



# The Chant

March 2011

1<sup>st</sup> Quarter

## OSAA 2011 Convention

### OSAA Board of Directors

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*Where does the time go?* Seems like only last week we finished our winter meeting, when in reality it's been over a month ago. We missed seeing so many of you due to the snowstorm. We understand how perilous it would have been for you to try and make it, but we missed you just the same.

For those who were unable to attend the meeting, let me be the first to tell you, it was awesome, or so I've been told. I missed much of it myself making sure everything was running smooth. The speakers did a very good job of expressing their thoughts, and I didn't see one person napping. The Keynote speakers were, in no particular order: NAA President Elect--Christie King; Past NAA President--Larry Theurer; 2002 LMA World Champion Livestock Auctioneer--John Korrey; other speakers were Angie Meier, and A.J. Jensen of the ATF. We also had a wonderful Cowboy Church service with a lot good country/gospel music and message from Kelly Cronkhite.

Starting with Christie King, there is just so much I can say. That she is an inspiring individual simply leaves too much out! Her love for the auction business and the people in it oozes out of her continually. Christie's seminars were riveting, to the point, and very educational. What a personal privilege it was for me to meet and socialize with Christie. She is definitely one of the brightest stars in the auction business. A heartfelt thank you to our NAA President Elect--Christie King.

We were once again pleased Larry Theurer chose to spend the weekend with us. Larry's leadership in the auction business has been, without a doubt, instrumental in shaping the NAA of today. Larry's seminar on the changes in the Real Estate auction business were eye opening to say the least. Thank you Larry, for a very good seminar, and all of your service over the years to our profession.

I first met John Korrey over a wonderful beef steak at the Tugboat Saloon in Steamboat Springs, CO back in 06. John was not trying to impress me, but I knew in just a few moments I wanted him to come and speak at one of our meetings in the near future. John did a great job on his seminars on proper breathing and changing chants for different auctions. On top of that, while becoming one of the top auctioneers in the country, John has maintained a level of humbleness not many can match. Thank you John, you are an inspiration.

Angie Meier, God bless this wonderful woman. She has the unenviable task of trying to take care of husband Craig{for those of you who know Craig, you know it has to be a struggle at times}, 4 children, run an auction business, and now another business called "Auction Squad" on the side. She seems to have enormous amounts of energy as her seminar showed, and a great zeal for the auction business. Angie and her associates Kate and Audra came up from TX, clerked our fun auction and competition, and had a booth for their company. Angie, Kate and Audra, we couldn't have done it without you. Please mark your calendar for next year.

The entire ATF crew did a great job explaining the new and old laws of selling firearms at auction. Their website has everything you need to know in black and white. Feel free to go to this site whenever selling firearms to make sure you are in complete compliance with the laws. <<http://www.atf.gov/field/dallas/fo-oklahoma.html>>

We are currently making plans for our summer meeting. In hopes to work around many of your busy schedules, we are once again planning a Saturday/Sunday function. Many of you have expressed the need to bring back some continued education to our meetings. If this will entice you to participate, we will get busy and try to secure a speaker for that Sunday afternoon. Let us hear from you on that issue and others on our new Facebook page or by email.

The date for our summer meeting will be August 6 & 7th, 2011. The location is still to be determined. The agenda that we would like to provide will include a golf outing Sat. afternoon for the duffers, fishing for the anglers, and swimming for the aquatic individuals and kids. We've talked about a hamburger/hotdog cookout for everyone Sat. evening. Sunday's events will need to include some or all of the following, breakfast at the lodge, OSAA meeting, Cowboy Church, and continuing education in the afternoon.

Our first choice for this event was Roman Nose State Park; however, they have informed us they are already booked solid for that weekend. We are currently searching for a site for this meeting. If you have a suggestion, let us hear from you. This should be a great time for family and association members to gather and socialize. Make plans and mark your calendars now!!!!

**"Keep Riding for the Brand"**

*Jeff Crissup*

OSAA President

**Meet Cali Crissup  
New OSAA Executive Secretary**

Cali currently attends college at Northwestern Oklahoma State University in Alva. She is majoring in Mass Communications/Public Relations. She is very excited about her new duties with the Oklahoma State Auctioneers Association. Cali began interim secretary duties in September 2010 and elected executive secretary at the 2011 Winter Meeting.

If you need help or have any questions, don't hesitate to contact her. Her contact information is on the first page of The Chant.

Cali would like to thank the OSAA for giving her this opportunity.



Top Ten Pro Bid Calling Contest



**Jason Bridges, Gregg Pickens, Jeff Crissup, Todd Robertson, and Tony Wisely**

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**Jeff Crissup, President**



Jeff Crissup was born in Cherokee, OK, grew up in Helena, OK, and graduated from Helena-Goltry High School in 1977. After graduating high school, he began farming and trucking for 22 years. In 1999, he attended the World Wide College of Auctioneering in Mason City, IA. He is an auctioneer and auction manager for Wiggins Auctioneers and works as a field agent for Superior Livestock Auction. He has been a member of the OSAA since 2000. While a member, he has competed in the Rookie and Pro Bid Calling Competitions. He was named Reserve Champion Rookie in 2000. Jeff also received Reserve Champion in the Pro Competition in 2002, 2006, and 2011. This is his second term as the OSAA President. He is also a member of the NAA, Oklahoma Cattleman's Association, Oklahoma Farm Bureau, and American Maine-Anjou Association.

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**Gregg Pickens, Vice-President**



Gregg Pickens, CAI, AARE, was born in Perry, OK, and raised on the family ranch. He attended Coyle and Stillwater Schools. He graduated from Stillwater High and is an OSU Alumni. Gregg is a lifetime farmer/rancher and grew up working beside his father Ernie and the late Russ Thomas in the auction business. Russ had a way of putting him on the "spot" often times making Gregg sell a glass of water in a crowded restaurant. This "on the spot" training pointed him down the Auctioneering path. Gregg's 35 year auction career has evolved into the ownership of Pickens Auctions. Selling Real Estate, Estates, and Equipment, he annually conducts on average 80 auctions per year, but it still remains a family business. Gregg is a 2007 Graduate of CAI plus 2009 AARE and credits his involvement in the NAA as a huge part of his success. Gregg is a Charter Member of MarkNet Alliance and was one of the original members of the Board of Directors. Gregg is quick to point out he owes it all to great parents, Ernie and Peggy Pickens, and a wide host of dear friends that help make it all work.

## OSAA Board 2011-2012

**Jason Bridges, Secretary/Treasurer**

Jason is currently a part owner of Elgin Realty LLC with his brother, Kelly; a partner in Bridges Auction & Sales Co. with his brother Kelly and his dad, Billy; and he is also a Certified Residential Appraiser. He has been associated with the auction business in some shape or form since 1988. Their business is located in Elgin, Oklahoma. He and his wife, Melissa, have three children: Dacie (11), Lane (6), and Bode (1). He graduated from Fletcher High School in 1993 and went on to college at Oklahoma State University and graduated with a bachelor's degree in business (accounting) in 1998. He attended the Missouri Auction School in the fall of 2005 and has been a member of the OSAA since 2006.

**Tony Wisely, Director**

Tony Wisely, CAI, BAS, GRI - A 1990 graduate of Oklahoma State University, Tony began his professional career as an educator teaching Agricultural Education, then became an Extension Educator for the OSU Cooperative Extension Service. After seven years in education he became a community banker in Perry where he worked for and was involved in the community for nine years. In the spring of 2005, he graduated from the Missouri Auction School and in the fall of that same year he completed all of the training requirements and obtained his Real Estate Broker's license from the Oklahoma Real Estate Commission. He and his wife opened Wisely Real Estate & Auctions in October of 2006 to serve the marketing needs of people in Noble County and surrounding areas. Continuing to hone his skills as an auctioneer through education, Tony obtained his Benefit Auctioneer Specialist designation in September of 2009 and completed the Certified Auctioneers Institute requirements in March of 2010. He and his wife Tiers have been married for 21 years and live in Perry area with their daughter Ashley.

**Todd Robertson, Director**

Todd Robertson graduated from Duncan High School in 1980. He then pursued a B.S. from Oklahoma State University in Agricultural Economics. He has been an integral part of Robertson Farm & Ranch consisting of cow/calf, wheat, and stocker operations. He spent 16 years in Commercial Banking specializing in Farm & Ranch Lending and Appraisals. He attended Missouri Auction School in 1998. He established Land Pros Real Estate & Auction Company in January of 2000, which is a full time auction and real estate company that specializes in farm, ranch, and rural properties. He also is an auctioneer for Alliance Land Auctions, one of the largest Real Estate & Auction Companies in West Texas. He is licensed in Oklahoma, Texas, and Arkansas. Todd served as the OSAA President in 2009. This is his sixth year to serve on the OSAA Board. He judged the 2009 Texas Auctioneer Championship, served as Past President of Stephens County Cattlemen's Association, Chairman of the Stephens County Conservation District, and is a member of the Advisory Board for the Stephens County Cattlemen's Association. He has been active in various livestock shows, charities, benefits, and fundraisers.

## Ask not what your country can do for you . .

### *In my view, the OSAA has a few similarities to the current scene in American politics.*

We, as well, are faced with challenges that affect our budget capabilities and are in need of our population to stand up, be counted and become involved. As stated in my “campaign” speech at the winter meeting in February, I had no plans to seek the office. I was content to sit back and let other people do the work that needed to be done. After being asked to run however, it is a welcomed challenge for me to do my part for our organization. An organization which is concerned with the well being of the industry that provides my livelihood. With that said, please bear with me as I ramble on in the following thoughts on these and other topics.

On the topic of finances, you will soon be hearing more about current issues and what is being done. We owe a great deal of gratitude to OSAA member Jeff Tebow and The Heritage Place for their part in providing a wonderful venue for the winter meeting and reducing our costs. Increased membership levels would help us as well, expanding the dues base to cover the services that are being provided, more on this in the next topic. And, finally, I wonder what our membership would think about having *The Chant* delivered electronically in pdf format to reduce the printing and mailing costs? Let us know if you have strong feelings about receiving the chant in the printed & mailed format versus email.

Having only been involved in the auction industry for about five or six years, I am continually amazed by three things regarding our organization. First, is the degree of eagerness with which other professionals, who in some cases could be considered competitors, will share information, guidance and assistance to newcomers and seasoned veterans alike. Each attendance of a winter or summer meeting for me has been filled with opportunities to learn from fellow professionals in the industry. Second, is the fact that there are so many members who do not take advantage of the educational opportunities afforded by the OSAA. I know for many the weather provided a challenge in attending the winter meeting this year. For those who did, the program was most certainly worth the price of admission. It is true that we get busy with the daily functions of our family, job, community, etc. But remember, **“It is not smart to continually chop wood without occasionally stopping to sharpen your axe.”** Third, is the fact that there are many people in Oklahoma who are involved in our industry, that for whatever the reasons do not make the effort to become a part of our organization? I wonder how many of them are unaware of what OSAA has to offer and how many of them would become involved if they were just asked to join?

To address the issue of membership recruitment & involvement, I would like to develop a database of those in Oklahoma who are actively involved in the auction industry. My vision is to have a contact list that would allow the OSAA to make non members aware of the available opportunities and occasionally invite them to become members. If we had one volunteer in each county that could gather the information (name, address, phone, email & company) on each person in their county currently involved in the auction industry (part or full time), this could be a reality. This small effort by many people could benefit the organization greatly as a whole. It may also prove to be interesting to see how many people are actually involved in the business here in Oklahoma. Members who would be willing to invest in their profession and help with this task are encouraged to send me an email for more information. If no one volunteers in your county, don’t be surprised if you get a phone call asking for help.

On another note, some interesting thoughts were brought up at winter conference concerning our state auctioneers contest and inviting the public in to view and bid during the contest. Not only could this increase the spotlight on our event, hopefully raising awareness and providing more publicity for the winners as well as our industry, but could possibly increase the revenue generated as well. Specializing in the Benefit Auction area, I am both interested and excited about possible ways the event could be improved. Your input and thoughts, good or bad, in this area would be greatly appreciated.

Finally, thanks to each of you who supported me in the process of becoming one of your Directors. I assure you that this responsibility will not be taken lightly. My goal is to work for you, strengthening the OSAA through increased membership and assist in running an organization that serves its members well.

*Tony Wisely*  
OSAA Director





*I would first like to say “thank you”* to all of the members and their families for coming to the 2011 Winter Meeting and Banquet. The board did an excellent job of putting on a great weekend experience with interesting and informative speakers. Like in some years past, the weather did not cooperate fully with our members on the Eastern side of the state; however, we still had a great turnout. Like all new ideas, there is always a little tweaking that could be done to improve on the success of the most recent meeting and banquet and we are always open to any suggestions you may have. The Heritage Place deserves a big “Thank you” for letting us use their facilities at no charge.

We will be having our Summer Meeting on August 6<sup>th</sup> and 7<sup>th</sup>. I admit I have not made it to many of these in the past, but we all need to try and participate because this is your association and it depends on your input and thoughts to make it work. We will have more on the Summer Meeting coming shortly.

I appreciate the honor to serve as your Treasurer on the Board. Please feel free to contact me about any concerns or questions you may have. I wish everyone a great 2011 and look forward to seeing you at the Summer Meeting in August.

Jason Bridges  
Secretary/Treasurer

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**OKLAHOMA STATE AUCTIONEERS ASSOCIATION  
NEW MEMBERSHIP APPLICATION**

**MEMBERSHIP INFORMATION**

*\*Membership is Calendar Year January 1-December 31*

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ COUNTY \_\_\_\_\_

EMAIL \_\_\_\_\_ WEBSITE \_\_\_\_\_

NAME OF SPONSORING MEMBER (IF APPLICABLE) \_\_\_\_\_

YEARS IN THE AUCTION INDUSTRY \_\_\_\_\_

AUCTIONEER'S LICENSE # (IF APPLICABLE) \_\_\_\_\_

STATE (S) \_\_\_\_\_

REAL ESTATE LICENSE # (IF APPLICABLE) \_\_\_\_\_

SALESMAN \_\_\_\_\_

BROKER \_\_\_\_\_

APPRAISER \_\_\_\_\_

NAA MEMBER YES NO

LIST MEMBERSHIP IN OTHER STATE AUCTIONEER ASSOCIATIONS \_\_\_\_\_

<b>SELECT MEMBERSHIP TYPE AND OPTIONS (Check one)</b>		<b>AMOUNT</b>
<input type="checkbox"/> <b>REGULAR</b>	An active auctioneer that subscribes to the OSAA Code of Ethics.	<b>\$75.00</b>
<input type="checkbox"/> <b>ASSOCIATE</b>	Individuals who are not auctioneers but who are involved in the auction or auction related business	<b>\$35.00</b>

**INDICATE YOUR AUCTION SPECIALITIES** *Willing to Conduct all Types of Auctions*

<b>Personal Property:</b>	01 All Selections	02 Antiques	03 Art
04 Charity Auctions/Fund Raisers	05 Coins/Stamps	06 Collectibles	07 Collector Automobiles
08 Dolls	09 Estate/Household	10 Firearms	11 Furs
12 Galleries/Consignment	13 Jewelry	14 Toys	Agriculture/Business:
15 All Selections	16 Exotic animals	17 Farm Equipment	18 Farm Liquidations
19 Livestock	Commercial/Industrial:	20 All Selections	21 Aircraft
22 Automobiles	23 Business Liquidations	24 Commercial/Heavy Equipment	25 Manufacturers/Inventories
26 Marine	27 Restaurant Equipment	Real Estate:	28 All Selections
29 Commercial	30 Residential	31 Farm	32 Developmental Properties

**METHOD OF PAYMENT**

Check # \_\_\_\_\_ Total Amount Paid \$ \_\_\_\_\_

Or I authorize the OSAA to charge my Credit Card: -- MC --Visa Total \$ \_\_\_\_\_ Card Exp: \_\_\_\_\_

Card # \_\_\_\_\_ Name on Card (Signature) \_\_\_\_\_

Address of Card Holder \_\_\_\_\_

**REMIT APPLICATION & PAYMENT**

**OSAA, P.O. Box 94, Helena, OK 73741**  
**For questions contact Jeff Crissup @ 580-541-9246**  
**Email: osaa@att.net \* Web Site: www.okauctioneers.org**

By completing and submitting this form, I hereby make application for membership in the Oklahoma State Auctioneers Association. If accepted, I will abide by its by-laws, support its objectives, comply with the OSAA's Code of Ethics and pay the established dues. Contributions or gifts to the Oklahoma State Auctioneers Association are not tax deductible as charitable contributions for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities.

# OSAA 2011 Membership Renewal Form

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

Company: \_\_\_\_\_

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

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_ Year Joined OSAA: \_\_\_\_\_

**AUCTIONS YOU SPECIALIZE IN (CHECK ALL THAT APPLY)**

- ANTIQUES  OPERATE AUCTION HOUSE  ART  AUTOMOTIVE  BUS LIQUID
- CASHIER / CLERK  CHARITY / BENEFITS  COINS  COMPUTER EQUIP
- CONSTRUCTION EQUIP  ESTATES  FARM EQUIP
- GOVERNMENT PROPERTY  GUNS  HOSPITAL  JEWELRY  LIVESTOCK  MARINE
- MINI STORAGES  MOBILE HOMES  OIL FIELD  PERSONAL PROPERTY
- REAL ESTATE  RESTAURANT EQUIPMENT  RING PERSON

**Payment Information**

**Regular Membership Dues Are: \$75**  
**Associate Membership Dues Are: \$35**

Enclosed is a check # \_\_\_\_\_ payable to OSAA.

Pay by Credit Card, circle type:      VISA      MC

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Address of Card Holder: \_\_\_\_\_

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

**Please complete this form and return with payment to:**  
**By Mail: OSAA, P.O. Box 94, Helena, OK 73717**  
**By E-mail: osaa@att.net**  
**Questions call Jeff Crissup at 580-541-9246**

**OSAA OFFICE ONLY: DATE RENEWED \_\_\_\_\_**

*Thank you for renewing your OSAA Membership,  
we appreciate your continued support!*

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*It is an excellent time to be in the Auction Business*, especially where real estate is concerned. I have been to several Land Institute Meetings this year in Oklahoma and Colorado. People believe me, we as Auctioneers definitely have the attention of the traditional Land Brokers & Realtors. We offer something they cannot. Many traditional real estate offices are looking at ways to add the Auction Concept of Marketing. Their old ways are simply not cutting it anymore. At these realtor meetings, they are being told that they need to offer Auctions if they are going to survive in the future.

There are opportunities for us to offer our services to traditional real estate offices. With Buyer's Premiums, it can be a win-win for both the real estate listing company and the Auction company.

Another big item at these meetings is using social networks to impact their business. The growing wave of social media is becoming big news. Every day, there are countless newspaper, magazine and website articles, blogs, and television reports about the growing number of people using Facebook, Twitter, WordPress, Youtube, LinkedIn, the list is almost endless. Social media continues to gain momentum with millions of people joining these sites each month.

With nearly one-tenth of the world's population actively participating, these sites are not a passing fad. Social media is becoming the standard for collaboration and sharing everything from photos, blog posts and web bookmarks to corporate profiles and business networking, they are redefining how business processes are distributed changing the way entire industries function. This is another tool we need to consider. We need to understand how social media works and how it can impact our business.

With this being said, I am happy to announce that Cali has created a Facebook page for the OSAA. If nothing else, create a Facebook page for yourself just to stay in touch with your friends and colleagues.

Until next time,  
*Todd Robertson*  
Director



Sources include:  
Books: *Social Media is a Cocktail Party*, *The Wisdom of Crowds*  
Websites: [BradHanksSeminars.com](http://BradHanksSeminars.com), [ConnectingPeoplewithSuccess.com](http://ConnectingPeoplewithSuccess.com)

Contest Winners ...



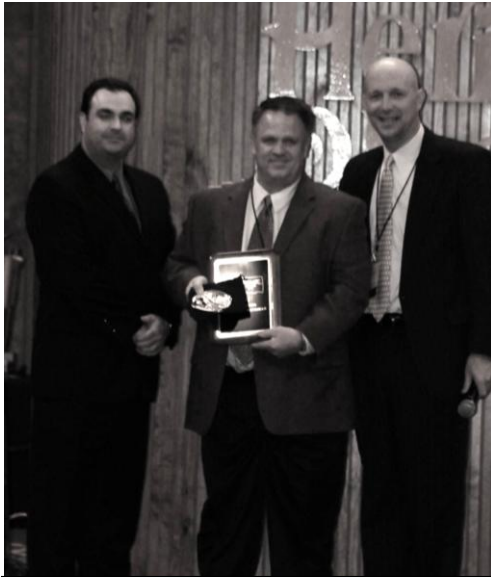
Hall of Fame  
Troy Lippard



Whitey Mason  
Pro Bid Calling Champion  
Television Ad

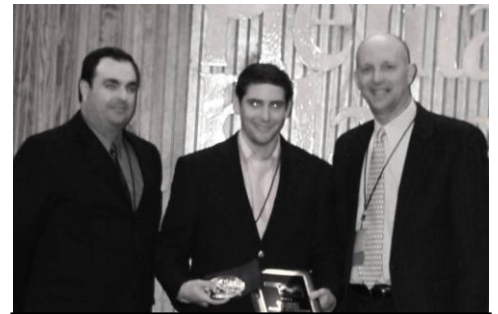


Steven Karbelk  
Website



Jeff LaGrow  
Ringman Champion

Not Pictured  
Starling Miller  
Black & White Brochure



Brent Wellings  
Rookie Champion Auctioneer

Wellings Jumps in with Both Feet



C.R. O'Hara  
Full Color Brochure

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Troy & Angie Lippard  
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The 2011 OSAA Rookie Champion Auctioneer, Brent Wellings has been busy. Brent finished Graduate school at OSU in mid-March and started CAI in Bloomington, IN. He also completed and passed his Oklahoma Real Estate Exam all in a 30 day window. Upon his return from CAI, Brent is starting his auction career with Pickens Auctions. Brent will be a huge asset to us. I am very excited about Brent joining our Auction team. It certainly looks as though he will continue to stay busy as the 2011 Auction season is in full swing.

Gregg Pickens  
OSAA Vice-President



Jeff Crissup  
Reserve Champion  
Pro Bid Calling



Tony Wisely  
Reserve Champion  
Ringman



Justin Dailey  
Reserve Champion  
Rookie



Josh Bellamy  
1st Runner up  
Pro Bid Calling



Dale Baker  
1st Runner up  
Ringman

In Appreciation



Jeff Tebow & family

*In Action*



**Upcoming Events**  
**NAA Convention, Orlando, FL July 12-16, 2011**  
**OSAA Summer Meeting, August 6-7, 2011**  
**OSAA Winter Meeting, February 3-5, 2012**

**The Chant**

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