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912 Country Lane

Newton, KS 67114

Phone: 316-283-7780

TERMS EXPIRING 2012

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Eric Blomquist

McPherson KS 67460

Megan McCurdy

Wichita, KS

Aaron Traffas

Wichita, KS

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Bill Eberhardt

Augusta, KS 67010

Lester Edgecomb

Baldwin City, KS. 66006

Dave Goscha

Wichita, KS 67230

TERMS EXPIRING 2014

Tom Lindsay, Jr.

Shawnee Ks. 66226

Mike Boesker

Halstead KS

Jeff Ruckert

Manhattan, KS 66502



The Kansas Auctioneers Association, Inc. officers, members and contestants would like to thank you for attending the auction today.

This is a live auction, so be prepared to bid with your bidding number. Your help in making the contest successful is greatly appreciated by the auctioneer.

We also welcome you to visit us at our booth in the *Pride of Kansas building in Space #14.*



Kansas Auctioneers
Association, Inc.
316-283-7780

2011

**Championship Bid Calling
Competition**

September 14, 2011—2:00 p.m.



KANSAS SHOWCASE AUCTION EVENT

Kansas State Fair—Hutchinson, KS
Bretz Law Arena

SCORING

*All scores from the interview and the bid call preliminaries will be added, and the top 5 will enter the Finals.

* Finalists will be announced after the conclusion and scoring of the preliminary Competition.

* In the event of a tie score, the contestant with the highest score in the Chant/Voice category will be selected.

*Scores from the Interview, Preliminaries, and Finals will be added to determine: Champion, Second (first runner up), Third (second runner up), Fourth & Fifth Place.

*In the event of a tie in the finals, the highest score in the Chant/Voice (finals) will be used as the tie breaker. If there is still a tie, the highest score in the Response section of the Interview portion will be the tie breaker.

Auctioneer Competition Score Sheet

	Excellent	Good	Poor		
Presentation:					
Introduction	5	4	3	2	1
Initial Command	5	4	3	2	1
Overall Appearance	5	4	3	2	1
Poise	5	4	3	2	1
Chant/Voice:					
Voice Control (pitch/breaking)	5	4	3	2	1
Clarity	10	8	6	4	2
Speed (too fast—too slow)	10	8	6	4	2
Rhythm	10	8	6	4	2
Voice Expression	10	8	6	4	2
Effective Auctioneering:					
Article Description	5	4	3	2	1
Eye Contact/Scans Audience	5	4	3	2	1
Body Language	5	4	3	2	1
Auctioneer Accuracy	5	4	3	2	1
Says “Sold” at Conclusion	5	4	3	2	1
Salesmanship	10	8	6	4	2

The above form is used for the chanting portion of the contest. Please feel free to make your own decision according to the form.

The interview is comprised of two questions with all contestants responding to the same questions.

They are judged as follows:

Presentation: Introduction - Initial Command - Poise

Response: Articulation Answer Flows-Responds Clearly-Substance of Answers

Ambassador: Would make good KAA Ambassador

Kansas Auctioneers Association Champion Auctioneers

2010.....	Megan McCurdy (2011 IAC-2nd)
2009.....	Charlie Cummings (2011 WLC)
2008.....	Byron Bina
2007.....	Robert Mayo
2006.....	Robert Haley
2005.....	Rusty Rhynalds
2004.....	Andy Conser
2003.....	Bob McBride
2002.....	Mike Bailey
2001.....	Larry Gilmore
2000.....	Kevin Borger (2009 IAC—1st)
1999.....	LaVerle Pounds
1998.....	T.J. Kinderknecht
1997.....	Lance Cochran
1996.....	Roger Kisner
1995.....	Royce Ramat
1994.....	Mike Weimer
1993.....	Rusty Taylor
1992.....	Kenny Mangus

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The Kansas Auctioneers Association, Inc. is comprised of auctioneers throughout the State of Kansas and adjoining states. The members voluntarily join the association to receive further education and promote their profession.

When joining the association they agree to a Code of Ethics and are governed by their peers. When it is your desire to obtain an auctioneer, we would appreciate the opportunity to have a KAA member be your first choice of auctioneer.

www.kansasauctioneers.com

Judges for the 2011 Contest



Whitey Mason conducts many high profile Benefit Auctions and Fund-raisers throughout the country, and routinely increases revenue by 30% to 50%. This is achieved by conducting silent and live auction evaluations, and implementing strategies to discover earnings potential.

Also, he is part of Assiter Auctioneers and the world famous Barrett-Jackson Collector Car Auction team in Scottsdale, AZ. every January, as seen live on Speed TV.

Professional accomplishments include being named the 2011 Oklahoma State Champion Auctioneer, and a top 10 finish at the 2011 International Auctioneers Championship hosted by the National Auctioneers Association.

He has also been a top 10 finalist on two occasions at the World Automobile Auction Championship, and he has served as two-term President of the Oklahoma State Auctioneers Association. Whitey is a member of the National Auctioneers Association and he is a Certified Auctioneers Institute candidate, which is the highest designation in the auction profession. He is also a member of the Oklahoma State Auctioneers Association, and he holds an Oklahoma Real Estate license as well as multiple State Auction licenses.

With complete dedication to the auction process, he continues his training and education, attending several conferences, classes and competitions in the Auction and Real Estate Industry every year.



Bryan Scribner is Director of Publications and Trade Show for the National Auctioneers Association, for which he serves as editor of *Auctioneer* magazine. His background is in journalism and marketing communications, and he has held several editorships throughout his career.

Bryan is a September 2010 graduate of the Texas Auction Academy and 2003 graduate of Kansas State University.



Robert Mayo, CAI, AARE, ATS, GPPA Prior to becoming a professional Auctioneer and President of Mayo Auction and Realty, Robert worked in healthcare management, software development and technology marketing. He also served in the US Army as a Medical Specialist.

Robert is a graduate of the Certified Auctioneers Institute (CAI), a three year program taught at Indiana University, holds the Accredited Auctioneer of Real Estate designation (AARE) and is also a Graduate Personal Property Appraiser (GPPA)

As an auction educator Robert helped write the Auction Technology Specialist (ATS) designation program for The National Auctioneers Association, and has co-taught the course since its inception. He has been a past presenter at State and National Auctioneers Association conferences, is an Instructor at World Wide College of Auctioneering in Mason City Iowa and operates a real estate continuing education school teaching Realtors and real estate agents in Missouri and Kansas all about real estate auctions.

In 2007 Robert was awarded the title of Kansas State Champion Auctioneer and in 2009 was elected by his peers for a 3 year term to the board of directors for The National Auctioneers Association.

Thank you to our Supporters

The Kansas State Fair and the
Bretz Law Firm for use of the facilities and the stage.

McCurdy Auction Proudly
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Auctioneer's Association
316.683.0612



Rural Messenger

115 S. Kansas Ave.
Haven KS 67543
800-395-5010

RJ's Auction Service

RJ's Auction Service
Supports the KAA
(785) 793-2500
15767 S. Topeka Ave
Scranton, KS 66537



CONTESTANTS



ERIC BLOMQUIST

Blomquist Auction and Appraisal Service
684 E. K4—Assaria, KS 67416
785.820.1568 - www.ucsalina.com

20 years in the Auction Business
Government, Estate, Real Estate and Equipment



Michael Burkhardt II

Burkhardt Auctions
2350 Matt Down Lane - Dodge City, KS 67801
620.430.2000

1 year in the Auction Business
Estate, Farm, Benefit, Charity, Consignmen



Ross Daniels

Daniels Auction Service
1700 Arizona Rd. - Humbolt, KS 66748
620.431.8536

2 years in the Auction Business
Farm, Household, Personal Property, Livestock,
Heavy Equipment, Charity

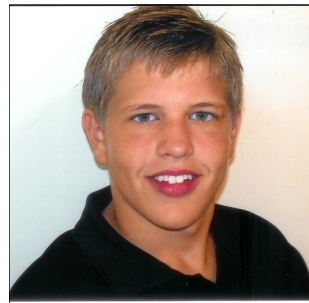


Ed Dewey

Dewey Auction
11749 NW 62—Rossville, KS 66533
785.221.3739

15 years in Auction Business
Farm, Household

CONTESTANTS



Caleb Edelman

Caleb Edelman
4910 N. 247th St. West—Andale, KS 67001
316.444.2122

2 years in Auction Business
Coins, Antiques, Glassware, Furniture, Collecti-
bles, General Household



Kevin Ediger

United Country Ediger Real Estate & Auction
236 Comanche Rd—Windom, KS 67491
620.487.6273 - www.

16 years in Auction Business
Coins, Antiques, Farm Equipment, Real Estate,
Personal Property



Nick Holzrichter

H&H Auction Company, LLC
305 Wills Lane—Halstead, KS 67056
620.804.2977

1 year in Auction Business
Personal Property, Real Estate



Tom Lindsay, Jr.

Lindsay Auction Service, Inc.
8400 Bradley Court—Belton, MO 64012
913.238.2473 - www.lindsayauction.com

27+ years in Auction Business
Commercial, Business, Firearms, Construction,
Autos, Real Estate

CONTESTANTS



Justin Schultis

Schultis & Son, Inc.
PO Box 582—Fairbury, NE 68352

7 years in Auction Business
All types of auctions



Jeff Temme

Temme Auction Service
Petersburg, NE 68652
402.843.8440 - www.jefftemmeauctioneer.com

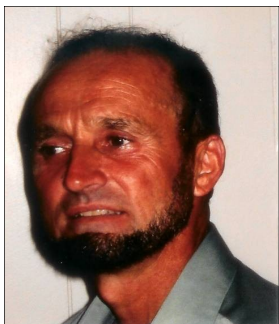
11 years in the Auction Business
Auto Auctions, Fund Raising, Personal, Liquidations, Exotic Animals, Construction Equip, Real Estate



Shawn Terrel

United Country Auction Services
109 Surrey Court—Smithville, MO 64089
580.747.6068 www.unitedcountry.com

18 years in the Auction Business
Real Estate and Equipment Auctions



Daniel Wagler

Contract Auctioneer
24253 S. Morril Rd—Lyndon, KS 66451
785.806.1669

4 years in the Auction Business
All types of Auctions

CONTESTANTS



Titus Yutzy

Pays Auction
303 S. Speare St.—Nickerson, KS 67561
620.200.1343

10 years in Auction Business
Estate, Farm Auction



Russell Puchalla

Heartland Auction Company
PO Box 36—15420 D. St. Circle
Roca, NE 68430
402.416.7653

8 years in the Auction Business
Commercial, Industrial, Agricultural, Real Estate

Note from the Contest Chair



The Kansas Auctioneers Association is a professional group of auctioneers with a variety of specialties. In 1992 the KAA conducted their first state bid calling contest which throughout the years has grown to incorporate an interview and bid-calling portion. The Kansas Auctioneer Championship, held by the Kansas Auctioneers Association, is the state's premier showcase and competition of auction talent.

From livestock and auto auctioneers to real estate and benefit auctioneers, each auctioneer competes against fellow professionals. The auctioneers are judged by a panel of three judges through interviews and preliminary and finalists bid calling portions. Contestants are judged by presentation, chant/voice, effective auctioneering skills and ability to make an ambassador for the Kansas Auctioneers Association.

Megan McCurdy—CAI, BAS, chair of the Auctioneer Contest
2010 KAA Champion—2011 NAA 1st Runner-up