

Lynne Zink, Zink Auctions & Appraisals Helping Families Reach Their Financial Goals

BY LINDA L. ESTERSON



Hiring Lynne Zink to get your home ready and perform the auction duties results in a higher sale price.

Bill Zink grew up on a farm and attended auctions all of his life. When his wife, Lynne Zink, contemplated a career move, he suggested auctioneer school.

“Because I talk fast,” laughs Lynne Zink, who acquiesced only after completing her undergraduate degree in English, secondary education and theater and spending a decade in various professions including teaching high school. She loved helping her students and following the same schedule as her children. However, the program’s state funding was in jeopardy and after admitting the structure wasn’t for her, Bill insisted and she decided to apply her verbal swiftness to a new career.

In auctioneer school, Zink learned that speed talking was just five percent of the career, and soon realized there was much more to being an auctioneer. Only one hour each school day was devoted to the auctioneer chant, while the remainder focused on accounting, math, ethics, auction law, types of auctions, settlements, sales and marketing. It’s more about running a business with many behind the scenes responsibilities, she says.

Zink worked as a contract auctioneer for two years while learning the business, and

joined the state and national auctioneer associations, which gave her access to seasoned auctioneers for mentoring, networking and continuing education. During her two years as a contract auctioneer, local auctioneers gave her “microphone time” auctioning lower valued items, which helped her to develop her chant and gain hands-on experience. She quickly advanced to priceless antiques and real estate and by her third year, she was a full-time auction professional.

Chanting training begins with tongue twisters, like rubber baby buggy bumper, and advances to numbers and filler words. “One-dollar bid and now two. Two-dollar bid and now three, which helps to develop a rhythm,” Zink explains, demonstrating at lightning speed.

In July, she was appointed Trustee of the Education Institute with the National Auctioneers Association, overseeing educational opportunities for auction professionals, and she’s served all board positions for the Auctioneers Association of Maryland, including past president.

But when she first took the gavel, she had no idea what the future would hold. She finds the profession rewarding as she



Lynne Zink

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Three Things

- Appeared on America’s Funniest People, reciting the 50 states in alphabetical order in 17 seconds
- Hiked the Appalachian Trail with friends in sections
- Married to Bill for 35 years and parents to two successful, professional, married children and REALLY love being grandparents.

Core Services

- Downsizing Services for real estate and personal property
- Selling Real Estate at Public Auction
- Appraisals for Estates – Real & Personal Property

Zink Auctions & Appraisals

helps families with estate auctions, appraisals and real estate transactions. She's also gratified by her work with the associations and a title that she was thrilled to earn in 2012: International Auctioneer Champion.

That year's annual convention in Spokane, Washington was her fifth entered in the competition, pitting her chanting and knowledge against the best from all over the world, including China, South Africa, Ireland and Canada.

The high-stress competition featured appearing on stage to chant and answer interview questions before thousands of her peers, knowing it was broadcast live to thousands more all over the world. "I wanted to step outside of my comfort zone and challenge myself because if I can stand up to that kind of pressure, then I can stand up to other pressures,"

she says. "It could mean running an auction with 1,500 people in the room or selling a piece of real estate worth millions of dollars."

Zink stood tall and proud and when she walked off the stage, she was satisfied to have met her personal goal – meeting the challenge without letting her nerves get in the way. With the title forever etched as part of her legacy, Zink pays it forward, mentoring auctioneers across the country, and helping her clients, sometimes during trying times.

A woman called her not too long ago needing to sell her house. She was ill and it was too much for her to handle.

"I let her know that she really didn't have to do anything; I could take care of getting everything organized and ready for the auction and knew I could offer the real estate services as well," Zink says.

"You could see the pressure I took off of her shoulders because I did the work for her."

Zink prepared the house for the auction, clearing out what needed to be trashed and donated, took photos, and placed the advertising.

Zink helped another client, who took possession of her father's home after he passed away. Although there was a cash offer of \$180,000, the client hired Lynne to clear out the property and auction it "as is." Within 60 days, the property settled for \$336,000 without making updates or repairs.

With her skills, Zink has put a new twist on the old adage. She's put her mouth where the money is for her clients.

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