

# LOUD AND CLEAR



THE VOICE OF THE

## South Dakota Auctioneers Association

AUGUST 2022

[www.sdaa.net](http://www.sdaa.net)



# Welcome Fall!



## A letter from the SDAA President

Hello, SDAA members,

I am Terry Brick and own T. Brick Auctions out of Brandon, SD. I have been an auctioneer since 1994, graduate of Continental Auction school in Mankato, MN.

I have been married to Kate since 2001. We have a small herd of small cattle on our small ranch near Brandon. I am a veteran with 35 years military service with the SD Air National Guard.

This year has presented itself with new challenges and changes as to how we are doing business. Internet auctions have become the new normal. As we look forward to the coming years, it is imperative to keep an eye on state legislation and how it is affecting our business as auctioneers. Our licensing was changed in the last year. The South Dakota Real Estate Commission no longer offers an Auctioneer's license

to new auctioneers. Auctioneers must take the Broker Associate test now to be licensed to sell real estate. The other major change is that anyone can catch bids (be a ring person) at real estate auctions. These changes were made without input from our association or any of our members. These changes will make it difficult to protect the public as is required when we as auctioneers maintain a Limited Broker's License. These two items will have a detrimental effect on our real estate and land auctions. This situation has made it abundantly clear to me that we need our association, we need our annual meeting and we need the opportunity at our annual meeting to gain education and stay on top of legislative and legal actions that will affect our auction industry.

The 2023 Convention will be in Brandon, SD. Please reach out to all auctioneers and invite them to our

annual meeting. There is strength in numbers and we are all impacted by the actions of a few. Hope to see all of you in Huron, at the State Fair on September 4 for the Bid Calling Contest!

I am proud to be your 2022-23 president of the SDAA.

Respectfully  
Terry Brick, 2022-23 SDAA President



Incoming President Terry Brick of Brandon, SD giving outgoing President Scott Moore of Centerville, SD his gavel and stand.



TERRY BRICK OF BRANDON, SD  
2022-2023 SDAA PRESIDENT

## UPCOMING

**SD Auctioneers Association  
Bid Calling Contest  
September 4, 2022 at 2 p.m.**

**Farm Bureau Dakotaland Stage on  
the SD State Fairgrounds in Huron, SD**

*Please help us welcome  
these new members:*

Collin Berry of Newell, SD    John Hauck of Bereford, SD  
Derek Jark of Aberdeen, SD    Tate Meyer of Huron, SD

# LOUD and CLEAR

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## From the Letterbox



L-R: SDAA President Scott Moore presenting Lori and Justin Dean with their award.

On behalf of [www.sdauctions.com](http://www.sdauctions.com) and [www.theauctionpages.com](http://www.theauctionpages.com), Lori and myself (Justin Dean) would like to say "Thank You" enough to those that believed in us and always pushed us to do more.

We currently supply content to seven midwestern state websites, our global page: "theauctionpages.com," and 25 different urls that all promote the auctions on [sdauctions.com](http://sdauctions.com) and [theauctionpages.com](http://theauctionpages.com).

With over millions of pageviews a year, we are constantly striving to make this the best experience for our auction viewers and the auctioneers that advertise with us. The digital era is upon us and the days of newspaper and salebills are fading. Our websites offer multiple options to promote your upcoming auction and your auction business in this digital world we are now living in.

We are often imitated, but never duplicated. If you would like more information on how to advertise on our websites, please contact us at [sdauctions@santel.net](mailto:sdauctions@santel.net).

We are looking forward to the next 25 years and "Thank you for Letting us share your next auction with the world!"

It is our true intention to

*Justin and Lori Dean*



## Happy soon to be Fall

### SDAA members!

I want to say what a great opportunity it was to meet so many of you at this year's annual convention. It was my first time in attendance, and everyone was so genuinely nice and welcoming! I really enjoyed getting to know some of you face to face. I also discovered what a group of chocolate lovers you are. I will make sure to keep my vendor booth stocked with chocolate next year as well! Kudos to all who were involved with the convention planning! Great speakers with interesting topics and the on-site ice cream truck for dessert, it was a fabulous surprise!



I also want to wish good luck to all who will be participating in the State Bid Calling Championship at the SD State Fair. May the best bid caller win! We are honored to support this event and sponsor the winners' plaques.

I would like to invite you to participate in our new Auctioneers Profile feature. We will be publishing this feature on our website blog. Please fill out the below questions and email me the information along with a few photos and we'll feature you! And don't forget to subscribe to the blog on our website.

- Why did you become an Auctioneer?
- What path did you take to get here?
- Has your perception of the Auction Industry changed since you started?
- What do you think you can do to stay relevant in the future?

We look forward to helping your business grow!

*Rita Adams*

605-206-9997

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# South Dakota State Auctioneers Convention 2022



Brandon, SD

June 9-11, 2022

The South Dakota State Auctioneers Convention was held June 9-11, 2022 in Brandon SD with President Scott Moore presiding over the event. We had offered 12 hours of continuing education class for all those holding a real estate license and had an excellent turn out for classes.

The women enjoyed shopping on Thursday and making charcuterie boards — and of course they didn't share.

The fun auction was well attended each auctioneer brought three items to auction off and those proceeds totaled \$9836. What a great night!

In addition to our 12 hours of CE classes, we had ATF come and present on selling guns and receivers. They also were on hand to answer questions of the dos and don'ts of selling firearms.

We had our awards banquet on Friday night with excellent food and company. This year's inductee into SDAA Hall of Fame was Justin Dean of Artesian, SD. Justin and Lori Dean received a service award for promoting the auction industry through their website Auctionpages.com. What a well-deserved honor.

The award ceremony was followed up by DJ music with several dancing the night away.

We have so many sponsors and vendors that help our industry a lot. We would like to thank you all for your work — you are all well appreciated by all the



Past and present Hall of Fame, back row, left to right: 2021 Val Jark of Aberdeen, SD; 2016 Marlin Fjelland of Clark, SD; 2015 Wayne Bessman of Madison, SD; 2016 Terry Haiar of Alexandria, SD, Front row: 2004 Don Sweeter of Worthing, SD; 2022 Justin Dean of Artesian, SD; 2017 Tom Souvignier of Canton, SD; 2012 Chuck Sutton of Flandreau, SD.

SDAA membership. Our membership grows every year, thank you members.

The SDAA 2022-2023 President Terry Brick along with his wife Kate will be hosting 2023 SDAA state convention in Brandon, SD June 8-10, 2023 So come out and support our convention. The fun auction is open to the public and all real estate classes are open to all who hold licenses.

Our next big event will be the South Dakota Auctioneers Bid Calling Contest at the State Fair September 4 at 2 p.m. at the Farm Bureau Dakotaland stage on the fair grounds in Huron, SD. Come support the SDAA and SD Youth Foundation.



Hall of Fame award being presented to Justin Dean of Artesian, SD (right) by president Scott Moore of Centerville, SD.



# *South Dakota State Auctioneers Convention 2022*



Peoples Choice Present and Past Winners, back row left to right: 2012 Jeff Storm of Custer, SD; 2010 Randy Owen of Watertown, SD; 2009 Ben Meyer of Huron, SD; 2014 Bill Eckert of Okaton, SD; 2007 Val Luckett of Wessington Springs, SD; 2022 Scott Moore of Centerville, SD. Front row: 2011 Don Sweeter; 2018 Ron Bradeen of Custer, SD, 2021 Ken Girard of Wakonda, SD; 2015 Jared Sutton of Sioux Falls, SD.

2022 Peoples Choice Award: 2022 Scott Moore of Centerville, SD; being presented by 2021 Ken Girard of Wakonda, SD.



Swearing in Officers/Directors, left to right: 2022-2023 President Terry Brick of Brandon, SD; President Elect Ted Souvignier of Canton, SD; Vice President Nick Stormo of Hayti SD; Zone 1 Leo Hart; Zone 3 Jon Sweeter of Sioux Falls; Zone 5 Megan Hammond of Brookings, SD; Zone 2 Mike Girard of Wakonda, SD; Zone 6 Jared Sutton of Sioux Falls, SD. Not Present: Zone 4 Brad Gran.







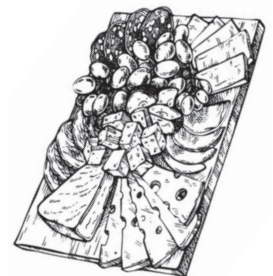
Class room time offered 12 hours of continued education for all real estate licences.



We were happy to have the Ice Cream Trailer show up . Thank you Carmen Girard Giles, it was a hit.



Vendors left to right: "All Auction Sales" Rita Adams of Sioux Falls helping Dorothy McPherson of Rapid City, SD. "Auctiontime.com" rep Mark Winter of Lincoln, NE. Other vendors included Auctionpages.com Justin and Lori Dean of Artesian, SD And Lloyd Uthe with Adventure & 605 of Sioux Falls.



The ladies did charcuterie boards.





Zone Director Megan Hammond of Brookings, SD sings the National Anthem to kick off our awards banquet.



*Passing the briefcase:* Wayne Bessman of Madison, SD passing the traveling briefcase in memory of his brother Warren Bessman to the incoming President Terry Brick of Brandon, SD.



Zone Director 3 Jon Sweeter of Sioux Falls, SD with his folks Helen and Don Sweeter of Worthing S., Don is a 2004 inductee to the Hall of Fame.



Zone Director 5 Megan Hammond of Brookings, SD with her daughters. Auctioneering is a family affair.



Never know what will be sold! Ted Souvignier of Canton, Kevin McPherson of Rapid City, and Ben Meyer of Huron, SD.



Pam Storm Custer SD and Valerie Curtis enjoying their ice cream cones, Don Curtis wondering why they are not sharing...



Kevin McPherson of Rapid City, SD along with his Dad Dale McPherson, Hall of Fame member inductee 2002 auctioneering at the fun auction.



## *A well-deserved honor*

### Justin and Lori Dean Named Recipients of SDAA Appreciation Award



TOP: Shown seated are: Lori's Parents, Lori and Justin, Justin's parents, Standing are Heath and Shanda (Dean) Feistner and family and Kelbi (Dean) and Austin Messmer.

ABOVE LEFT: Lori and Justin Dean of Artesian, SD had their family all present for the ceremony.

ABOVE RIGHT: Lori and Justin Dean with their recognition award and Justin's Hall of Fame.

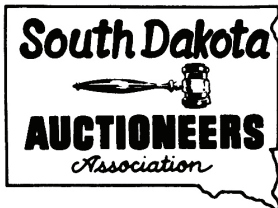
This year's inductee into SDAA Hall of Fame were Justin Dean of Artesian, SD. Justin and Lori Dean received a service award for promoting the auction

industry through their website Auctionpages.com. What a well-deserved honor.



Justin and Lori Dean of Artesian, SD were presented an award for their loyal support through the years.





TOP: Class room time offered 12 hours of continuing education for all real estate licensees.

RIGHT: New member Daren Anderson of Hartford, SD auctioneering at the fun auction as Mike Girard of Wakonda, SD takes bids.

LOWER LEFT: Auctioneering is new SDAA Member Seth Weiland Bereford SD with Nick Stormo taking bids. Seth will also receive the Arvon Taylor Scholarship award to be presented at the SDAA Bid Calling Contest in Huron SD.

LOWER RIGHT: Friendships are forever. Dawn Luckett, Valerie Curtis, Don Curtis and Val Luckett.



## *Hey there Auctioneers...*

### Know of someone wanting to go to Auctioneer School?

Let them know they can apply for the Arvon Taylor Memorial Fund. For the application or to donate to the fund, contact the SDAA at [luck@venturecomm.net](mailto:luck@venturecomm.net) or by calling or texting 605-350-3020 or for more details.



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When and where are you going to Auctioneers

School: \_\_\_\_\_

Tell us a little about yourself and why you decided to go to auctioneers school:

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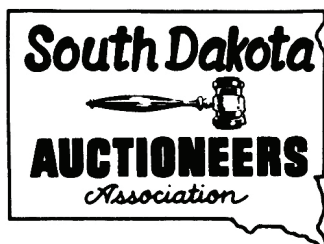
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