



Midwest Auctioneers Roundup

Wayland, MI
August 9, 2023

Championship Features \$3,500 Grand Prize!*

Becomes one of the premier
championships in the country

*See Rules for details and requirements

To Do or Not to Do

Publishing Auction Results

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Information Auctioneers
Need to Know!

New Michigan Gun Reform Laws

What you Need to Know

Midwest Auctioneers Roundup * Wayland, Michigan

Viewing Instructions: If you find that some sections are too small to read easily... Go up into your VIEW menu at the top of your screen and scroll down to zoom, or even turn on the "View at Full Screen" option. These are just a few of the simpler options available. Plus, don't forget you can also print the document.

A Digital Publication of the Michigan Auctioneers Association. www.FindMichiganAuctions.com, Email: info@msaa.org



Midwest AUCTIONEERS Roundup

Wayland, Michigan
August 9, 2023

Location Hosts

MIEDEMA Asset Management Group

Miedema Auctioneering, Inc. was founded by Sid Miedema Sr., Sid Miedema Jr. and Scott Miedema in 1984. Over the years, they've worked diligently to earn a reputation for honesty and integrity in the auction industry, and have become known for conducting highly successful auction sales and accurate appraisals.

In 2000, they expanded their operations to include online auctions to go along with the live auctions they've successfully managed at their auction locations. Since the emergence of online auctions they have been able to offer a wide variety of new auction services across the country to pair with their local online and live auctions in Michigan. They hold farm auctions, industrial equipment auctions, construction equipment auctions, consignment auctions and online charity auctions through each of the Miedema Companies.

Miedema Auctioneering, Miedema Appraisals, Repocast, Orbitbid, LASTBID Real Estate, Rangerbid, SSL Firearms, and Online-Auction Software, are conjunctively organized under the umbrella of Miedema Asset Management Group. These companies employ nearly 150 professionals across 5 locations, specializing in all areas of commercial, construction, agricultural, industrial, and real estate sales. Miedema Asset Management Group continues to grow, conducting hundreds of online and live auctions annually, selling to bidders across the globe. Their specialized view of physical asset management and years of experience have given them great insight into the auction industry.

"We look forward to showing you our operations in West Michigan and sharing ways to help grow your business. We can't wait to see you there!" Jordan Miedema, President of Operations, LASTBID Real Estate.



Hotel Options:

Best Western Plus (1 Mile from Repocast Wayland)

396 Reno Drive Wayland, Michigan 49348

Rates: \$123-\$141 plus tax. *There is no block.*

Rates and Availability subject to change.

Hotel Direct Number (269) 397-1161 (options also available online)

**There are several other options along US-131 near Byron Center/Grand Rapids.*



You can register online, or mail in the registration forms on the following pages or right from **MidwestAuctioneersRoundup.com**. This event is co-sponsored by the Michigan, Indiana and Ohio Auctioneers Associations. It is managed by the Michigan Auctioneers Association. **Questions? Call the MAA at (616) 785-8288.**

Get More Info & Register at www.MidwestAuctioneersRoundup.com

GoToAuction.com Midwest Auctioneer Championship

No Holds Barred Bid Calling Championship

August 9, 2023* Approx 6:00 PM

Featuring a \$3500 GRAND PRIZE!



Contestant Name _____

Street Address _____

City/State/Zip _____

Daytime Phone () _____

Email Address _____

This entry form and appropriate entry fee must accompany your conference registration to enter.

I agree that the above is true and correct and I agree to abide by all rules and regulations of the Midwest Auctioneer Championship set forth by the committee, Board of Directors & Officers of the Michigan Auctioneers Association. I also understand that if I win over the IRS minimum, I will be required to provide information required for IRS Form 1099.

Signature _____



**Midwest Auctioneer
Champion**
Elmer Yoder, 2022

BID CALLING ALL AUCTIONEERS!

The GoToAuction.com Midwest Auctioneer Championship has become the purest and one of the most popular contests in the nation! Professional auctioneers across the country appreciate the unique format of this contest because contestants are not burdened with an arsenal of cumbersome rules. Contestants are judged on just one thing - their chant.

The auctioneer crowned the 2023 GoToAuction.com Midwest Auctioneer Champion will receive a Grand Prize of \$3,500* and an impressive trophy! Even those that don't claim the championship will receive a cash payout if they are a Top 5 Finalist.

The 'rules' are simple. You can leave your suit and tie behind and slip into your pair of your most comfortable Wranglers and boots because there isn't a dress code - other than, you need to wear a hat. You have two minutes to sell as many items as you brought - if you run past the two-minute timer, the distinctive sound of the copper-based alloy gong will be smacked with a mallet indicating you just lost 10 points from your score. Interview questions? There aren't any interview questions, just straight-up auctioneering.

You'll never have more fun participating in an auctioneer championship than the GoToAuction.com Midwest Auctioneer Championship! **The contest is limited to a maximum of 40 contestants so don't drag your boots and get registered right now.**

Register Online at www.MidwestAuctioneersRoundup.com or send in the registration forms.

CONTEST GUIDELINES:

1. Entries close on Wednesday, August 9, 2023 at 5:00pm
2. Contestants must pay for registration to the Midwest Auctioneers Roundup along with contest entry fees.
3. \$75 early entry fee, \$85 after July 24.
4. There is a cap of 40 contestants - *Register EARLY or you may not be able to compete!*
5. You have TWO minutes to sell what you bring for your preliminary items, point deduction for exceeding time limit.
6. Ringmen are allowed and encouraged, but you must bring your own.
7. Contestant briefing at 6:00pm to draw for selling order and review procedures.
8. Contestants cannot sell in the Fun Auction until contest concludes or they have been eliminated.
9. By registering, contestant agrees to be photographed and/or videotaped and understands that the contest may be broadcasted via the internet. Contestant also agrees that the MAA may use your name, voice and/or image for informational, educational, advertising or promotional purposes relating to the MAA, the Competition and the Industry.
10. Top 5 preliminary scores advance to the finals. Items will be provided for the finalists. No finals interview.
11. Champion will be announced based upon highest total of combined score.
12. Tie scores will be settled based upon high score of individual score sheet criteria.
13. *The Champion will receive the Title, trophy and \$2500 prize. If the Champion is a Michigan Auctioneers Association Member AND a YEARLY PLATINUM Member of GoToAuction.com, they will receive \$3500 (\$2500 + \$1000 Bonus detailed above)!
14. Cash prizes for all finalists!!!

Contestants registered as MAA Members AND GoToAuction Yearly Platinum members will be eligible for an additional \$1000 payout to the champion (\$3500 Total)!!!

www.MidwestAuctioneersRoundup.com

August 9, 2023 * Networking Events



Events Schedule

- 9:30 AM Golf Outing
- 10:00 AM Clay Shoot
- 2-3:00 PM **Repocast Tour**, Location: 601 Gordon Industrial Ct, Byron Center, MI 49315
An inside look at Miedema's Repocast auction facility in Byron Center, MI
- 3:00PM Midwest Auctioneers Roundup Registration Opens at Repocast Wayland
- 3:45-5:00 **Presentation**: *Growing an Auction Business*, by Sid & Scott Miedema
****Will also include short presentations from various managers**
Location: Repocast.com Wayland Auction Center, 3450 12th St, Wayland, MI 49348
- 5:00PM BBQ Dinner
- 6:00 PM GoToAuction.com Midwest Auctioneer Championship Prelims
- 8:00 PM Midwest Junior Auctioneer Championship & Kids Auction
GoToAuction.com Midwest Auctioneer Championship Finals

*All Schedules are Subject to Change

9:30 AM Golf Outing

Diamond Springs Golf Course

3400 34th St, Hamilton, MI 49419

www.diamondspringsgolf.com * 269-751-4545

Established in 1999 and conveniently located 30 minutes southwest of Grand Rapids, nestled in 250 acres of oak and pine clad sandhills, Diamond Springs brings affordability and an unforgettable experience to all skill levels of golf.

Both challenging and breathtaking, the dramatic settings and architectural design truly are one of a kind that keep golfers coming back time and time again. The first nine holes offer dynamic greens and interesting topography, while the back nine meanders around a stunning ravine and is the perfect way to end a round.

Pricing: \$60.00 per person (Sign up on the registration form). Price includes 18 holes of golf w/ cart. Lunch is not included but they have several quick options available at the turn at Miller Creek Tavern. Golf Games, prizes & fun!

**Please arrive by 9:00AM to be ready to start on time.*



10:00 AM Clay Shoot

Blendon Pines Gun Club

8455 88th. Avenue, Zeeland MI 49464 US

www.blendonpinesgunclub.com * 616-875-7000

Blendon Pines Gun Club has sporting clays, 5-stand, and wobble trap all open year round to the public. Be sure to sign up early! Space is limited! ***Pre-Registration is required - please let us know how many in your party will be attending this event on the registration form. Ear and eye protection is required. Safety review and waiver required. Loaner shotguns are available for men, women, and kids for only \$10 if you don't have your own. Our shot shells are competitively priced in the gun store. You may bring your own ammunition, but it has to be 7 1/2, 8 or 9 shot. *Pay at the club. 50 Shot Sporting Clays (approx \$27), 5 Stand (approx \$0.50 per bird), Wobbles (Approx \$10 for 25).

**Please arrive by 9:30 to be ready to start on time.*

**All Times/Events are subject to change.*



Get More Info & Register at www.MidwestAuctioneersRoundup.com

*August 9, 2023 * 3:45PM Education*

“Growing an Auction Business”

by Sid & Scott Miedema

***Will also include short presentations from various managers*

Before the seminar, please join us at our Repocast Facility and headquarters in Byron Center for a tour of our facilities. We will then move to our Wayland Facility for education, dinner and the Midwest Auctioneer Championship!



Sid Miedema is a first-generation auctioneer who founded Miedema Auctioneering in 1984. Sid was honored to be inducted into the Michigan Auctioneers Association (MAA) Hall of Fame in 2005 and was MAA Bid Calling Champion in 1995. He also has served as Director and President of the MAA. He is a licensed real estate broker and member of CAR & MAR. Sid has been

privileged to present seminars at several association events. Sid currently serves as CEO of the Miedema Asset Management Group and the 2022/2023 President of the National Auctioneers Foundation.



Scott Miedema is the Chief Operating Officer of Miedema Asset Management Group. He assisted in starting Miedema Auctioneering with his brother, Sid Miedema, in 1984 and has helped transform their business into a leading global auction and liquidation service provider. Scott Miedema was a pioneer of the online auction methodology since 2000, as well as other asset management solutions

that have transformed the auction industry. Scott is the 2005 Michigan Auctioneer Champion, has served as President of the MAA, was inducted into the Hall of Fame in 2009.

**WHAT WOULD YOU PAY TO EXPOSE YOUR
COMPANY TO A HALF MILLION MONTHLY USERS?**



DOESN'T MATTER.

It's FREE for Michigan Auctioneers Association Members!

- One click instantly publishes your auctions to the MAA calendar, EstateSale.com and YOUR website!
- Compatible with Auction Flex!
- Unlimited 'Super Enhanced' Photo Uploads
- Upgrade Your Membership and Receive Seller Referrals
- Save Time! Import your auction calendar on your existing website at no charge!

AUCTIONS WORK!

By Auctioneers. For Auctioneers.

www.GoToAuction.com

www.MidwestAuctioneersRoundup.com

6:00PM *Midwest Auctioneers Roundup* *GoToAuction.com Midwest Auctioneer Championship!*

Repocast.com Wayland Auction Center
3450 12th St, Wayland, MI 49348



Miedema Asset Management Group have generously offered to host this year's Midwest Auctioneers Roundup! Join us to view and tour their facilities, network with other auctioneers and some good old fun!

The MAA, OAA and IAA are coming together for a great networking opportunity! Join us for this unique event and a chance to network with auctioneers from other areas! Want to work with other auctioneers, expand your knowledge base, or just make friends? This is an awesome opportunity to break down the barriers and get to know others in your industry in an easy going and fun event. The Midwest

Auctioneers Roundup Committee has lots planned, including networking time and lots of fun! A highlight of the event is the coveted GoToAuction.com Midwest Auctioneer Championship! With BIGGER prizes, the event is sure to be a crowd pleaser.

This time includes awards from the day's events, food, time to network and an auction (Remember to bring your auction donations)! It will make your entire trip worthwhile!



Approx. 8:00PM *Midwest Junior Auctioneer Championship!* *Kids Auction ~ After Preliminaries*



Midwest Junior Auctioneer Championship! Back by popular demand! After several years of offering the Kids Exhibition Auction, we recognize that some of these kids are tough competitors! So again this year, we are offering two segments of bid calling for the kids. The Midwest Junior Auctioneer Championship is for kids ages 12-17. They will be judged on the same criteria as the adults, but they don't have to wear a hat (unless they want to!). Placings will be awarded to the top 3 and a ribbon for all entrants.

We haven't forgot about the littles! Back by popular demand is the Kids Exhibition Auction for the 11 and under crowd! Bring your young auctioneers and have them sell items they have brought during the fun

auction. No judging for this group, just lots of fun, encouragement and goating grandpa into bidding high and often!

This portion of the event is sure to be a crowd pleaser. Each contestant will take home an award to memorialize their achievement. *Please sign your young auctioneers up on the registration form for the MJAC as well as the kids exhibition auction so we have enough awards for everyone.*

Platinum Sponsor



Host Sponsor

MIEDEMA
Asset Management Group

Would you like to sponsor the Midwest Auctioneers Roundup or sign up for a FREE booth space? Contact the MAA today at 616-785-8288 or info@msaa.org!

Want to learn how to really Network? Sign up now @ www.MidwestAuctioneersRoundup.com

Midwest Auctioneers Roundup * August 9, 2023 * Registration

Please check all that apply:

- ☐ MAA(MI) Member ☐ OAA(OH) Member
☐ IAA(IN) Member ☐ Not of Member of any of these states

Name _____

Badge Name _____
 (As you wish it to appear on your name badge)

Company _____

Address _____

City/State/Zip _____

Ph () _____ Email _____

First Time at a Roundup? If Yes, Check ☐ Yes

**Please be considerate of others: If you have recently been sick or are sick, please be stay home. Thank you.*

Spouse / Significant Other / Guests Attending:

Spouse/Significant Other _____

Kids _____

Employee of Member _____

Non-Member/Guest _____

Non-Member/Guest _____

Clay Shoot: _____

Please indicate the number in your party who will be attending the Clay Shoot. Clay Shoot participants pay at the course.

Kids Auction: _____

Please indicate how many of your kids will be participating in the kids auction (11 & under).
 *Kids 12 and over may sign up below for the Midwest Junior Auctioneer Championship.

Names/Ages _____

Names/Ages _____

How to Register

1. Copy these forms or Register Online at midwestauctioneersroundup.com
OR
2. FAX completed registration forms with credit card info to (616) 773-1375
OR
3. MAIL completed forms with check, money order or credit card info to:

MAA/Midwest Auctioneers Roundup
 4529 Gibbs NW
 Grand Rapids, MI 49544

Questions?

Call (616) 785-8288

Please Pre-Register for ALL Events!

All event refunds are subject to a \$25.00 processing fee. There will be no refunds after 7/24/2023

Want to be a Sponsor?

Download the Registration forms at MidwestAuctioneersRoundup.com or
 Call the MAA @ (616) 785-8288!

CONFERENCE REGISTRATION

*Includes Badge, Tour/Education, Entrance to Event and BBQ Dinner for Wednesday.
 Does NOT include Special Events (Competitions, Golf, etc.)

Quantity	On or Before July 24, 2023	After July 24, 2023	
_____ Roundup Registration / Dinner	\$50	\$60	\$ _____
_____ Midwest Auctioneer Championship Entry *** Roundup Registration REQUIRED.	\$75	\$85	\$ _____
_____ Midwest Junior Auctioneer Championship	\$10	\$20	\$ _____
_____ Names/Ages _____			
_____ Golf Outing (must pre-register for golf)	\$60	\$70	\$ _____
_____ Golf Partner _____			
_____ Kids Meals (Ages 6-12):	\$15	\$20	\$ _____
Kids 5 and under eat FREE! Qty _____ Wednesday Dinner			
*Enter Quantity needed for each meal - Limit: 2 free kids meals per registered parent			
_____ Sponsorship (Please fill out the sponsorship form and attach.)			\$ _____

MAA MEMBERSHIP & ITEMS FOR PURCHASE

_____ MAA Membership Renewal for 2023	\$120	\$ _____
*Attach Membership Investment Renewal Form		
_____ MAA Membership Special! Renewal for 2023-2025	\$300	\$ _____
*Attach Membership Investment Renewal Form		
_____ MAA Membership for 2023 (if joining for the very first time)	\$75	\$ _____
*Attach Membership Application		
_____ MAA Legends Trading Cards Set (Includes Series 1&2)	\$21.20	\$ _____
_____ MAA Membership Pin	\$7.95	\$ _____
_____ Auctions Work! Pennant	\$10.60	\$ _____
_____ MAA Hat	\$15.90	\$ _____
_____ MWAC Hat	\$21.20	\$ _____

CONFERENCE REGISTRATION TOTAL

**Event managed by the Michigan Auctioneers Association. All payments payable to the MAA.*

☐ Check Enclosed (Ck# _____)

☐ Credit/Debit (See right)

(Checks payable to the MAA. U.S. Dollars drawn on U.S. Bank)

(Note: Registrations will not be accepted without payment)

Credit Card Payment Info. (Please fill in ALL Info)

For Credit Card Verification, please give the billing address for this card.

Address _____ City _____ State _____ Zip _____

Name as it appears on Card _____

Circle Type: ☐ MC ☐ VISA ☐ Discover

Card Number [][][][] [][][][] [][][][] [][][][]

Exp. Date (Required) _____ 3 digit code on back _____

Authorized Signature _____

Volunteers Needed!

(Check below if you would like to volunteer)

- ☐ Office & Registration
☐ Technology Setup
☐ General Onsite Volunteer
☐ Bid Calling Contest Volunteer
☐ Fun Auction Volunteer

Sponsorship/Exhibitor Registration Form



Midwest AUCTIONEERS Roundup

Be a Conference Sponsor!
Promotional Opportunities!

Name: _____ Company: _____
Address: _____ City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____ Website: _____
Product/Service: _____

Enclosed is my check for \$ _____

☐ Sponsorship

Check # _____ (Payable to MAA)

☐ I would like a free booth space

We have multiple needs and will place your sponsorship where we need it most! If you would like to check the availability of any particular event, please contact the MAA at 616-785-8288 or info@msaa.org

Sponsorship:

- Silver Level (multiple available) Up to \$299
- Gold Level (multiple available) \$300 - \$999
- Diamond Level (multiple available) \$1000 - \$2499
- Platinum Level (multiple available) \$2500 & Up

Exhibit Space:

Exhibitors are FREE! We have limited space for vendors. If you would like to join us for the evening and setup a small space, we will provide a table. Keep in mind that this is a working auction facility, not a conference space, so the amenities and setup are different than you are used to.

Note: Meals are not included. Please register for the Roundup on the Registration form for dinner tickets.

Registrants for the free exhibit space agree to abide by the standard exhibitor terms and conditions set forth by the Michigan Auctioneers Association, the Midwest Auctioneers Roundup and the Host facility. Terms may be found at www.midwestauctioneersroundup.com.

Do you want to be a **Featured Sponsor** on a particular event? **Contact the MAA ASAP!**

There is limited spacing for Premier Diamond and Platinum Level Sponsorships! Showcase your business in front of Auctioneers from at least 3 states! Featured Sponsors will be predominantly displayed on promotion and at the event!

Sponsors & Exhibitors will be highlighted in the following ways:

1. Company Contact info published in a subsequent issue of the Michigan Auction Gavel.
2. Company Contact info published on the Midwest Auctioneers Roundup website.
3. Recognition at the Midwest Auctioneers Roundup.
4. Each sponsor and cosponsor will receive an attractive Certificate of Appreciation.

Sponsors & Exhibitors! Email your logo to the MAA at info@msaa.org to publish on the website www.midwestauctioneersroundup.com!

Other Sponsorships available including:

Name Tag Lanyards, Overall Conference Sponsor, and more! Call the MAA for details.

Please return this form by July 24, 2023 to:
MAA, 4529 Gibbs NW, Grand Rapids, MI 49544.
Ph: 616-785-8288 Fax: 616-773-1375
E-mail: info@msaa.org

Midwest Auctioneers Roundup

Midwest Auctioneer Championship & Auction!



Wednesday, August 9, 2023 * 6:00 PM

(Following Dinner)

Please copy this form as needed for multiple items ~

Please use only one form per item.



We are looking for donations from **ALL ATTENDEES**
for this year's fundraiser auction!

Please complete and return this form as soon as you can determine
what you would like to donate to represent your company.

Donations of *all* sizes are welcome *and* needed!

Donor Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Donation (Please Include Description & estimated value of item)

Item: _____

Value (\$25 or more): _____

☐ I will be unable to attend please accept my cash donation of: _____

Clerking Section (Office Use ONLY):

Lot #

Buyer Number: _____ Price: _____

Need Item Ideas?

*Tickets to a great event! * Advertising! * Items you've seen sell with enthusiasm!*

*Something you'd like to buy! * A valuable service by you or your company.*

Hunting/Fishing trips or vacations!

Thank You for Your Support!

To Do or Not To Do

SHOULD AUCTION COMPANIES PUBLISH THEIR ONLINE AUCTION RESULTS?

by Kenny Lindsay, Certified Michigan Auctioneer



The great New York Yankee Hall of Famer Yogi Berra coined the phrase, *"It's not over 'till it's over."*

And anyone conducting online auctions knows that the work has just begun once the auction ends. The post-auction logistics are tedious and time-consuming. Invoicing, sending notifications, processing payments, coordinating shipping and pick up, dealing with unexpected issues, speaking with the client, unforeseen problem solving, and settling up with the client.

However, one potentially significant logistical error that auction firms may not consider is whether it is a good practice to post their auction results for the whole world to see. For the majority of small to mid-size auction firms, it may not be a good business practice.

Unless you disable the prices realized feature; one must consider that it's safe to assume that your auction will be on the official online record – forever. To be clear, auctioneers should carefully consider what prices they publish and which they do not.

IS PROMOTING JUNK BENEFICIAL?

Promoting that you sold a random box lot mixed with Homer Laughlin dishware for \$15 or a contemporary Star Wars figure for \$6 will be more of a determinant to your business than a positive. However, you should always openly promote your successes on more significant items that warrant attention.

So why does any of this matter? Because over some time, you will have hundreds to thousands of people discovering your past auctions on the Internet, mainly because they are researching a particular item and looking to hire an auction company. You turned up in the internet search engine. So yes, potential sellers are watching what you are doing.

THE CURIOSITY FACTOR CAN GENERATE BUSINESS

"I have no special talent. I am only passionately curious." – Albert Einstein. We are talking about sales leads here. Every year, we receive dozens of emails and phone calls from genuinely curious people who saw an item we sold in an online auction, and they want to know what that particular item sold for. Curiosity is a trait that opens the door and encourages meaningful conversation.

One call went something like this. CALLER: *"You sold a box of blue Tupperware a while ago. Do you remember how much it sold for?"* AUCTIONEER: *"That auction happened a few years ago, I don't have that information readily available, but I can look it up for you."* CALLER: *"I'm curious because my grandmother passed away, and she has a whole house full of items. My sister wants the Tupperware, and we are trying to determine the value."* AUCTIONEER: *"Would you like to schedule an appointment and have everything assessed, including the Tupperware?"* That particular scenario resulted in a signed contract for a live auction that included real estate. It is highly unlikely this seller would have called had our auction results been posted, let alone a signed contract to conduct a lucrative auction.

DO YOU QUOTE YOUR COMMISSION RATE AND FEES OVER THE PHONE?

Most professional auctioneers do not quote their commission rate and fees over the phone. But they are broadcasting the good, the bad, and the ugly of auction results for everyone to see, including your competition, who can weaponize your results and use them against you.

Before broadcasting your entire catalog with prices realized, you should consider whether this action serves your seller's best interest. While public auctions are fully transparent to everyone while they are going on, some sellers do not want their business on the permanent record for various reasons.

Furthermore, despite how often auctions are portrayed in the media for achieving high sales results, the auction business will never lose that stigma with some people that items sell for bargain prices. And speaking of that, what some people consider 'bargains' – aren't. But some have that perception because their perception is their reality.

AUCTIONS WORK!

What helps differentiate auctions from any other method of selling is the extraordinary upside potential of price discovery. Time and time again, the media favorably portrays the power of auctions for achieving high sales results. Professional auction companies should invest time, filter typical and less appealing auction results, and highlight quality assets often exceeding our seller's expectations. If done appropriately, you will be elevating your brand and the auction method of selling.

Remote Seller State Sales Tax Guidance

After the South Dakota v. Wayfair, Inc. Supreme Court case in 2018, any states have enacted economic nexus laws that require remote sellers to collect and remit sales tax if they exceed certain thresholds. If you have a physical presence in a state, you are not a Remote Seller and are required to register in that state regardless of the amount of sales.



Are you a Remote Seller? A Remote Seller is generally a seller that does not have a physical presence in a state but who sells products or services for delivery into that state.

If you are a remote seller and your sales of products for delivery into a state meet or exceed the threshold for a state, you are required to register to collect and remit sales tax for that state.

Economic nexus laws apply to any business that makes sales into states in which they have no physical presence but meet the state's sales and/or transactions thresholds.

Items to note when reviewing the requirements:

Many states base their threshold on sales OR transactions, while some states base their threshold on sales AND transactions.

- A state may base its sales threshold on gross sales, gross revenues, retail sales or taxable sales. Many states do not distinguish between taxable and non-taxable sales when determining if a threshold is met.
- If you know that you will be making sales into a state, you may choose to register to collect and remit that state's sales tax at any time.

IMPORTANT NOTE: *This is general guidance and is not legal advice. Nothing in this chart overrides an individual state's laws. For specific state guidance, contact that state.*

For a summary chart by state that provides you a summary of the Remote Seller thresholds and compliance dates as of January 11, 2023, please visit: <https://www.streamlinedsalestax.org/for-businesses/remote-seller-faqs/remote-seller-state-guidance>

**Information provided by the National Auctioneers Association and www.streamlinedsalestax.org.*



New Michigan Gun Reform Laws and What You Need to Know

Michigan legislature recently enacted some controversial measures aimed at gun control. New legislation passed with support from both sides of the aisle that will have an impact on most auction companies operating in Michigan. In an effort to educate members, we have listed the following changes and what they might mean for your business.

Universal Background Checks

House Bills 4138, 4142: The new legislation requires anyone who does not have a gun license to undergo a federal national instant criminal background check before purchasing a gun. This includes buying a pistol, rifle, or shotgun.

EFFECTIVE DATE: Sine Die (91st day after final adjournment of the 2023 Regular Session)

Kids & BB Guns

House Bill 4184 (Proposed):

Sec. 1. (1) An individual less than 18 years of age shall not use or possess a pneumatic gun outside the curtilage of the individual's dwelling unless the individual is accompanied by another individual over 18 years of age.

(2) An individual who violates this act is guilty of a misdemeanor punishable by imprisonment for not more than 90 days or a fine of not more than \$500.00, or both.

(3) As used in this act, "pneumatic gun" means any implement, designed as a gun, which will expel a BB or pellet by spring, gas, or air.

Safe Storage Law

Senate Bills 79, 80, 81, 82: Gun owners who live with minors who could access their firearms will now be required to store the firearm in a locked box or container or lock the firearm with a locking device that renders it inoperable by any individual other than the owner or an authorized user.

EFFECTIVE DATE: Sine Die (91st day after final adjournment of the 2023 Regular Session)

- People must lock up their firearms in the presence minors, someone under the age of 18.
- A person could be guilty of a misdemeanor punishable by not more than 93 days in jail, a fine at most \$500, or both, if a minor obtains the firearm due to improper storage.
- If that minor should hurt another person with that obtained firearm, a person could be guilty of a felony punishable by up to five years imprisonment, an up to \$5,000 fine, or both.



Join us for the [GOTOAUCTION.COM](https://www.gotoauction.com) MIDWEST AUCTIONEER CHAMPIONSHIP!



August 9, 2023 * Wayland, Michigan

**Featuring \$3500* grand prize to the winner!
Top 5 finalists receive cash payouts**

New finals round to bring back the top 5 for an exciting SHOOT OUT!

Any auctioneer with a hat can enter, doesn't matter what contests you have won or how fancy your suit is or how many birthdays you've had. Two minute time limit to sell as many items as you brought. If you go over the time limit, the GONG will sound to indicate a loss of 10 points. *Limited to 40 Contestants!*

No interview questions, just straight up bid calling.

BRING YOUR "A" GAME!! THIS IS SURE TO BE ONE OF THE HOTTEST CONTESTS IN THE COUNTRY FOR 2023!!

Register Online at www.MidwestAuctioneersRoundup.com

- Fines would jump to a potential 15 year prison sentence, up to \$7,500 in fines, or both, should that minor kill another person with the obtained firearm.

Red Flag Laws

House Bills 4145, 4146, 4147, and 4148, along with Senate Bill 83: Under the four-bill House package, the legislation creates the Extreme Risk Protection Order (ERPO) Act, which would:

- Require courts to issue an order if there is enough evidence to support the idea that a person poses a safety risk, either to themselves or others, and should not be in temporary possession of a firearm
- States a served order would take effect immediately, with firearm relinquishment varying by situation, meaning either the person would need to turn over firearms immediately or within a 24-hour period
- Outlines who can file an order, including family members, former partners, health care providers or police officers
- Dictates a granted order would be valid for one year, with modifications to the decision possible, including to dismiss the order before that year is up or extend it as needed
- Allows one motion to modify or rescind the order be filed during the year the order is in effect, with another possible during the year an extended order is in effect

EFFECTIVE DATE: Sine Die (91st day after final adjournment of the 2023 Regular Session)

Inherited Guns and Currently Owned Guns

Moving forward, guns that are inherited from one family member to another will also have to obtain a background check and a license to legally own such guns.

Also, under House Bill 4138, people who already own a long gun and/or rifle will not have to complete a background check. However, the Bill shifts the responsibility to perform background checks and register firearms to gun sellers. In other words, if the gun is passed to a family member, then responsibility to register the gun falls on the person who inherited it.

On the Horizon

More changes might be coming soon as word coming from Lansing indicates legislators are considering the ban of large-capacity magazines, restricting gun ownership for domestic abusers, and allowing gun manufacturers to be held liable for future gun related crimes. Members are encouraged to contact their local legislators to discuss what these changes might mean for their business.

The Conclusion

It is important to note that the effective date of the new legislation is scheduled for the 91st day after the end of the regular 2023 session, which is published on the state website as December 31, 2023. So, these changes will not take effect until Spring of 2024 as they are currently written. However, it is also important to watch for any changes that may come through. The Michigan Auctioneers Association continues to watch these legislative actions very closely, and we will provide you important updates. In the meantime, we encourage all members to invest more time in the Members Only section of the Michigan Auctioneers Association website and the Michigan Auctioneers Association Members Only page on Facebook.

The MAA has many Member Benefits & Great Discount programs!

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