

The purpose of ISAA

The Illinois State Auctioneers Association was formed to promote the common interests of its members;

To upgrade the professionalism of the auction industry through education; and

To communicate the benefits of the auction method of marketing to consumers.

Sold on Professionalism and Education



Knowledge is Power

Illinois Auction Institute™

a division of the
Illinois State Auctioneers Association, Inc.,
is licensed by the Illinois Department of
Financial and Professional Regulation
(formerly Office of Banks and Real Estate)
to provide Continuing Education Units
(CEUs) for auctioneer license renewal.

**Courses will be offered at the 10
ISAA districts for a minimal fee and
free at the state conventions,**
enabling Illinois auctioneers
many opportunities to acquire the
CEUs necessary for license renewal.

Members interested in becoming
licensed instructors or writing a course
should contact the ISAA office
for procedures and details.

**Illinois State Auctioneers Association, Inc.
P.O. Box 620830
Middleton, WI 53562-0830**

608-836-3817 • 800-233-4722 (Ill. only)
www.illinoisauctioneers.org

What will membership in the

Illinois State Auctioneers Association



mean to you?

What ISAA has done for me?

Hear it from the pros



Charles P. "Terry" Dunning, CAI, GPPA
ISAA President 1963-64
ISAA Hall of Fame
NAA President
NAA Hall of Fame 1981

"I have belonged to both ISAA and National Auctioneers Association for many years and have found that the educational opportunities and fellowship at conferences have helped my business grow through the years"



Kurt M. Aumann, CAI
ISAA President 2003
AMI Board of Governors 1999-2002
NAA Board of Directors 2002-03

"ISAA membership is one of wisest investments you'll ever make. What I've learned from other members at conventions and seminars has helped my business tremendously."



William L. Gaule, CAI
NAA President 1983-84
NAA Hall of Fame 1991
ISAA Hall of Fame

"ISAA is an investment in professionalism, with benefits of greater knowledge, income and statewide associates."



Shane Ratliff
International Champion Auctioneer 1992
World Champion Auto Auctioneer 1992
Pres. World Automobile Auctioneers Assn. 2002

"ISAA provides many tools to grow personally and professionally, including the support of mentors and opportunities to mingle with other successful auctioneers."

**ISAA dues is a small price to pay
to stay on top of your industry.**

How YOU will benefit from ISAA membership?

- Seminars with nationally known speakers FREE to all auctioneers.
- Discounted fees for licensed program of continuing education designed solely for the auction industry.
- ISAA website: www.illinoisauctioneers.org reaches a broad market. Links to your site and NAA.
- *The Illinois Auctioneer*; an information-packed magazine. Free classified ads to paid members.
- Grassroots representation and input into legislation and regulations that impact your livelihood.
- Conferences and seminars with informative speakers on timely topics.
- Network with other industry professionals at district, state, regional and national levels.
- Post your auctions on Farm Credit Services website at no charge.
- NSF checks will be a thing of the past simply by signing up for the *free* Bad Check Recovery
- State fair bid calling contest promotes the auction method of marketing. Winner helps conduct the Sale of Champions and advances to International competition.
- Advertising contest recognizes your expertise in marketing.
- Promote your professionalism and integrity by holding office on the district and state boards.
- Build coalitions with other associations with common interests.
- Camera-ready ISAA logos to add to your print material.
- Membership decals, stickers, lapel pins, caps, shirts
- Hall of Fame recognizes outstanding contributions to the Illinois auction industry.
- Experienced board of directors; professional association management.

All this and more for a reasonable annual dues investment

CODE OF ETHICS

PREAMBLE

The public auction subjects all possessions to equitable public appraisal and competitive offer and thereby determines fair and current value of all personal goods and estates.

The Auctioneer is the master of procedure and conduct of the public auction. He/she is a confidant of the public, and instrumental in community progress and development. Such functions impose grave responsibilities and duty beyond ordinary business policy to which he/she must dedicate himself/herself and strive to maintain the highest standards of his/her profession and share with his/her fellow auctioneers a common responsibility of integrity and honor.

Accepting the Golden Rule as his/her standard the Auctioneer pledges to observe the Law of God and of the Land in all his/her dealings and conduct business in accordance with the following of Code of Ethics adopted by the Illinois State Auctioneers Association, Inc. (hereinafter called the Association.

PART I-PROFESSIONAL RELATIONSHIPS

Article 1. In the best interest of the public, of his/her fellow Auctioneers, and of his/her own business, the Auctioneer should be loyal to the Association.

Article 2. The Auctioneers should so conduct his/her business as to avoid dispute with his/her fellow Auctioneers, but in the event of a controversy between two Auctioneers who are members of the Association, he/she should not resort to a lawsuit, but submit his/her difference to arbitration by the Association, and the decision of such arbitration should be accepted as final and binding. If the dispute should be with a nonmember, he/she should offer the services of this Association to arbitrate.

Article 3. If a member is charged with unethical practice, he/she should promptly and voluntarily place all the pertinent facts before the proper committee for investigation and report.

Article 4. A member shall never publicly criticize a competitor, and where an opinion is specifically requested, it should be rendered in conformity with strict professional courtesy and dignity.

Article 5. A member shall not solicit the services of an employee of a fellow Auctioneer without his/her knowledge and consent.

Article 6. In the best interest of society, his/her associates, and his/her own business, the Auctioneer should at all times be loyal to the Association and active in its works; and he/she should willingly share with his/her fellow members the lessons of his/her experience.

PART II-RELATION TO CLIENTS

Article 7. In justice of those who place their interests in his/her hands, the Auctioneer should endeavor to keep abreast of business conditions and keep informed in matters of law and proposed legislation affecting such interest so as to give intelligent advice and effective service.

Article 8. In accepting the sale of real or personal property, the member pledges himself/herself to be fair to both seller and buyer and to protect the owner's interest as he/she would his/her own.

Article 9. When consulted for an appraisal of value or liquidation problem, a member should give a well considered opinion, reflecting expert knowledge and solid judgment, taking requisite time for study, inquiry and deliberation. His/Her counsel represents a professional service which he/she should render in writing and for which he/she should make a reasonable charge. A member should not give an appraisal or offer an opinion on any proposition in which he/she has a direct or indirect interest without a full disclosure of such interest.

Article 10. Before accepting an auction, it is the duty of the Auctioneer to advise the owner intelligently and honestly regarding the market value of the business or proposition and the reasonable chance of selling at value or above.

PART III-RELATIONS TO THE PUBLIC

Article 11. It is the duty of every member to protect the public against fraud, misrepresentation or unethical practices in connection with the sale, disposal or liquidation of any real or personal property the Auctioneer is called upon to dispose of at public auction.

Article 12. It is the duty of a member to ascertain all pertinent facts concerning every auction for which he/she is engaged, so that in offering services, he/she may avoid error, exaggeration and misrepresentation.

Article 13. An Auctioneer is a confidential trustee of the information given by the seller or gained by him/her through the relationship with the seller and the Auctioneer must never disclose the gross receipts of a sale or any other information that would tend to be a violation of the ethics of the auction profession.

Article 14. No special conditions, real or assumed, or inducements or directions from anyone shall relieve members from their responsibility to strictly observe this Code of Ethics.

BYLAWS ON WEB SITE & AVAILABLE UPON REQUEST

Bad Check Recovery Program

ISAA members have the opportunity to enroll in a federally-approved dishonored check reclamation program. The Federal Automated Recovery System (FARS) is very different from a collection agency because:

- 1) You receive 100% of the funds owed;
- 2) It requires no fees on your part, and
- 3) It requires no personal involvement of you or your staff.

This program has been made possible through changes in the federal law governing bad checks which mandates that all banks take part in the system. When a bad check is issued, your bank and FARS take over by electronically "pinging" the account until funds are deposited which are sufficient to cover the check amount plus charges. You automatically get the full face value of the check plus any service fees charged by your bank.

The program provider makes this program possible because it receives the service charge which is established by state law. FARS pays \$4 per bad check collected back to ISAA to help us continue serving you with new and innovative program services.

It provides full reimbursement in a timely manner of most dishonored checks without the involvement of you or your staff, without the bad PR of dealing with buyers about their finances, with no up front setup cost or maintenance cost ever, and with an opportunity to help support your profession. The national average for this system is 75% of bad checks are collected within 7 days and 95% of bad checks are collected within 30 days. If results are not attained within 30 days, FARS will assist you in further collection for a fee agreed upon.

If you do not wish this to apply to a particular check or buyer, all you have to do is call an 800 number and notify them accordingly.

If you have any questions about the service, please contact Dr. Billings Chapman of FCR at (573) 256-6540.

For a complete explanation of this program and to enroll, please go to www.nsfexchange.com and click on the merchant button OR fax this panel to the no. shown below.

Business Name _____
Contact Person _____
Address _____
City/State/Zip _____
Phone _____ Best time to call _____
Fax _____ E-Mail _____
Signature _____
Date ____/____/____

Thank you for participating in the beneficial program.

Fax or mail this panel to:
Federal Check Recovery, Inc.
Fax (573) 256-6542
108 Corporate Lake Drive
Columbia, MO 65203

Membership Application

Applicant Information:

Name _____
Date of Birth _____ Auctioneer License No. _____
Physical Address _____
Mail (if different) _____
City _____
County _____ State _____ Zip _____ - _____
Phone _____ Fax _____
Email _____
Webpage _____
Company or Trade Name (if one) _____
Company License No. (if one) _____
Years you have been an auctioneer _____
Number of auctions conducted in a year _____
Other states in which are a licensed auctioneer _____

Other fields in which you are licensed _____

Illinois Members:

Name of your state senator _____
Name of your assemblyman _____

Website Access:

If you would like to post your auctions on the ISAA website and access other Member Only pages, please include your username _____ and password _____.

Character Reference:

Name _____
Business _____
Phone _____ Fax _____
Email _____

Membership Agreement:

I agree to abide by the Code of Ethics and Bylaws of the Association, to pay the annual membership as determined from time to time by the board of directors, and to exercise my rights as an active member of Illinois State Auctioneers Association, Inc.

I certify that the information furnished by me is true and correct, and I agree that failure to provide accurate information as requested or any misrepresentation of fact(s) shall be grounds for revocation of my membership.

Signed _____ Date _____ **Return completed form with \$100 annual dues**

____ Check No. _____ Credit Card _____ MC _____ VISA _____ AMEX
Expiration Date ____/____/____ Three-digit Security Code on back of card _____

If you check All, **do not** check others in same category.

- AgriBusiness--All
 - AgriBusiness--Exotic Animals
 - AgriBusiness--Farm Livestock/Equipment
 - AgriBusiness--Farm Liquidation
- Commercial--All
 - Commercial--Aircraft
 - Commercial--Automobiles
 - Commercial--Business Liquidations
 - Commercial--Commercial/Heavy Equipment
 - Commercial--Manufacturing Inventories
 - Commercial--Marine
 - Commercial--Restaurant Equipment
- General Auctioneer
- Independent Contractor
- Internet Auctions
- Personal Property--All
 - Personal Property--Antiques/Collectibles
 - Personal Property--Art
 - Personal Property--Charity Auctions
 - Personal Property--Coins/Stamps
 - Personal Property--Collector Automobiles
 - Personal Property--Dolls
 - Personal Property--Estate/Household
 - Personal Property--Firearms
 - Personal Property--Furs
 - Personal Property--Galleries/Consignment
 - Personal Property--Jewelry
 - Personal Property--Toys
- Real Estate--All
 - Real Estate--Commercial
 - Real Estate--Development Property
 - Real Estate--Farm
 - Real Estate--Residential
- Other: _____

Other organizations and certifications:

- National Auctioneers Association
_____ Member No. (required to upload auctions)
- Other state auctioneers associations (*list all*)

- Illinois Realtors Association
- Other _____

Designations:

- CAI GPPA AARE
- GA CES CAGA
- Other _____

In what areas you would like to be involved:

- Officer: _____
- Governor (three-year term)
- District Officer
 - Chairman
 - Secretary-Treasurer
 - Director
- Committee(s) check below:
 - Advertising Contest
 - Bid Calling Contest
 - Bylaws/Governmental Affairs
 - Conference
 - Finance
 - Grievance
 - Licensing/Education
 - Long Range Planning
 - Marketing
 - Membership
 - Nominating

Membership year is January-December. Members who join after January 1 receive a prorated credit in the second year. Prorated credit can only be used for first-time members.

Illinois State Auctioneers Association, Inc.

P. O. Box 620830, Middleton, WI 53562-0830
Phone 608-836-3817 or Illinois only 800-233-4722
Fax 608-836-3890 • Email: ISAAmaxine@aol.com

www.illinoisauctioneers.org

*Thank you for being a part of the
only auction organization in Illinois.*