

Winter Newsletter 2023

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Cotton Booker presenting
Luke Nolte the 2022
Northwest Auctioneer
Champion Plaque



Cotton Booker presenting
Casey Moore the 2022 1st
Runner Up Auctioneer
Plaque



Cotton Booker presenting
Luke Nolte the Ringman
Championship Plaque. Luke
went home with two plaques
that evening.
Congratulations

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President's Letter

Hello Members and Happy New Year:

I hope everyone's 2023 is starting out great and only gets better from here. I want to thank all members (current and new) that were able to attend our convention in October. We had an exceptional convention with great speakers and content-packed presentations. Thank you, speakers and guest panelists! I also want to thank all IAPA Board Members and especially Kathy and Taryn for their time, input, and hard work in making last year's convention a success.

This next segment arose from 4-5 phone conversations I had with auction companies this last fall. I would ask that you approach this as a question and not a statement.

Many auction professionals, both members, and non-members, here in Idaho were unaware or concerned that Idaho is a non-regulated or non-license state for auctioneers. "Do I need a license?" is probably the question I receive the most as IAPA President from those looking to enter the auction profession. Most are amazed when I say, "no" you don't need an auctioneer license, but you do need to register as a business with the State of Idaho. Some of us remember when there was a license, but it was on and off and all you really had to do was go to the clerk's office and pay your dues. At times it seems like there were so few sold, that they had a hard time finding the license itself. The regulation was also very vague, and enforcement was almost non-existent, therefore it was abandoned.

Ladies and gentlemen, I am not advocating for or against a license requirement in Idaho. I do know this, if we want to remain a non-license state, whether we are live auctioneers, online auctioneers, or both, we must always be honest and ethical in each and every auction we conduct for both our sellers and buyers. As more auction companies start-up across the state every year, I feel our association becomes more important. Both Idaho and Washington, in our cooperative joint effort, always try to bring relevant and informative speakers to our convention who touch on topics such as taxes, law, business practices, marketing, and more. This information may not only give us a competitive advantage but may also keep us out of trouble.

IDAHO IS A NON-LICENSE STATE NOW, WILL IT REMAIN THAT WAY???

I hope to see all of you in Spokane, Washington on October 1st and 2nd for this year's convention. Washington is already reaching out to speakers and setting the line-up for some great presentations. Thank you once again for your time. Your feedback and comments are always welcome. Please contact me or any IAPA Board Member if you have any questions or concerns.

Tate Heinzerling

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Wesley Woolery: Recap

The first weekend of October auctioneers met for the NorthWest Auctioneers Convention in Boise, Idaho. During the convention there were numerous speakers who presented on a wide variety of auction topics. Speakers included Morgan Hopson, Oklahoma; Chantel Kimball, Washington; Rose Backs, Idaho; and many more.

During Morgan Hopson's presentation she discussed the importance of networking and the connections everyone has to each other. Morgan stressed the positive impacts that networking can have on your business and future opportunities. She talked about how a relationship you have with an individual or business may not be helpful today, but in the future there is a strong possibility that together there could be an opportunity to present itself.

Chantel Kimball did a presentation on her journey to becoming the NAA Woman's International Auctioneer Champion. Chantel had quite the journey to becoming a champion taking over 10 years to finally win. She pushed the message never stop practicing, believing in yourself and surrounding yourself with good people.

Rose Backs presented on her experiences with charity auctions and how they have changed in recent years due to COVID-19. Rose talked about how many charity auctions are using more technology to raise money and reach a larger audience. She discussed how many charities are now exploring different ways to host their events, whether it be outside or on a different day of the week allowing them to satisfy their attendees. Rose shared how her and her clients have found that they get the most out of a live auction by having a smaller number of high quality items, therefore maximizing the money raised for their organizations. In addition, Sunday evening Rose and her husband were inducted into the Idaho Auctioneers Hall of Fame!

To finish off the Sunday evening auctioneers competed in the Northwest Auctioneer Contest and Bid Spotter Contest. It was a strong group of auctioneers competing in both contests. Luke Nolte of Cambridge, Idaho won both the Auctioneer Contest and the Bid Spotter Contest.

The Northwest Auctioneer Convention was very informative and educational for all who attended, in addition to a good time to meet new people and reconvene with old friends. Next year the convention will be held in Spokane Washington, October 1-2, 2023.

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Mitch Royer: Recap

The sound of many auctioneers heard once again in Boise. On the weekend of October 2nd another successful Northwest Auctioneers conference was held at the Oxford Suites in Boise Idaho. This marks the 5th year that the Idaho Association of Professional Auctioneers and Washington Auctioneers Association combined conference has happened. We had a great line up of industry relevant speakers that presented on a variety of topics. Washington Association member Chantel Kimball (NAA Champion) kicked off her lecture tour at her home conference. Morgan Hobson presented some great information on leveraging marketing and social media. Dan Newman of Alaska Premier Auctions and Appraisals gave us a thrilling overview of his companies rise to prominence in Alaska. We also had a wonderful panel discussion with Camile Booker and Josh Sharpe answering questions about current auction industry challenges.

As always, the Northwest Auctioneer and Northwest Ringman contest was held during the banquet dinner. A good-sized field of competitors competed in both events this year. Luke Nolte was champion in both categories. After the contest, auctioneers from both associations sold the remainder of the items in the fun auction. Business meetings were held Monday morning.

Upcoming events to keep an eye on. The 2023 Northwest Auctioneer Convention will be held in Spokane Washington this year. Also, discussions are under way for Alaska to host the convention in the next several years. Please stay tuned for more information on both events! We hope to see new participants and competitors this October! A big thanks goes out to Executive Secretaries Kathy Adams & Taryn Baze for arranging another phenomenal event.

Hall of Fame

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IAPA Hall of Fame Honored

Rose Backs and Matt Backs were inducted into the Idaho Hall of Fame during the 2022 Northwest Convention.

Matt and Rose are owners of Elite Auctions in Coeur d' Alene, ID. They are both full-time, award-winning auctioneers. They began their careers in the 90's. Matt has been in the auction business for 33 years, and Rose for 25 years. They specialize in auctions of wholesale automobiles, classic cars, benefits and fundraisers. They both attended Certified Auction Institute (CAI). Rose also has a Benefit Auction Specialist designation. Both Rose and Matt have been IAPA Past President's. They both have won the IAPA Bid Calling Championships, along with the Northwest Bid Calling Championships. They are outstanding in their fields and well respected by their peers and their community. They also volunteer in their church. They have three children: Olivia, Ellie and Dalton.

Rose and Matt are so deserving of the Hall of Fame Award. They have given so much to IAPA and the auction business!

MEMBERSHIP/SAVE THE DATE

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2023 NW Auctioneer Conference
October 1st & 2nd Spokane, WA
Details Coming Soon...



If you haven't already renewed your membership, please head to our website, link below for more details. Membership is due in January for the year.
www.idahoauctioneers.org/join-renew/
or send a check to the post office box.

If you would like to receive a hard copy of this newsletter please contact Kathy.

Membership allows you to use the IAPA logo for professional and promotional purposes in your business. You have access to the IAPA website where you can post upcoming auctions free of charge. We also ensure each current member is identified on this website and afford potential clients and customers the opportunity to search for professional auctioneers in their area.

Email the IAPA Secretary/Treasurer to obtain an electronic file of the IAPA logo. In addition, we welcome any auctioneer related articles, upcoming events, recognitions and announcements for the IAPA newsletter.

2022 NW Auctioneer Convention Sponsors

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2023 IAPA BOARD MEMBERS

idahoauctioneers.org@gmail.com

TATE HEINZERLING, President

208-830-3325

Anotherauction453@gmail.com

2145 W. Seldovia St

Kuna, ID 83634

ROD ELSON, CAI, Chairman of The Board

208-278-1772

idahoauctioneer@gmail.com

4860 Cassia Rd

New Plymouth ID 83655

MITCH ROYER, Vice-President

208-874-2471

Mitch.royer@outlook.com

Royer Auction & Announcing Services

609 N Almon SPC 3014

Moscow, ID 83843

KATHY ADAMS, Executive Secretary/Treasurer

208-850-8793

Idahoauctioneers.org@gmail.com

PO Box 15231

Boise ID 83715-5231

JOHN NELSON, Director 1

208-940-1527

Sheephunter11@gmail.com

Open Buckle Auction Service

13 Miller Lane

Salmon, ID 83467

ZACK ZUMSTEIN, Director 2

208-880-6807

zackzumstein@hotmail.com

Zumstein Auctions

6107 Hogg Rd

Marsing, ID 83639

HEATH MARLEY, Director 3

208-716-5535

44auction@gmail.com

WESLEY WOOLERY, Director 4

530-604-2320

woolerywesley@gmail.com

266 E Whitehall St

Meridian, ID 83642