

## **Taylor Named Entrepreneur of Year**

*By Terri Saunders - The Standard Freeholder*

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Something happened to Theresa Taylor Saturday that never has before.

"I'm at a loss for words," she said. "And it's hard to be at a loss for words when you're an auctioneer."

Taylor was rendered speechless after hearing her name announced during the Chamber of Commerce Business Excellence Awards. Taking home the plaque for entrepreneur of the year, Taylor was thrilled to be recognized for doing something she enjoys so much.

"I come from a family of entrepreneurs, and they always said to me, 'Work for yourself,'" said Taylor. "But I never found my niche - until now."

Taylor, who's business Theresa E. Taylor and Associates Auctioneering is located in Lancaster, said she has always been inspired by the business community through the area.

"They are my mentors," said Taylor. "The chamber is also a key partner to have, and it takes mentors like all of (them) to be successful."

Taylor is a certified auctioneer and an experienced auction manager. After leaving her job of 28 years as a controller for an automobile dealership, Taylor took the plunge and enrolled in the World Wide College of Auctioneering.

Since that time, Taylor has become affiliated with a number of provincial and national auctioneering associations and has embarked on some noteworthy career events.

"The Foley Auction was probably one of the most interesting auctions I've done," said Taylor, referring to the sale in October 2001, of more than 500 items belonging to the prestigious Foley family of Westport, Ontario.

"We competed among five auctioneering firms for that one, and it was an honour to be chosen."

Just this past weekend, Taylor was involved in an auction of musical and entertainment memorabilia. Bringing in more than \$1,000 for the client, even Taylor was impressed as a Buddy Holly and the Crickets' autographed photo went for \$550.

But it's not the cult of celebrity that's caused Taylor to become successful.

"I've grasped all of the opportunities given to me," she said. "And I participated in the community."

"I gave, and what goes around, comes around."