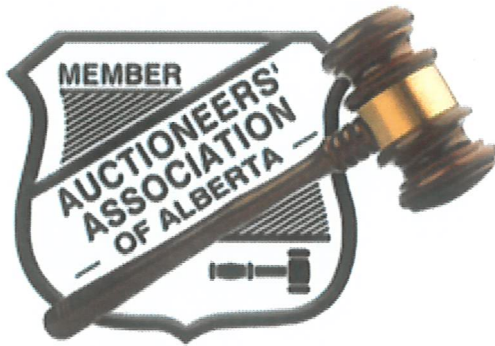


# AUCTIONEER'S ASSOCIATION OF ALBERTA



CONVENTION **2023** NEWLETTER

February 2,3,4, 2023

## PRESIDENTS MESSAGE

It's hard to believe that I am writing this as we near the end of another year, and what a year it has been both economically and as an industry. Interest rates and inflation have been keeping everyone on their toes and the auction industry seems to be changing at a very rapid pace as well. Online Auctions and Live Auctions alike, are becoming a normal event once again. Covid restrictions are hopefully a thing of the past, and as we move forward many are looking towards the Auction industry as a beneficial alternative for buying and selling goods. I am happy and hopeful for our industry to continue to thrive to that effect as well as seeing a rise in enrollment in Auction Schools across Canada and the USA

The board continues to have monthly meetings as we continue to discuss current issues facing the auction industry and association. There is huge potential in our website and Social Media page.

It will not be long, and we will have the opportunity to meet up again. I am looking forward to having our traditional convention in the new year. It is always great to see fellow members and discuss issues facing the auction industry. We have a very long-standing association, and we need to stick together to continue working in this great profession.

The competition will bring both upcoming auctioneers, and seasoned professionals to compete in one location. It will provide an opportunity to learn for all. As well as an opportunity for many to promote their skill and showcase their ability.

We can always use dedicated volunteers for our board of directors. Members that will go the extra mile to promote and grow our great association. Lots can be accomplished when members work together for a common goal.

Joe Perlich  
**President, Auctioneers Assoc. of Alberta**

## AUCTIONEERS CONVENTION SCHEDULE

### THURSDAY

8AM – 12PM	<b>Auction 101 Course</b>	<b>Ron Victor</b>	<b>Don Montgomery</b>
12Noon	Lunch		
12:30PM – 4PM	<b>Auction 201 Course</b>	<b>Ron Victor</b>	<b>Don Montgomery</b>
5PM – 6PM	<b>Convention Registration</b>		
6PM-11PM	<b>Get Together &amp; Social Hour</b>		
	<b>Music – Dean Wray</b>		

### FRIDAY

7AM-8:30 AM	Breakfast		
9AM – 9:15 AM	<b>Presidents Welcome</b>	<b>Joe Perlich</b>	
9:00 -10:30AM	<b>Key Speaker</b>	<b>Joe Whitbred</b>	
			Learning Old Tricks – Why Adapting to Digital Publicity Means Survival in Business
10:30-10:45am	Coffee Break		
10:45- 12:00 AM	<b>Seminar</b>	<b>Jo / Ali /Michelle</b>	
			Creating Content – Invisible or Silence Does not pay the Bills
12:00 NOON	Lunch		
1:15- 4 PM	<b>AGM &amp; Board Member Election</b>		
5:30	Cocktails		
6PM	Evening Banquet		
7:30 PM	<b>Tyro Contest – Contestants Bring 2-\$25 or Better Items to Sell</b>		
	<b>Fun Auction – Everyone Needs to Bring Something Crafty, Handmade, or Useful to be sold – All Funds support help underwrite the cost of convention.</b>		
8:30 PM	<b>Competition Auctioneers Introduced &amp; Draw for Position</b>		

**SATURDAY**

7AM – 8:30 AM

Breakfast

9:15AM -10:30AM

**Speaker**

**Scott Douglas**

Life Story of Hope & Determinatin

10:30 AM -11:00

Coffee Break

11:00 AM

Auctioneers Orientation, Mic Check, Group Photo,  
Online Demo for Competitors w/Can Bid

11:30AM-12:30AM

Lunch

1 PM-4:30

**All-Around Auction Contest – Ross Annett**

5:30 pm

Cocktails

6:00 PM

**Presidents Ball - Cocktails**

7:30 PM

**Presentations & Awards**

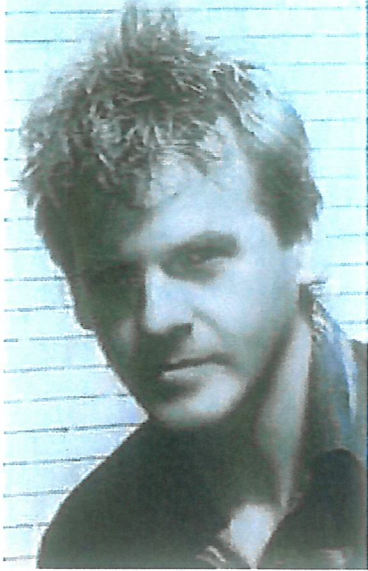
**Pins & Plaques**

**Auction Contest Awards**

9:00 PM

**Music - Dean Wray Band**

## Dean Ray Band



Real Name:

Dean Ray

Profile:

This Dean Ray and Dean Ray Band are from Red Deer, Alberta, Canada

Dean Ray, singer songwriter, is proving to be one of Alberta's best consisting of a 4-piece band, duo or a one man show. Some of the events are rodeos, weddings, pubs, bars, corporate events, holiday destinations and cabarets. Dean creates his own original material getting airplay across Canada, USA and Europe.

"Knowing a person is like music - what attracts us is the melody - as we get to know who they are, we learn the lyrics." (Dean Ray)

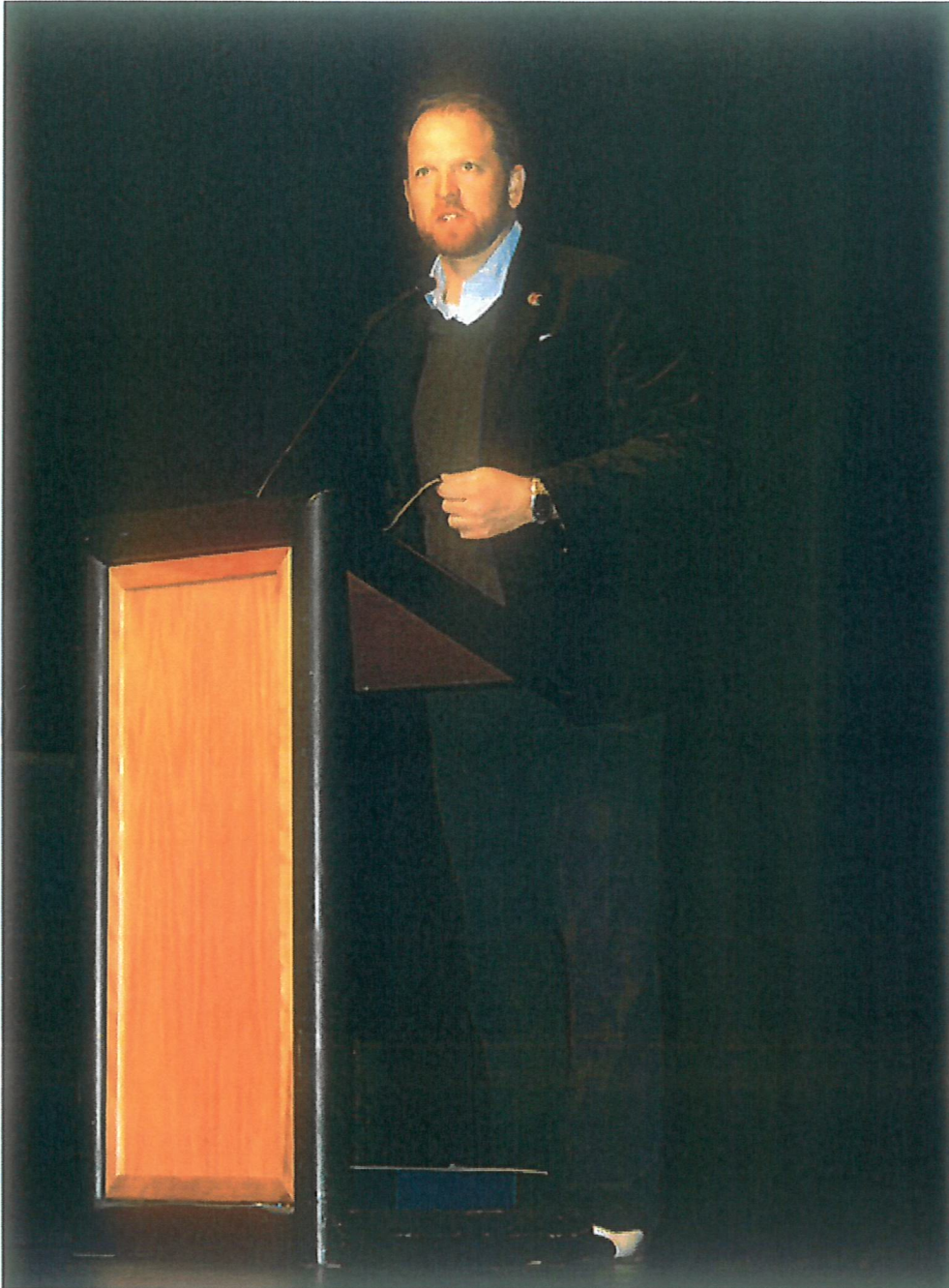
Dean has an exceptional great voice from the heart that sounds like a combination of many superstar singers but has his own style. His originals have been successful, and he plays as a solo and with his band members. He's opened for some major artists, has been a headliner, and success with songs on tv and radio. Check out his live shows as he relates to his audience magically and gets them involved in his music with energy and passion. Dean plays at resorts, clubs, colleges, universities, private parties, corporate events, weddings, rodeos, casinos, and anywhere where you want great entertainment leaving you with a memorable show. Source: CD Baby

Dean plays his own originals as well as top 40 music from country to rock including Johnny Reid, Zack Brown Band, Colin James, Bon Jovi, Tragically Hip, Nickelback, Keith Urban, Johnny Cash Dwight Yoakum, Steve Earle, Nitty Gritty Dirt Band, CCR, The Rolling Stones, AC/DC, Leonard Skynyrd, Def Leppard, John Mellencamp, Bryan Adams, Allan Jackson, Blue Rodeo, Trooper, Stevie Ray Vaughan, Queen, The Eagles, Van Morrison, The Beatles, & Elvis to name a few. He does it all, his performance suits all ages. You will not be disappointed. (Source: deanrayband.com)  
Less

# Joe Whitbread

Emcee, Host, Announcer,  
Public Speaker, Voiceover





**About**

## **Joe Whitbread**

Joe has spent 30 years as a public figure and continues to take the mic almost daily, as a keynote speaker, an emcee, a voiceover artist and a PA announcer.

Speaking in schools, minor or professional sports events, awards galas, talent competitions, corporate fundraisers, community events and much more.

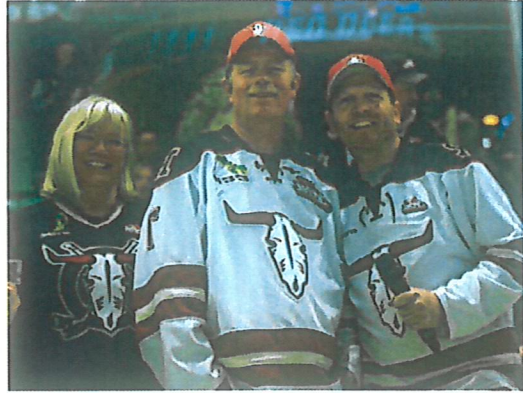
Joe has been invited to speak at and host thousands of prestigious, professional and private events, over his long media career.

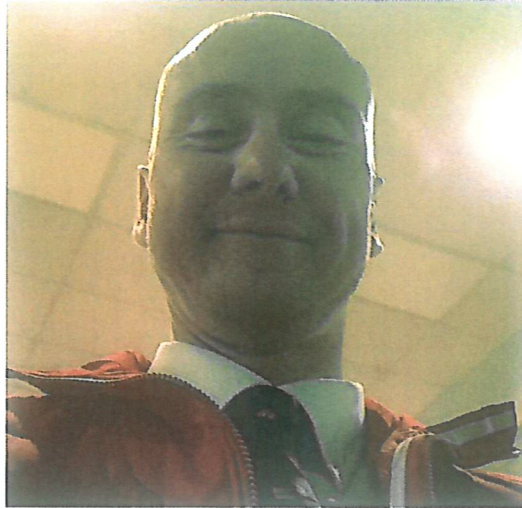
# Professional Emcee, Host, Public Speaker &

# Announcer.









I, Scott Douglas am pleased and feel honored to be chosen as a speaker at the 2023 Auctioneers convention in Red Deer, and feel very blessed to know, and be a part of the amazing industry in the Auction world. I work as an auctioneer, and motivational speaker, and am pleased to bring my testimony to the convention.

A little bit about myself, I work within my community as a volunteer in the senior's lodges, and youth center in Stettler, and love to see the smiles and enthusiasm that a little attention gives.

I was injured in a snowmobile accident in Dec. 2004, and learned to accept the new way of life, I went through Intense rehab at the Glenrose Hospital in Edmonton, with all the wonderful staff that put up with me, and taught me, what I needed to continue to do to carry on with my life. A year after my accident I went to Auction school, as it was always a dream of mine, and I made it happen as Life only gets better, when you're motivated and determined every single day.

I conduct fundraising auctions over a few provinces and have made so many good friends through this venture. I Love to see communities come together and help each other for a worthy cause.

At present time, I work a side job at a local mechanic shop in the office and continue to help out Avon Roy Auctions and Liquidators in Camrose. I appreciate the opportunity to be of service to my community in any way. I Am excited to

share my story and Motivation at the upcoming event in Red Deer and feel honored and thankful to be part of this association.

Cheers and thanks,  
Scott J Douglas

<https://scottdouglasauctioneer.jimdo.com/>



February 2<sup>nd</sup>, 3<sup>rd</sup> & 4<sup>th</sup>, 2023

# 2023 CONVENTION

*Holiday Inn & Suites RD South, Red Deer, AB*

## PINS & PLAQUES

*Join us in 2023 to honour these long-time members.*

### **50 YEARS**

Stan Turbiaz

### **40 YEARS**

Larry Graham

Jerry Hewson

Lorne Lenz

Cliff Pahl

Danny Willows

### **25 YEARS**

Brian Bilyk

David Collins

Linda Dunbrack

David Froese

Mary Anne Kowalchuck

Tarril Rosvold

Jeff Weaver

Emily Lenz

Shane Dunbrack

# 2023 AUCTIONEERS ASSOCIATION OF ALBERTA

## Annual Convention

Holiday Inn & Suites South Red Deer, Ab.

### Registration Form

Name of Auctioneer \_\_\_\_\_

Name of Spouse /Partner \_\_\_\_\_

No. of People in your Party x \$250.00 = \$\_\_\_\_\_ \$\_\_\_\_\_

After December 31<sup>st</sup> x \$300.00 = \$\_\_\_\_\_ \$\_\_\_\_\_

Guest Dinner Ticket Friday X \$75.00 = \$\_\_\_\_\_ \$\_\_\_\_\_

Gust Dinner Ticket Saturday X 75.00 = \$\_\_\_\_\_ \$\_\_\_\_\_

Total Owing \$\_\_\_\_\_

Visa/Mastercard \_\_\_\_\_

Expiry \_\_\_\_\_ CSV# \_\_\_\_\_ Signature \_\_\_\_\_

#### Included in the Registration is:

Welcoming Reception, 2-Breakfasts, 2-Lunches, 2-Dinners, All Entertainment

#### Please Make Cheques Payable To:

Auctioneers Associations of Alberta, Box 2052, Carstairs, AB.

403-340-2070 Fax 403-340-2019 OR EMAIL TO: [billing@auctionalberta.com](mailto:billing@auctionalberta.com)

# HOLIDAY INN & SUITES – RED DEER SOUTH



**There is a block of rooms reserved just for you. Please call in early to get your room booked. We have a special room rate of \$132.00 for a standard room. If you wish to upgrade your room the rate will vary according to what you book. To book please call Reservations at Ph: 403-314-5673**



# ALBERTA AUCTIONS 101 & 201

## Compulsory Courses for Auctioneers & Auction Administrators

Holiday Inn & Suites Red Deer South, Red Deer, AB – February 2, 2023

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### Alberta Auctions 101

8 AM to Noon (includes Exam)

Fee: \$100.00 (includes lunch)

This is a mandatory course for all new applications for membership in the Auctioneers Association of Alberta AND is a prerequisite for Alberta Auctions 201

#### Topics Covered

- (a) Fair Trade Act & Regulations
- (b) Code of Ethics of Alberta Association and others.
- (c) The Law of Agency & Contract Law
- (d) An Awareness of Acts & Regulations that apply to specific products
- (e) Public relations, conflict resolution, etiquette.

### Alberta Auctions 201

1 PM to 5 PM (includes Exam)

Fee: \$50.00

You must complete Auctions 101 before you can take this course. Alberta Auctions 201 is mandatory for all persons who have signing authority on Trust accounts for Auction Sales Businesses that are bonded by the Association.

#### Topics Covered

- (a) Trust Accounts
- (b) Listing Agreement
- (c) Procedure for taking Statutory Declarations
- (d) Terms of Sale
- (e) Requirements to maintain records of sale
- (f) Components of a statement to sellers
- (g) GST requirements
- (h) Unreserved vs Reserved
- (i) Title Searches

## REGISTRATION FORM *(please print clearly)*

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Postal Code: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

Signature: \_\_\_\_\_

Register for: \_\_\_\_\_ Alberta Auctions 101 Fee: \$100.00

\_\_\_\_\_ Alberta Auctions 201 Fee: \$50.00

Credit Card (please mark one)

VISA



MasterCard



Account Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ / \_\_\_\_\_

3 Digit Security # (located on back of card): \_\_\_\_\_

Fee is payable prior to Jan. 15, 2023

Holiday Inn & Suites South Red Deer  
Red Deer, AB  
February 2, 3, & 4 2023

Auctioneers' Association of Alberta  
PO Box 2052, Carstairs, AB T0M 0N0  
Phone: 403-340-2070 Fax: 403-340-2019  
OR EMAIL TO: [billing.auctionalberta.com](mailto:billing.auctionalberta.com)





# ALL AROUND CANADIAN AUCTIONEER'S CHAMPIONSHIP COMPETITION.

The Auctioneer's Association of Alberta invite's all Canadian accredited auctioneers to the "2023 All Around Canadian Auctioneer's Championship Competition". The competition will be held in conjunction with the annual Auctioneer's Assoc. of Ab. convention in Red Deer, Alberta. It is being held at the Holiday Inn and Suites – Red Deer South.

The convention runs from Thursday, February 2nd to Saturday, February 4th, 2023.

All accredited auctioneers in Canada will be eligible to compete on Saturday Feb. 4th, 2023.

1st place will receive a custom trophy belt buckle plus \$ 3000.00 cash

2nd place will receive a custom trophy belt buckle and \$ 1000.00 cash

3rd place will receive a custom trophy belt buckle and \$ 500.00 cash

Judges will consist of

- 1- Livestock orientated judge
- 1- Auto orientated judge
- 1- Heavy Equipment orientated judge
- 1- General Merchandise orientated judge
- 1- Professional Auction Clerk

Contestants / Judges and Sponsors will be introduced after the banquet and Tyro competition on Friday evening. Each auctioneer will draw for selling order at this time.

The top and bottom scores will be discarded, and placements will be based on the average of 3 judges.

First round contestants will sell 4 lot's consisting of 2 items supplied by the auctioneer and 2 items supplied by the Association. Auctioneers will sell their own supplied items.

The top 5 contestants will be brought back for the final round selling 4-items that will be supplied by the Association. The winners will be announced at the banquet on Saturday night and presentations made.

With innovations within the Auction Industry nationwide, this year will include on-line bidding, and points will be awarded Auctioneers who can utilize both live bidding and bidding from the online screen. The online broadcast and online bidding will be sponsored & facilitated by Can-Bid.

Entry fee is \$ 350.00 payable to The Alberta Auctioneer's Association. Payment can be made by mailed in cheque or online e-transfer. Contact Leoni Philp (403-340-2070) at the Auction Association office in Carstairs.

This will include convention fee's, banquet tickets and competition.

Entry's will be accepted only until January 15<sup>th</sup>, 2023, with no exceptions made.

To make this a fair and impartial competition no member of the Committee will compete in the competition who has any part in judge selection or accounting of scores.

No competitor will be allowed to use the mic before the competition. Each auctioneer will be invited to the mic for a pre-sale mic check. The mic will be set at 1 level and will not be changed.

Previous champions of this contest are ineligible for competition.

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A block of rooms has been set aside for the convention at the Holiday Inn & Suites Red Deer South, Gasoline Alley East, 33 Petrolia Drive, Red Deer County, T4E 1B3 PH. 403-648-8485

Book your rooms early using "Auctioneers Association of Alberta" as reference.

We are looking forward to seeing everyone in February 2023

Ross W. Annett  
**Championship Committee Chair**  
403-362-5252 or 403-793-4715

# "ENTRY AND REGISTRATION FORM "

## Contest Entry and Convention Registration Form

Please Print

Auction Contestant \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Jacket Size: \_\_\_\_\_

Graduate of Auction School: \_\_\_\_\_

Year of Graduation: \_\_\_\_\_

Working as Self-employed or Contract Auctioneer with: \_\_\_\_\_

\_\_\_\_\_

Please Provide Short Bio:

Auctioneer Entry and Convention \$350.00 \$ \_\_\_\_\_

Spouse & Additional Persons Registered# \_\_\_\_\_ x \$250.00 \$ \_\_\_\_\_

Guest Dinner Ticket Friday # \_\_\_\_\_ x \$75.00 \$ \_\_\_\_\_

Guest Dinner Ticket Saturday # \_\_\_\_\_ x \$75.00 \$ \_\_\_\_\_

**Total:** \$ \_\_\_\_\_

### Payment Option # 1

Please send entry and payment to Auctioneer's Association of Alberta, Box # 2052 Carstairs  
AB T0M 0N0 or e-transfer to [billing.auctionalberta@gmail.com](mailto:billing.auctionalberta@gmail.com)

### Payment Option # 2

Payment can be made by Visa/Mastercard by calling 403-362-5252 weekdays or by e-transfer  
to [ross@tdown.ca](mailto:ross@tdown.ca) and email your entry form to the same or Fax to 403-362-5254.

January 15<sup>th</sup>, 2023, Deadline for all Entries.



February 2<sup>nd</sup>, 3<sup>rd</sup> & 4<sup>th</sup>, 2023

# 2023 CONVENTION

*Holiday Inn & Suites RD South, Red Deer, AB*

## Vern Scown Memorial Tyro Contest

REGISTRATION – By Thursday, February 2<sup>nd</sup>, 2023

**Regulation:** This is a contest for any auctioneer that has graduated from a recognized auction school in the last (4) years. (2019-2022) Must be a member in good standing of Auctioneers' Association of Alberta. *Each Contestant must bring 2-Items worth \$25 or more to sell.*

### Free Convention Registration for all Tyro Contestants!

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

School Attended: \_\_\_\_\_

Date Graduated from Auction School: \_\_\_\_\_

Are you a member of the Auctioneers' Association of Alberta?  YES  NO

Signature: \_\_\_\_\_

**FAX OR MAIL YOUR REGISTRATION TO:**

Fax: 403-340-2019 PO Box 2052, Carstairs, AB T0M 0N0

**OR EMAIL TO:** [billing@auctionalberta.com](mailto:billing@auctionalberta.com)

## Auctioneers Association of Alberta Scholarship Program

The Auctioneers Association of Alberta awards up to 2 scholarships of \$500 each year. One to a member of the Association who has recently attended or will be attending an auction school and the other to a child or grandchild of an association member pursuing post secondary education.

For auctioneers, if you are planning on attending an accredited auction school, you may apply for a scholarship and the scholarship will be awarded upon completion of the qualifying criteria. The qualifying criteria for the scholarship are:

- 1) Graduated from an accredited auctioneering school within 1 year of the application date.
- 2) A member of the Auctioneers Association of Alberta.
- 3) Have competed in Tyro competition.
- 4) Have completed Alberta Auctions 101 and 201 professional development courses.
- 5) Have attended at least one annual convention and annual general meeting of the Association.

For those applying for the general scholarship you must have a parent or grandparent that is a member of the Association and be enrolled at post secondary institution. You must be nominated by the association member.

Please complete the attach application form and forward to:

Auctioneers Association of Alberta  
R.R. 1  
Red Deer, AB T4N 5E1

If you have any questions, please call (403)340-2070 or email: [ab\\_auct@telus.net](mailto:ab_auct@telus.net)









