

New in the Auction Industry?

How My CAI Experience Has Guided Me!

By: Michael Abdalla Jr., CAI

For all of you that don't know me, I am a second generation auctioneer. In 1989, after witnessing my father make a successful transition into the auction industry, I spent the next several years working with him in the Oriental Rug Industry. I acquired an auction license at 18 years old at the Missouri Auction School and then attended a military college. As the years progressed, I graduated from this 4-year military college - The Citadel - and worked for a year as a sales representative for *Ernest and Julio Gallo Winery*. During that time, my auctioning skills were placed at rest. However, a change of thought struck me: as an entrepreneur, I saw how the auction industry would suit me well. After working in the industry for two years, I wanted to go deeper and unveil my true potential as an auctioneer. Hitting a plateau in my auction career, I soon found my way up by being introduced to the CAI program. CAI is more than just a class: it's an in-depth and rigorous look into various auction companies, different areas of sales, and diverse fields of networking. As I began my first year of this program, I was a bit nervous due to my young age (I was 24 years old at the time). However, all apprehensions were quickly washed away as I was introduced to some of the greatest minds in the auction

industry in the CAI program at Indiana University. The instructors show absolute care for you and your level of work as they motivate you to succeed and flourish as an auctioneer. The auctioneers I met were more than willing to discuss their jobs as auctioneers in their particular fields, and they were highly enthusiastic in helping me develop and hone my skills. As I reached the termination of my third year in the program, I realized how much I would miss my professors, the experience at Indiana University, and most importantly, my classmates. I will take the vast amount of knowledge that I have learned and assimilated in the CAI program and apply it to my business and my life. CAI is not a class that can be taken on the internet; it is not a class that can be learned in a week at a National Convention. CAI takes you away from the stresses of everyday life, places you in a collegiate environment, and gives you a true educational experience as you LEARN useful knowledge relating to auctions, as well as your life as a whole. If you are ready to accelerate your life and your auction profession, I highly suggest the CAI program. Please feel free to contact me anytime to discuss the CAI program, as well as the auction profession. My email address is mjajr@abdallauctions.com.

An Auctioneer's Mind is a Terrible Thing to Waste

By: Harlan Rimmerman, PhD

The old saying of "a mind is a terrible thing to waste" applies to us all. When I tell people that I work with the National Auctioneers Association and am responsible for helping provide the educational programs, most people open their eyes wide and give me the look of "are you kidding?" When I explain to them about auction school, getting their license, getting a designation, going to CAI, and seminars, they are totally amazed. After hearing this explanation, they seemed to be amazed at all the work and study that auctioneers

they move into smaller homes. You can also learn how to help sell estates as you work with bankers, attorneys and trustees.

The real estate sales by auction is exploding. When you take the Accredited Auctioneer real Estate (AARE) designation class, you will learn how to market your services, create a proposal, figure all forms of financial calculations, and get prepared to enter this outstanding and growing field.

The Certified Auctioneers Institute (CAI) held every March at Indiana University is the "graduate" level program for