

Auctioneer

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International Auctioneer Champions

Justin Ochs
and Lynne Zink,
CAI, BAS, CES

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inductees



In the next year, the women's division winner of the 2012 International Auctioneer Championship, Lynne Zink, CAI, BAS, CES, says she will encourage Auctioneers to improve their public speaking abilities and become more involved in their state associations and the NAA. Photo by Peterson's Portrait Gallery



THE SKY IS THE LIMIT

Champion plans to encourage auction professionals to get involved

By Bryan Scribner
editor

Auctioneers are often placed in situations outside of their comfort zones, and that's why Lynne Zink, CAI, BAS, CES, says she chose to compete in her fifth International Auctioneer Championship in Spokane, Wash.

It was all about personal growth, overcoming nerves, putting her skills to the test and, ultimately, becoming a better Auctioneer during the 25th IAC competition.

Following her win in the women's division of the 2012 IAC, Zink, who made the IAC finals each of the past three years, now wants to pass on to fellow auction professionals some of what she's learned throughout her career as an Auctioneer.

The former school teacher has already outlined curriculum she plans to use as a representative of the National Auctioneers Association at state Auctioneer association events. The courses include "Train the Trainer," "Effective Communication Strategies" and "The Whole Show."

She says she is excited to represent the NAA as one of its Ambassadors.

"I want to motivate others to pursue their dreams and work on improving their skills," she says. "The sky is the limit; why not pursue it?"

Advice for Auctioneers

She first advises Auctioneers to consider improving their public speaking skills through organizations such as Toastmasters International. She describes herself

Lynne serves as an inspiration to other Auctioneers to achieve their dreams with her passion and extreme knowledge of the auction industry."

Kathy Kingston, CAI, BAS

Hampton, N.H.

as an energetic person who learned how to control her enthusiasm on stage, as well as improve her leadership skills, with feedback from members of Toastmasters.

Next, she says during her year as an NAA Ambassador she plans to encourage new Auctioneers to join their state associations and the NAA. One of the most important things she did early in her career was get involved in the Auctioneers Association of Maryland.

A former English teacher, Zink has helped write and edit the Maryland association's newsletter. Her work on the newsletter, she says, has been a boon to her career because it has helped her network with members from across the state.

She is the Maryland association's President this year, and she says she would like to contribute to NAA education in the future through work with its Education Institute.

Auction success

She attributes much of her success as an auction professional to NAA education and networking.

One of her mentors, Kathy Kingston, CAI, BAS, of Kingston Auction Co., Hampton, N.H., agrees that Zink's involvement as a student, volunteer and trainer has made her a successful first-generation Auctioneer.

"Lynne Zink has a rare combination of expertise in the

auction profession, a mastery of teaching others, astute business acumen — all the while inspiring everyone around her with her positive, contagious enthusiasm," Kingston says.

"Lynne serves as an inspiration to other Auctioneers to achieve their dreams with her passion and extreme knowledge of the auction industry."

Another mentor, former IAC winner Eli Detweiler Jr., CAI, of Detweilers Auction Service, Ruffin, N.C., says Zink's victory in the IAC was just a matter of time.

"Lynne Zink has always been a true professional who has great energy, personality, enthusiasm and genuine heart that shows in her stage presence as well as bid calling," he says.

Good transition

Zink, who operates LynneZink.com, Joppa, Md., got into the business about 10 years ago after leaving the teaching profession.

Her husband, Bill, had tried to convince her to become an Auctioneer for many years before she attended auction school in 2001. He believed early on that the effort she put into lesson plans and grading papers would translate into a successful auction career.

"He kept telling me 'Lynne, if you put this much energy into auctioning, you could be a full-time professional,'" Zink, who married Bill in 1985, says. She entered the profession full

time in 2003.

She says her background in the arts, English and theater made auctioneering — particularly benefit auctions — a good transition.

"When we're running a business we need to understand all of the behind-the-scenes efforts," she says. "Even though I have that artsy side, I am a very detail-oriented bookkeeper."

Zink says she works about 90 auctions per year on a contract basis selling real estate, personal property and building supplies, and she conducts

benefit auctions under Lynne-Zink.com for about 29 clients.

She and her husband have a daughter, Anna, 24, who is working on her doctorate in physical therapy; and a son, Jake, 23, who is working toward a career as a master electrician. Her daughter works as her bid assistant at benefit auctions and all three of them help out at estate auctions.

The family spends a lot of its time together outdoors, enjoying activities such as boating, camping, hiking, fishing and hunting. ♦

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