

# Winter/Spring Newsletter 2024

[idahoauctioneers.org@gmail.com](mailto:idahoauctioneers.org@gmail.com)



Luke Nolte presents  
Champion Luke Womachil  
the Northwest Auctioneer  
Champion Plaque



Luke Nolte presents Casey  
Moore with the 1st Runner  
Up Plaque.



Pre-Event Social Gothering

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### President's Letter

Greetings Everyone and Happy New Year!

It is hard to believe it has already been four months since our convention in Spokane. This means it is time for us to roll up our sleeves and get to work on our 2024 convention that will be held in Idaho. I would like to take a second to thank everyone who contributed to helping set up and run a successful convention in Spokane. Your time and hard work is greatly appreciated. I would also like to thank all members from all states who made the time and effort to attend the 2023 convention. Your support is greatly appreciated.

There are a variety of topics I have thought about discussing in this article. The one that kept entering my mind was "attitude". Your attitude, my attitude, our attitude towards our profession and association. I know, at least if you are like me, I have to change, alter, or reset my attitude from time to time. In doing so, I often look back and ask myself why I gravitated toward this profession. What is it about the auction industry that keeps us hooked? The days are never quite the same, the success is unlimited, you can be your own boss, you can be an online auction company, you can be a live auction company or a combination of both. You can be a livestock auctioneer, a benefit auctioneer, an auto auctioneer, a real estate auctioneer, or a combination of all of the above. There are a variety of reasons, each different for all of us, why we are here. But I believe we can all agree that we like what we do, we respect, are interested in, and have a passion for the auction industry. Our "attitude" is key!

What about our association? What led you to become a member? Was it to win a buckle, gain new information, talk to a third-party software provider, or just to connect and network with other auction enthusiasts? All of these are valid and great reasons, and I know there are many more reasons out there on why you joined. Are you a new member? Or have you been a member for 10, 20, or 30 years? What is your attitude now and how has it changed? Can we impact our membership and the positive learning from our convention by 30%, 40%, or 50% with a 5%, 10%, or 15% change in our collective attitude? I think we can!

Folks, I know we only meet for one and a half days, once a year in October. We try to cover as many topics as possible in that timeframe. Here is where I would like some feedback from our members. Please reach out and let us know what topics and issues are important to you. How can we positively impact your attitude towards our industry and our organization? There are a lot of uncertainties out there, including technology, AI, legislation, competition, and many more. I believe a strong membership and an active association will be instrumental in the years ahead. Let's keep our association and the Northwest alliance strong for years to come.

Please feel free to contact me or Kathy with comments and feedback. And especially reach out to us with ideas on topics and/or speakers or the upcoming 2024 convention. I thank you for your time and I hope all is well in your world.

*Tate Heinzerling*

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## Paul Adams

Well, I have been asked to write an article for the newsletter, so here goes. The end.

No not really, I know you all hoped that was all I had to say. I have written many articles for this newsletter over the 35 years that I have been a member, but this one seems difficult to come up with thoughts.

History is written and documented but the future is unknown, and even if you have a plan for the future who knows what or when that plan will get derailed. We know where this organization came from what it has been, but the future is entirely unknown, it is what we make of it. The future of this organization looked good lots of members, conventions well attended, then along came this thing called the internet and somebody decided let's do an auction on the internet and Ebay was born. Now I won't say what auctioneer I know that had the idea proposed to him for an internet auction and he said hell no, that won't work. Oh, if only he could have predicted the future. Now it seems most auction companies are doing online auctions and anybody can hang out their shingle and be an online auction company.

Back to the history, has this organization been perfect for all auctioneers, that answer is no. Did it offer something for those that only sold cars or cattle, nope. But it was good for those of us that sold generally anything you could. You were able to learn from others mistakes, make connections with other auctioneers and maybe get a job or 2 from knowing them, and socialize and tell auction stories and make lifelong friends.

What is the future of the organization, that is pretty bleak in my opinion. Our membership, like most organizations is declining, attendance at the conventions seems to decline except the last convention in Spokane was the best attended for several years. Just a few days ago I saw a post in one of the Facebook auction groups asking what association was out there that basically catered to the online companies as "ALL State Associations were made up of Hog Callers." Can the organization be beneficial to all auction businesses, only if you become involved and ask for the seminars or better yet be willing to teach them. History is that, history, and it cannot be erased, well I guess if you burn the books and tear down statues it can be. The future is yours to make in business or in life, you can drive the bus or at least be on the bus or get left standing in the snow.

OK, now that really is the end.

Paul Adams

# MEMBERSHIP/SAVE THE DATE

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2024 NW Auctioneer Convention  
October 6th and 7th, 2024 in Boise  
...location to be determined.

*Details Coming Soon...*



If you haven't already renewed your membership, please head to our website. Membership is due in January for the year. [www.idahoauctioneers.org/join-renew/](http://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\*\*\*.

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