

And the 2005 Rose Award winner is...

This article was written by Theresa Taylor, and appeared in the Ontario Auctioneer magazine, Fall issue 2005

Was it the causal comment by Blair Loveless, CAI, St. Johns; Newfoundland, "that what I was looking for in education in the auction industry was in Bloomington, Indiana" ...was it a NAA recruitment visit with Randy Wells, CAI, attendee, at the Auctioneers Association of Canada Convention in Calgary ... was it words of wisdom from Joe Wilson, CAI, past president of NAA, attending the Auctioneers Association of Ontario Convention, saying to me, " if you have to borrow the money to go do so now, as it will come back to you in the next year" or was it looking at the leaders of the Auctioneers Association of Ontario; Manson Slik, CAI, Pat McDonough, CAI, Jim Snider, CAI, Barry & Alicia Gordon, CAI, Frank Stapleton, CAI, John MacKenzie, CAI, David Moore, CAI, John Beer, CAI or was it just the desire and curiosity to know more, that prompted me to register for CAI classes in Bloomington, Indiana, for March of 2003.

Whatever prompted me then is not now as important as what it really gave me. CAI program was intimidating, exhilarating, frustrating, motivating, and was an learning experience like no other, leaving you with a new appreciation and pride of your chosen profession in the auction industry. Successful education and the added value of networking is an experience that you cannot image unless you take part, an opportunity waiting for you. It was great to see other Canadian auctioneers, attending the March 2003 class, Krista Richards, CAI, Ontario, and Norm Moore, CAI, Alberta.



Pat Massart and Theresa Taylor

"Congratulations Theresa. That is terrific! 2 Canadians in 5 years to take home the award is something... I'd hoped you were going to pull it off. I know how it must have felt to win. It feels pretty good in that big ballroom full of your peers, many with more experience. Congratulations again and all the best."

Manson Slik, CAI (Rose Award Winner 2000)

"Theresa, after reading your auction case study and summary, I have a totally new appreciation for TOMA (Top of the Mind Awareness). Great report!"

Randy Wells, CAI

"Again I would like to congratulate you for all your work in achieving the most prestigious Rose Award! You did a great job and certainly deserved the honour!"

Pat Massart, CAI, GPPA, CES

CAI (Certified Auction Institute) is a business management program for Auctioneers who have at least two years full time experience and have conducted at least 10 auctions. I encourage you to visit the NAA website at www.auctioneers.org for 2006 dates.

However, I even had bigger boots to fill. In December 2003, I applied for the Past Presidents Educational Bursary offered by the A.A. of O., in my application I was asked; " What did I Hope to Achieve in the Auction Industry?" My response was: " When the time is right for me to become a part of the Auctioneers Association of Ontario Board of Directors, I want not only to have the passion for the industry, the experience, but also the education to lead generations of auctioneers to strive for excellence, while maintaining and enforcing the highest level of ethics and standards of practice. I would have a willingness to mentor new auctioneers. Also I would want to improve the perception of the industry by the public and private sector."

Whether these words were instrumental in me winning this Bursary they were not as strong as the words by Past President Manson Slik, CAI (2000 Rose Award Winner) at the A.A. Of O. Convention Presidents Banquet 2004 when he handed me my scholarship and said;" Now bring home the Rose Award". My response: " Oh no pressure here".

In 1986, when the Certified auctioneers Education Institute began requiring an auction summary report, they also began recognizing the person who submitted the best auction summary report. In 1999, at the request of the Class of 1998, the award was given a name. The award is now called the Rose Award in honor of their friend, classmate, and fellow auctioneer, David Rose of Toledo, Ohio. David had a tremendous impact on the Class of 1998 - as a leader, mentor, and friend. He died in the spring of 1998 after a brief illness.

Each year Certified Auction Institute recognizes the Class III member who in the opinion of the Trustees and the Admissions Reviews Committee has submitted the outstanding auction summary report. In March 2005 Pat Massart, CAI, was asked to present this years Rose Award. Her words..." you have made it obvious that you care about the auction profession and that you strive for excellence in the auction industry. By receipt and acknowledgement of this award, you take on a tremendous responsibility, that of improving the auction industry through your actions and words. This year, the Rose Award, for the outstanding CAI Course III Auction Summary Report goes to Theresa E. Taylor, of South Lancaster, Ontario, Canada. " What an emotional rush, speechless almost, however though tears I did manage to say it's about writing goals, and thanked the institute.

I may have been the Rose Award Winner, but my classmates, were the petals of this "Rose" helping me achieve, this honour. Each one of them nurtured me throughout my three years at CAI, sharing, instructing, coaching and have continued to be there for me as new challenges, and experiences occur through this chosen profession as. ...Theresa Taylor your Auctioneer.

Theresa Taylor is the sole proprietor of Theresa E. Taylor & Associates Auctioneering, who established this business in 1997 upon graduating from the World Wide College of Auctioneering, Mason City, Iowa, United States. In 2001 the owner took a leap of faith and left a 27-year career in Business Management, to pursue the business full time. The company operates from the residential home of the owner, situated in rural Ontario hamlet in Glengarry County. The company does not have any employees, but secures contract workers, as need demands. Theresa has been a member of the Auctioneer Association of Ontario since 1997. She was named member of the year in 2002. She welcomes any inquires about the CAI program and can be reached at 613-933-7672 or email info@theresataylor.com