

# LOUD AND CLEAR

## THE VOICE OF THE SOUTH DAKOTA AUCTIONEERS ASSOCIATION

APRIL 2015

www.sdaa.net



### *A letter from the SDAA President*

Greetings SDAA Members,  
Spring is in the air! Green grass, newborn livestock, farmers in the field and auctioneers' phones ringing from people wanting to get auctions scheduled are just a few of the things to love about this time of year.

This newsletter has all the details regarding the SDAA Annual Convention, June 11, 12 & 13 in Oacoma, SD at Cedar Shore Resort. Things are coming together great. This newsletter has the full schedule, hotel information, etc. Please book your hotel rooms as soon as possible. I'm looking forward to our speakers, James Devin Ford and George Michak. Their topics will be valuable to all auctioneers. Ladies, Cindy has some

neat stuff planned for you and if anyone is bringing children to let us know and we can set up some activities for the kids. For those of you that have never been to the convention let this column be your personal invitation! Summer is a busy time for everyone and It'll be great to have so many of you as our guests.

I can hardly believe that my year as SDAA President is coming to a close. It has been a pleasure serving you and helping "carry the flag" for the SDAA and the auction method of marketing. As a first generation auctioneer I cannot begin to place a value on the friendships and relationships I've made through being involved in the SDAA. The combined years of experience

within this organization is an amazing resource to myself and others. For that I say "Thank You"! I'd also like to thank your SDAA Board of Directors. This is a great group of people to work with. Their input and concern for things is always well thought out and done with the best of intentions. Lastly, I'd like to thank our Executive Secretary, Dawn Luckett. Dawn does so much for the SDAA and the Board all year and we are lucky to have her. Thanks Dawn!

It's been a busy and rewarding year. From my vantage point the auction business is as strong as ever. Keep up the great work and until next time...Remember-Only at Auction!



2014-2015 President Chisum Peterson Chamberlain SD

Kind regards,  
Chisum Peterson

### **Reservations for the SDAA convention**

This year's Convention is June 11, 12, 13, 2015 at Cedar Shores Resort, Oacoma, SD. The block of rooms is ready now at 605-234-6376. Reserve your room now as the block will be released to the public on May 9, 2015. Make sure when making your reservations that you tell them that you are with the South Dakota Auctioneers Association. Our rate this year is \$99.00 per night.

### **Ladies convention outing**

We need to know how many ladies will be joining the outing as a floral design class is scheduled during the 2015 SDAA convention. Nationally recognized award winning Chamberlain, SD, florist Patience Pickner will be the presenter. RSVP required so enough material is ordered. Contact Dawn (Call/text 605-350-3020) as soon as possible or Cindy (call/text-cell 605-730-4213).

### **UPCOMING EVENTS**

**2015 South Dakota Auctioneers State Convention**  
June 11-13 2015 Cedar Shore Resort Oacoma,  
SD President Chisum & Cindy Peterson-Hosting

**2015 National Auctioneers Convention**  
66th International Auctioneers Conference & Show  
July 14-18, 2015 - Dallas Texas

**Turner County Fair**  
August 17, 2015 - 6:30 PM  
Parker SD

**South Dakota Auctioneers State Bid Calling Contest**  
South Dakota State Fair September 6, 2015  
@ 2:00 PM Dakotaland Stage Huron, SD



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**2014-2015 SDA**

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## **Ford will be 2015 convention presenter**

**J. DEVIN FORD, CAI, CES  
MARKETING CREDENTIALS**

J. Devin Ford will present a three hour elective CW class during the 2015 South Dakota Auctioneers Association. The class will begin at 8:00 a.m. on Saturday, June 13 with the theme: "Multi-parcel real estate auctions".

He has conducted Marketing campaigns for commercial real estate, residential real estate, agricultural real estate, vehicles, industrial equipment, farm machinery, antiques, stocks, collectible coins, artifacts, firearms, manufacturing equipment, retail liquidation, etc.

### **His biography**

#### **I. Education:**

- A. A-Pass Weikel Institute: Completed real estate sales associate and broker training in Lexington, Kentucky.
- B. Certified Auctioneers Institute: Completed training including real estate education at Indiana University, Bloomington, Indiana.
- C. Worldwide College of Auctioneering - General Auction Training in Mason City, Iowa.
- D. Liberty University: Completed BS Degree in Business Finance with honors, Lynchburg, VA.
- E. Professional Seminars: Attended and instructed numerous real estate and auction seminars. (Cumberland Valley Board of Realtors, Kentucky Board of Auctioneers, Kentucky Auctioneer's Association)
- F. Certified Estate Specialist Certification - completed program emphasizing estate liquidation in Charlotte, NC.

#### **II. Honors and Awards:**

- A. Past member of Board of Directors for Cumberland Valley Realtors Board of Directors
- B. Cumberland Valley Board of Realtors committee service including by—laws and professional ethics.
- C. Past president of Kentucky Auctioneers Association.
- D. Second Runner Up in 1998 International Auctioneer Championship.
- E. 1997 Kentucky State Bid Calling Champion.
- H.. 2007 Kentucky Auctioneers Association Champion of Champions Auctioneer.
- I. Finalist in 2007 International Auctioneer Championship
- J. Member of Kentucky Auctioneers Association Hall of Fame; inducted in 2011.
- K. Member of the Board of Directors of the National Auctioneers Association

#### **III. Community Service:**

- A. Auctioneer for numerous charitable and professional organizations including Operation Unite, Ducks Unlimited, Rocky Mountain Elk Foundation, Kentucky Bar Association, United Way, St. Jude's Children's Hospital, numerous school board districts, etc.
- B. United Way of Laurel County member and former auction coordinator.
- C. Speaker for several local schools.
- D. Past seminar speaker for Kentucky Board of Auctioneers - Kentucky Auctioneers Association, Indiana Auctioneers Association, Idaho Professional Auctioneers Association, Montana Professional Auctioneers Association.



## **2015 South Dakota Auctioneers Association Convention Agenda**

### **Thursday, June 11, 2015**

**11:00 AM – 1:00PM** – River Run Room- SDAA Board of Directors Meeting (we will have lunch ordered in)

**1:00 PM – 5:00 PM** - Convention Registration

**1:00 PM –4:00 PM** Hale Room –Legal Issues, Best Practices & Risk Management for Professional Auctioneers By George Michak, 3 Hours Required CE Classes

**4:00 PM- ??-Hospitality Room #233**

**6:00 PM** – Wheeler Room for - Fun Auction Hosted by the 2014 SDAA Bid Calling Champion Jon Millar : Social Hour starting at 6:00, Buffet starting at 6:30 with fun auction to follow

- Fun Auction Begins

### **Friday, June 12, 2015**

**8:00 AM – 12:00 AM** - Convention Registration

**8:00 AM – 11:00 PM** – Hale Room- Legal Issues, Best Practices & Risk Management for Professional Auctioneers By George Michak, 3 Hours Required CE Classes

**11:00 PM -1:30 PM** - SDAA General Membership Meeting /Deli Buffet Lunch Will be serving

**9:30 AM – 4:30 PM** - Ladies Outing and lunch

**1:30 PM – 4:30 PM** - Hale Room-Agricultural Real Estate Auctions By NAA J. Devin Ford 3 hours Elective CE Class

**4:30 PM-- ??-Hospitality Room #233 W/Courtyard**

**6:00 PM** – Wheeler Room- SDAA Annual Banquet: Social hour 6:00 PM, Meal at 7:00 PM, Awards presentation, Induction of new officers To follow .

### **Saturday, June 13, 2014**

**8:00 AM – 11:00 AM** – Hale Room –Multi-Parcel Real Estate Auctions By NAA J.Devin Ford 3 Hours Elective CE Classes

**HOPE YOU ENJOYED THE 2015 SOUTH DAKOTA AUCTIONEERS  
CONVENTION**

**2016 South Dakota Auctioneers Association Convention  
President Randy Owen  
Watertown, SD**

**2017 South Dakota Auctioneers Association Convention  
President Val Luckett**



## Michak to speak at 2015 SDAA convention

George A. Michak will be the featured speaker at the 2015 South Dakota Auctioneer's Association convention in Oacoma, SD on June 11-12-13.

Michak, of Harrisburg, PA, provides counsel on business, corporate, and commercial issues including: business entity formation; shareholder agreements; limited liability company operating agreements; buy-sell agreements; corporate governance, care-taking, and compliance; corporate finance, including economic development incentives; risk management and commercial litigation.

George's practice also involves negotiation and drafting of various types of business and transactional documents including: commercial contracts; employment contracts; licensing agreements; joint venture agreements; acquisition agreements.

He has broad auction law experience including: Preparation of contracts for on-site auctions, consignments, liquidations, catalog auctions, and on-line auctions.

He also does preparation of

bidder terms and conditions, representation of auctioneers in licensing and disciplinary matters, representation of auctioneers in contract disputes, representation of auctioneers in disputes with bidders and buyers, advice and counsel to auctioneers on risk management and dispute resolution.

Preparation of employment contracts and independent contractor agreements, significant responsibility for the drafting of amendments to the Pennsylvania Auctioneer Licensing and Trading Assistant Registration Act, 63 P.S. § 734.1 et seq.

George is a shareholder of the firm, and a member of the firm's Business and Financial Services Department.

Areas of Practice: George's areas of practice include auction law, general business matters, commercial transactions, economic development financing and incentives, administrative law, and commercial and appellate litigation.

Memberships and Activities: George serves as counsel to the Pennsylvania Auctioneers Association, and regularly speaks before industry groups

about developments in auction law, as well as best practices, contracts, and risk management for auctioneers.

Jurisdictions: George is licensed to practice in Pennsylvania and Vermont, as well as the United States District Courts for the Middle, Eastern, and Western Districts of Pennsylvania, the United States District Court for the District of Vermont, the United States Court of Appeals for the Third Circuit, and the Supreme Court of the United States.

Education and background: George graduated, magna cum laude, from Vermont Law School, and received his Bachelor of Arts degree in Government from King's College. George also holds a Master's degree in Public Administration from The Pennsylvania State University at Middletown.

After law school, George served a judicial clerkship with the Honorable John A. Dooley, III at the Vermont Supreme Court. George also served as Chief Counsel with the Pennsylvania Department of Community and Econom-



ic Development, which is the Commonwealth of Pennsylvania's principal economic development financing agency. As Chief Counsel for DCED, George also represented the Pennsylvania Industrial Development Authority, the Pennsylvania Economic Development Financing Authority, the Pennsylvania Minority Business Development Authority, and the Governor's Center for Local Government Services.

## Twin sons born in the Moore family



Congratulations to Scott and Natalie Moore and Wesley on the birth of their twin sons: Colby Gordon - 6 lbs. 9ozs, 19 inches and Brody Scott - 6 lbs. 8ozs, 19 1/4 inches


## New Members:


Martin DeVile- Sioux Falls SD

## Ask for prayers:

The SDAA asks for your continued prayers for Lonnie Arenson.

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# Happy Memorial Day Monday, May 25 as we honor the nation's veterans

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