

AUCTION NEWS

NEWS FROM OUR GRADS

CHARLES DROTAR, Palm Realty, Englewood, Aug. '93 grad emails "I am ranked this year (2002 sales) as the #9 solo agent in the nation by the NAR. Thanks to AUCTION, thanks to your fine school, thanks Jim!"

STAN CROOKS, Auction America, Lantana, Sept. '94 grad, postcard for an auction of new furniture, oriental rugs, artwork and accessories at Gershon Rugs & Interiors, Riviera Beach.

PAUL & BETSY HAHN, Aug. '93 grads e-mail: Subject Japanese Adventure. Paul and I are living in Japan (near Tokyo). He is managing a Japanese/American golf facility. We enjoy keeping up on what's happening. You run a great school! Thanks.

CLIFF WALKER (Aug. '99) and FRITZ FEDELE (June '01 grads) Action Auction, Eustis: "We are almost in our new location. Just want to let you know that we will have 25,000 sq ft of auction gallery and liquidation merchandise. We have leased a portion of our space to several liquidators so now auctioneers, flea marketers and wholesalers can purchase merchandise when they need it. We have also started an auction co-op that will enable other auctioneers who want to hold auctions but are unable to do so because of costs or location problems, can now do so by renting our facility, crew, snack bar, computers or portions thereof to conduct auctions. We have had several FAA graduates come in, put their knowledge to a test by assisting us in set up and ring duties. We try and announce the FAA as often as we can because we are grateful to you and Jim and the rest of the staff for helping us realize the potential in this business. I am completing Brokers school next week, who knows what that will bring. I will keep you informed as to our grand opening and hope you can join us."

Fritz also calls at High Bidder Auction, Sanford and recently was featured in the Orlando Sentinel complete with color photos.

MANNY PESCO, Wildwood Antique Mall & Auction House, Apr. '02 grad (and better half Lynn) email: "Received your newsletter today, we need to get in there too. Next time? We've been busy, busy up here in Wildwood with our regular antiques and collectibles auctions every 2nd and 4th Sunday at 1:30 pm, preview & registration at 12:30 pm. Sometimes we have other auctions too. We have snacks and something that a lot of auction houses don't have - air conditioning (& heat, too, as needed). We also have a website now, which is easy to get to from: www.pesco@auctions.com. Check us out!"

BILL ELROD, Elrod Auctions, Penney Farms, Apr. '97 grad "Wanted to let you know some of what I've been doing - look at page 11 of the magazine (TRADITIONS, a publication of NRA Foundation) and you'll see me having an absolute blast in the ballroom at the Peabody. I have 4 auctions booked before Thanksgiving with several in the planning stages."

THE NUMBERS

CLASS DATE: Dec 5 - 14 90 hrs (2 weekends)
Hours: 8:am-6:pm
 (8:am-5:pm RingMaster Sunday)

AUCTIONEER PROGRAM cost:

Registration fee \$ 50 due at least 3 days before class
 Tuition \$575 due at start of class
 Total \$625 (includes books and 1 lunch)
 Pay with VISA, MasterCard, American Express, cash, check
 RINGMASTER Dec 7 8am-5pm lunch included in class

**Over a dozen HOTELS are 2-5 Miles from the Academy
 Call us for details 800/422-9155**

NEXT CLASS DECEMBER 5 - 14

You say you want to be an auctioneer. What's holding you back? Too much competition? Not a good excuse: just look at all the fast-food places built side by side with customers lined up; look at the standing room crowds at each of the auction houses in any one area. It costs too much? Florida Auctioneer Academy tuition is a bargain with the bonus of a complete auction education. Can't take time off from your present job? The Academy program takes 10 days, 9 hours a day Friday through the next Sunday. Don't know what in the world is going to happen next? We can't help you with that one, except to say you are in charge of your life; if you want to be an auctioneer, just do it.

Florida Auctioneer Academy has long been known as the "nuts and bolts" auction school. We're proud of our graduates who go out the door ready and able to go to work as a contract auctioneer or set up and run their own auction business. They have a workable plan and a definite direction. They have contacts with auctioneers they met in class as well as former grads with successful businesses.

Through December 2003 the cost of the program is \$625 (\$50 to register, pay \$575 first day of class). When you register we send you bidcall practice material; please specify if you want a cassette tape or CD.

CALENDAR 2003 Schedule		
Auctioneer Classes	RingMaster	Continuing Education
Dec. 5-14	Dec. 7	Dec 15
2004 schedule has not been set at this time		

MORE NEWS FROM GRADS . . .

MIKE HANLEY, Round Rock, TX, June'03 grad, emails: "I now have my license in the State of Texas! After much thought and review of everything we learned in class, I have decided to take my 15 years of non-profit experience and combine it with my passion for auctioneering and fundraising. Cornucopia Auction Service will specialize in charity benefit auctions, offering everything from simple bidcalling to full service consulting with non-profits to help them design and implement a gala auction or any other fundraising auction they might want to execute. Now it's time to put together promotional materials and start marketing my services to non-profits, foundations, private schools and churches. I already have a private school auction booked in Houston in November and appointments with two high school dance teams that need to raise money to pay for a cruise next spring. Hopefully 'word of mouth' will help generate more business. I'm trying to put together as many samples of charity benefit auction materials as I can to show potential clients. If anyone has any samples of brochures, programs, publicity fliers and the like, I would deeply appreciate it if you could send me a copy. Business phone 512 748 1849

A response to the auction of 5 Deltona houses and a vacant lot conducted in August by FRANKLIN WELCH, April'03 grad, Instructor GARY SMITH and Jim Skeen Auctions: Dear Col. Skeen: I just wanted to let you know how much I appreciate the way your organization handled the auction of the homes on Beechdale Ct in Deltona. The residents of Beechdale have been through a lot this past year with all the flooding and then the sale of the homes to the City. When the news media announced that the homes would be auctioned off you would not believe all the traffic of people wondering what was going to be auctioned. I had people in my driveway looking at my home. No one knew what was going on until your Company came in to handle it. The signs informed people of which homes were to be auctioned, the dates and time. It really helped stop all the problems and when the auction was over and sold was put on the signs, it stopped all the sightseers and I believe it helped prevent vandalism of the homes. I am sure all my neighbors feel the way I do. All the residents were upset with everything that was going on. Please extend my appreciation to all your employees for their organizational skills and professionalism. *Editor note: See status of houses and their move at our web site www.f-a-a.com*

RMI UPDATE: Please check your listing and make corrections. The list is on the Internet at f-a-a.com and is published 5 times a year in AUCTIONEWS.

RINGMASTERS INTERNATIONAL DIRECTORY

Most people on this list are auctioneers, some are Academy graduates, all are RingMaster trained, expert in all kinds of auctions: coins to aircraft, residential and commercial real estate, liquidations, antiques.

Use the list below for a professional RingMaster at your next auction or call RMI at 800/422-9155.

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SEPTEMBER AUCTIONEER CLASS

Nineteen auctioneers graduated from the September class: Don Bickford, Naples; Robert Ferguson, Brooklyn, NY; Kathy Gelety, Sebastian, Dave Gleim, Hollywood, Peter Hawkins, Dallas, GA; George Curtis Herrick, Palm City; Paul Hinson, Jacksonville; Vance Johnson, Sierra Vista, AZ; Cindy Lewis, Dothan, AL; Susan Robinson, Sarasota; Gary Santoro, Boca Raton; Thomas Schafrick, Meriden, CT; James L. Smith, Niceville; Kristen Smith, Okeechobee; Bonnie Staskowski, Plantation; Doug Tanuis, Orlando; Cassidy Truesdale, Live Oak; Margaret E. Weiss, Melbourne; Armand Yazejian, Plantation.

RingMaster Sunday added Bobby Lewis, Dothan, AL; Amy Reid, Live Oak; Tally Stephens, Live Oak; Frank Moore, Kinsey, AL.

At the Friday live and silent auctions there was a Lot of Stuff! but thanks to our intrepid managers and competent workers, we got through it. St. Jude benefited by \$40 and Fallin' Pines Critter Rescue Inc. received \$380 plus a big wire crate, bedding and other donated items. Thanks everyone, Kids and Critters appreciate it.

Also thanks to students for the polished apples, the compliments, the doughnuts, the old-folks dolls, the Durango certificates, and to Dave for the airline security tip. (sorry Dave it was still pretty awful)

Students attended several auctions after hours including Shergills, Orlando; Action Auction, Eustis; High Bidder, Sanford; 5 Points Furniture & Auction, St. Cloud; Shaia's, Orlando, Blen's Liquidations, Casselberry, Wilkinson Auction, Sorrento. Five of these auctions feature Academy grads either as auctioneers or owners or both. Do you know which ones? Two students were hired as RingMasters for Crealde School of Art fundraiser on Saturday night, held at the Winter Park Farmers Market.



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Hopefully by this time the DBPR will have resolved their problems with the testing service and reinstated license exams-on-demand. If not, they may be continuing to conduct exams at several locations in Florida. Cost of the license, fees and exam is a total \$367 with an additional \$13 for the testing service. For now, in Florida as well as other states, check with your auction board or commission for licensing requirements.

The Florida Auctioneer Academy Exam Review is on the Internet (f-a-a.com for a free sample test). Cost is \$35 for 200 multiple-choice questions, plus law, math and UCC tests. When you have been approved for the Florida state exam, call us for your password for the Review.

Psst..... pass me.....

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Next Class

Dec 5 -14

RingMaster Dec 7

Next CE Dec 15

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This newsletter reaches approximately 1500 active or prospective auctioneers by postal mail, who knows how many see it on our website. For absolutely free publicity, send us info on your auctions. The price is right!

MISSING FROM THE ACADEMY LIBRARY:

Jack Morris' book on finding antiques

Cooper book "Save Your Voice"

If you've borrowed one of these we'd appreciate having it back especially Jack's book which is irreplaceable



CONTINUING EDUCATION

The 2003 CE program includes 6 hours of mandatory or "core" courses and 6 hours of electives, paperwork and reports for all states requiring CE, except Illinois. Seminars are held at the Academy in Orlando on the Monday following each 90 hour class. For info on a seminar for your group call 800/422-9155. Illinois CE is on the Internet for about \$65 per 3-hour session. www.obre.state.il.us

Sound Systems

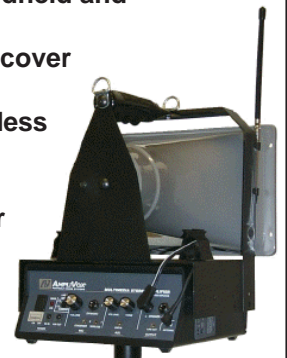
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