

The Ontario Auctioneer

Official Newsletter
of the
Auctioneers Association
of Ontario

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AAO Summer Event - Sunday, August 12

Mark your calendars and reserve now!
Bring your family and staff and join us
for a day filled with friendship and fun.
Contact the AAO office ASAP to reserve
your places!



Auctioneers Association of Ontario

S U M M E R 2 0 1 8

President's Message

As the spring turns into summer, I can't believe how fast the time goes by, it seems like we were just saying our good byes from this past convention.

As a board, we have an exciting line up of speakers coming to the convention on Feb 28, and March 1, 2019. Starting on Thursday, Feb 28 at 7 pm we will have a round table discussion with a facilitator to work on 5 questions that you, the members, will be submitting to us. So if you have questions that you would like to have discussed at the round table, please email them to Ken or myself.

On the Friday we have Frederick Bodnarus talking about his live and online sales. Jason Chessar is a motivational speaker that will be talking to us about improving our networking skills. Be sure to check out his website for more info about his story and his skills - uncommonentertainers.com. Jason Chessar will also be the entertainment for the Saturday evening as an accomplished magician. We will have a financial advisor come in and talk to us about the importance of setting yourself up for retirement as the owner of your own small business. We also have some more great speakers lined up and we are just waiting on confirmation from them.

I recently had the opportunity to be the auctioneer for the 2nd Annual Tebey Charity Golf Classic held at Quarry Lakes Golf Club in Ennismore. The sale was 5 items and it was fun and very interactive with the crowd. I was able

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Meet your AAO 2018 Board of Directors



Standing L-R: Frances Fripp, Mike Peever, Dennis Kidd, Ken McGregor, Phil Faulkner.

Seated L-R: Jon Wilson, Jason McIntosh, Gerald Bowman.

Absent: Krista Richards, Christina St.Clair.

to meet with Tebey, Tim Hicks and Kira Isabella after their acoustic performance and Tim's comment to me was "it must be hard to do that job (auctioneer) and to talk that fast and know where you are at". He had lots of questions about how I became an auctioneer and when I shared with him that I had gone to auction school, his response was "There's an auction school?". It surprised me that he thought that it was such a hard job, as he is talented Canadian Country Singer. After the event was over, I got thinking to myself that there are similarities to his job, as a country singer, and mine (auctioneer) in that sense that it takes lots of practice and hard work to make it successful. It was a great experience.

Don't forget to get your RSVPs in for the summer BBQ and Boat Cruise being held on Sunday, August 12, 2018 in Peterborough. We will enjoy a delicious lunch at the Peterborough Exhibition and time spent at the fair, and then we will be heading to the Liftlock Cruises to tour through the largest liftlocks in Ontario. I look forward to seeing you at the Summer BBQ so I can showcase my hometown of Peterborough.

Happy Sales!

Jason McIntosh

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Congratulations Ab Carroll!



AAO congratulates its own Ab Carroll with winning the 2018 LMAC Championship. Ab won the AAO Experienced Championship earlier this year. Keep on winning, Ab!

Memories of Convention 2018



There was a lot of hardware to be awarded at this year's AAO Convnetion. Be sure to check out the photos starting on page 11 of this issue.

AAO Summer Event 2018 Sunday, August 12, Peterborough

AAO desires to have its members, and the auction family in general, get to know each other better. The Board offers the following event for Sunday, August 12th, 2018 in Peterborough.

It begins by going to the Peterborough Exhibition for lunch (11:00am) and a taking a tour of the Peterborough Exhibition, and then proceeding to meet up with the Liftlock Cruises, 1.5km north of the fairgrounds. We will tour through the World's Tallest Lift Locks located in my hometown of Peterborough. The cost is only \$35.00 per person. Please let us know ASAP if you are interested in joining us. Please feel free to bring your families and your staff.

For convenience sake, please contact President

Jason McIntosh for all details and to commit your registrations.

There is a registration form to be found on page 13 of this issue of your AAO Newsletter.

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Changes to AAO Awards

Two prestigious AAO awards have been revamped and now present new opportunities to recognize worthy members.

Lifetime Achievement Award

The AAO Lifetime Achievement Award is given each year to an individual, or individuals, in recognition of significant and enduring contribution to the Association and the Auction Industry.

The Association would like to formally recognize those members who have rendered exceptional services to the profession, whose achievements in their careers and/or whose contributions in the community have earned them distinction and brought honour to the profession. Within this community of professionals, there are a few exceptional individuals whose dedication, commitment and extraordinary contribution include achievements of such significance across a broad range of areas that the Association wishes to recognize these exceptional individuals by awarding them a Lifetime Achievement Award.

The AAO is honoured to have the opportunity for its members to select and recognize a person who has given outstanding support and service to the Association over the years. Nominations should be submitted to the AAO secretary before November 1st. Documentation should accompany this nomination.

Selection Criteria: Nominees for the Lifetime Achievement Award should meet the following criteria:

1. Demonstrated exceptional service / leadership over a significant period of time. This award is for lifetime achievement rather than a single contribution.
2. Promotes excellence within themselves, their

community and the Association. Encourages learning, passion, leadership, and enthusiasm within the Association and industry.

3. Displayed a wisdom and depth of service / leadership that has made a significant difference to individuals.
4. Demonstrates the core values of the AAO.

Nomination Criteria:

The nominee need not necessarily be a practising auctioneer, nor a current member of the AAO. The AAO may also choose to make the award posthumously if the circumstances are appropriate.

All submissions for this recognition are considered in confidence by the Committee, and nominations will not be publicly disclosed. The President and members of the Board are not eligible for this award while in office.

Nominations for the Lifetime Achievement Award should be forwarded no later than November 1st, by email to the Secretary with a short explanation of the reason for nomination.

All nominations will be assessed on their comparative merits by the standing Committee, who will decide the eventual recipient(s) by majority vote. This is an important award, but is necessarily subjective. It should not be viewed to be in any way competitive.

This article is continued on next page

Continued from page 6

Member of the Year Award

The Auctioneers Association of Ontario's Member of the Year Award is given each year to an individual, in recognition of their outstanding contribution and positive impact on the Association.

The Association would like to express its appreciation and recognize a member that exhibits a prominent commitment to the AAO by their time, talent and resources invested, who has given outstanding support and service to further the goals and objectives of the Association.

Nominations should be submitted to the AAO secretary before January 1st. Documentation should accompany this nomination.

Selection Criteria: Nominees for the Member of the Year Award should meet the following criteria:

1. Demonstrated exceptional service and leadership over the past year.
2. Promotes passion, leadership, enthusiasm and excellence within themselves and the Association.
3. Nominee cannot have won the award in the past two years.

Nomination Criteria: All submissions for this award are considered in confidence by the Committee, and nominations will not be publicly disclosed.

Nominations for the Member of the Year should be forwarded no later than January 1st, by email to the Secretary with a short explanation of reason for nomination.

All nominations will be assessed on their comparative merits by the standing Committee, who will decide the recipient by majority vote. This is an esteemed award, but is necessarily subjective. It should not be viewed to be in any way competitive.

I learned the value of hard work by working hard.

- Margaret Mead

Let's talk Facebook!

If you haven't "liked" the Auctioneer's Association of Ontario Facebook page, please do, so we can keep you updated on up-coming events. At this time our page has 176 likes.

Also if you do not have a business Facebook page yet, I would encourage you to try it. In 2018, 2.01 billion active users were reported to use Facebook.

Facebook business pages are a very inexpensive way of advertising and their analytics allow you to target your market effectively.

Also I would encourage you to like the Facebook pages of your fellow members — not only will you keep up to date on your friends in the association but you can also see how others are using this platform.

A few other interesting stats about Facebook: 400 new users sign up every minute; users access their page an average of eight times a day; 19% of time spent on mobile devices occurs on Facebook.

I hope you enjoy creating your page. If you need one on one assistance with your page, we are planning on training at this years' conference. Just one of the many great reasons to join us at this years' conference. See you there?

Mike Peever
Communications Chair



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Auctioneer Inducted into Essex County Agricultural Hall of Fame

Editor's Note: This item got misplaced earlier but the honour is still there. AAO congratulates Jack Morris on his induction!

Jack Richard Morris was born in 1940 and grew up on his father's dairy farm in Tilbury West Township. He became a partner in the family business, Morris Acres Holsteins. Their herd was well known and Morris Acres Holsteins were awarded their Master Breeders Shield in 1973.

Morris attended and graduated from Reisch Auction College in Mason City, Iowa as an auctioneer.

Morris's interest in municipal politics included over 35 years as a Township Councillor, Deputy Reeve, and Reeve/Mayor during the period of 1970-1998 in Tilbury West Township and from 1999-2005 in Lakeshore. Morris served his municipality at County Council and served the citizens of Essex County in 1983 as County Warden.

Morris continues to volunteer his services as an auctioneer for church organizations, schools, and community organizations. The most successful of these is the pie auction at the Harrow Fair, which has raised over \$200,000 for the John McGivney Children's Centre. "The group that runs this organization is a group of hardworking, no-nonsense people," Morris said, thanking the Colchester South and Harrow Agricultural Society.

After the ceremony, the five men proudly watched their portraits join the ranks of the many other notable contributors to Essex County agriculture on the walls of the exhibition hall.



April 13, 2017

New portraits of five agricultural greats now grace the wall of the Harrow and Colchester South Agricultural Building, following the annual Essex County Agricultural Hall of Fame induction ceremony. AAO member, Jack Morris, anchors this group in the centre of the photo.

"Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it's the only thing that ever has."

- Margaret Mead



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Great Memories of AAO Convention AAO 2018



As a board, we have an exciting line up of speakers, programs and entertainment coming to the AAO convention on Feb. 28, and March 1, 2019. Be sure and plan now to attend this 2019 event!



Are you going to the AAO Summer Event?
 Enjoy lunch at the Peterborough Exhibition Grounds,
 followed by a private cruise through the world's longest liftlock.
 Sunday, August 12 in Peterborough, Ontario
 Reserve now!



AAO Summer Picnic 2018

Join us for a "Farm to Table" lunch at the Peterborough Exhibition followed by a boat cruise over the biggest liftlock in the world

Sunday, August 12, 2018

Peterborough Exhibition Grounds for lunch.

11 Roger Neilson Way

Peterborough, ON K9J 0A4

At 1:00pm we board the boat (5 minutes from the fair) to go on a private cruise through the Liftlocks, overlooking the scenic view of Peterborough. This is a fantastic 2 hour cruise.

Invite all of your staff for a fun filled day of activities!

Cost: \$35 per person prepaid includes all day admission to The Peterborough EX, Lunch, Boat Cruise. **To make this happen we need to have a total of 50 people.** If you want to participate please leave your credit card or cheque.

Name: _____

Number of People: _____

Cheque enclosed: _____ or Credit card: _____

Card Holder: _____

Card Number: _____

Type of card: _____ Expiry: _____

*Please send registration to AAO Secretary Treasurer,
RR 6, 30959 Wyatt Rd, Strathroy N7G 3H7
no later than: July 15, 2018.*



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