention.



Hannes Combest, CAE
*Chief Executive Officer
National Auctioneers
Association*

South Dakota vs. Wayfair

Your membership just helped the whole industry!

Thank you! Your membership in your state association has helped the entire auction industry.

By mid-April, the United States Supreme Court will have heard arguments about a case, South Dakota vs. Wayfair, that could have significant impact on the future of the auction industry. You see, the South Dakota state government passed a law last year that said that you must collect sales tax if you sell an item(s) at the place of possession of the item.

As an example, if you sell an item in Minnesota and you ship it to South Dakota, the new law says you must collect South Dakota sales tax. Right now, the South Dakota government does not believe it will be a big deal because they say this will only happen if you sell 200 items to one person/company or sell items totaling \$100,000. However, there is no telling how long that "threshold" will last.

Did you know there are 9,998 individual sales tax jurisdictions in the United States?

Did you know there are 9,998 individual sales tax jurisdictions in the United States? Think about the impact that could have on your business – selling items all over the country and having to pay sales tax all over the country. Many small companies will not be able to handle this huge administrative issue.

So, thank you – your membership dollars paid to your state association (and NAA if

you are a member), have helped support an effort to submit a brief to the Supreme Court that very effectively articulates how this could impact the industry. We won't know if we are successful until June. But if we are, we will have helped stop something that could literally put some people out of business. And if we are not, we will be working with your state association to determine effective strategies that combat this on a state legislative basis.

It is for this reason that we encourage you to start developing your network of public policy officials now. Do you know who your state legislators are? Who is your state representative, and who is your state senator? If you don't know them, contact them now before you need them. Send them an email introducing yourself; invite them to your next auction; see what you can do to help them.

Because you WILL need them. If the Supreme Court sides with the South Dakota government, there are 35 states that have legislation ready to go regarding the collection of sales tax. And at that point, you will need your state association more than ever – you will need them to help you fight this.

Even if you don't sell non-real estate items, you will need to be involved. This impacts your colleagues and small businesses in general.

Join us in Jacksonville! 69th International Auctioneers Conference and Show on July 17-21, 2018. The NAA will be hosting a special program on this issue facilitated by NAA Board member, David P. Whitley, CAI, CES, and NAA Member John Schultz, AMM, who have led NAA's efforts on this issue.

The Iowa Auctioneers Association would like to ask our members to refer a new member to the association in 2018.

As a member of the association, you are our best advertisement. Your success is our success.

Annually the association offers educational sessions, workshops, annual member convention, a state fair auctioneer competition, and member discounts on events and advertisements. Every member also receives the quarterly newsletter.

For member downloads, event details, and more, visit www.iowaauctioneers.org. Social media profiles show member news, current events, and event live streams. Facebook @IowaAuctioneersAssociation Twitter @IAAuctioneer.

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2018 Industry Calendar

Visit us online iowauctioneers.org for event details

JULY

69th Annual International Auctioneers' Conference & Show

July 17-21, 2018
Hyatt Regency Jacksonville Riverfront
Jacksonville, FL

AUGUST

Iowa State Champion Auctioneer Contest Finals

9 AM | August 14, 2018
Iowa State Fair Grounds
Anne & Bill Riley Stage, Des Moines, IA
(Group rate for hotel block ends July 23, 2018)

SEPTEMBER

2018 NAA Day on the Hill

8 AM | September 6, 2018
Capitol Hill, Washington DC

FEBRUARY 2019

2019 IAA Annual Convention

February 1-3, 2019
Sheraton Hotel, West Des Moines, IA
(Group rate for hotel block ends January 9, 2019)

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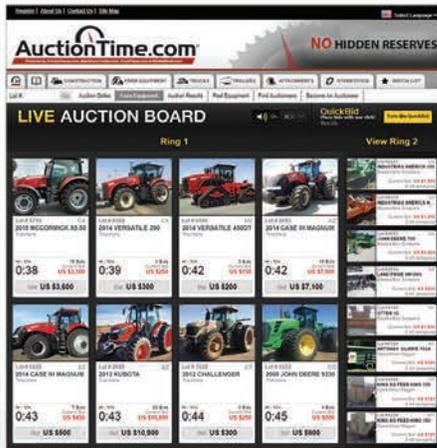
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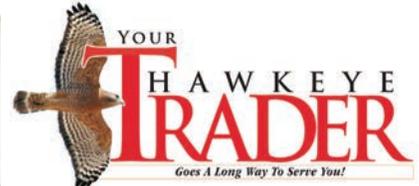
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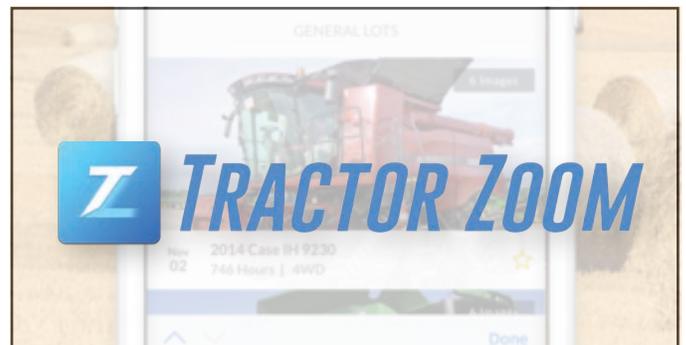
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