

The Most Informative, Interesting, Profitable, And FUN Ten Days Of Your Life.

Dear Potential Auctioneer,

Thank you for considering the possibility of becoming a professional Auctioneer. You may or may not be aware...

There's Never Been A Better Time In The History Of The World To Be An Auctioneer.

The United States is going through an unprecedented time of transition. In the next 20 years, more goods will exchange hands than at any time before.

- Thousands of auctions happen every day. Due to internet outlets like eBay, the auction method of marketing is accepted more than ever by the general public.
- Baby boomers are retiring, downsizing, and many cases selling their homes and personal property.
- People are liquidating assets to avoid (or because of) foreclosure and bankruptcy.
- Real estate auctions continue to increase and are quickly becoming standard.
- Average age of an Auctioneer is 55, making room for more professionals in the auction business.

Reppert Auction School Is Uniquely Qualified To Give You The Most Exceptional Auctioneering Education In The Industry—BAR NONE. And Here's Why...

- 25-30 experienced instructors every class. The average auction school has 5-15 instructors teach per class.
- The most *advanced* auctioneering textbook ever assembled. The Reppert Blue Book: *805 pages* of powerful, practical, hands-on and real world business information. Typical auction schools may have up to 100-200 page books. Some have no textbook at all.
- 100 hours of comprehensive, auction education. All meat, no fluff. Most other schools have 85 hours. What are you missing?
- The only school with detailed coverage of marketing and set-up procedures to make sure that you hit the ground running in a successful auctioneering career from the day you graduate.

If You're Feeling Like Ten Days Sounds Like A Long Time... You're Not Alone.

Many people might think that ten days is a long time when considering our school. It's true, other auctioneering schools are shorter (some as little as 5-9 days), but are they better? As you can see above, we have a more comprehensive curriculum designed to give you the tools and confidence that can actually vault you into a successful career as an Auctioneer. You get what you pay for, and receive a return where you invest your time. Many real estate schools or insurance schools are generally shorter than Reppert Auction School. These types of schools, as well as abbreviated auction schools, typically teach you the minimum information needed to pass state tests, but usually fall short of preparing you to be successful in the field. Don't sell your career short—attend Reppert's ten-day, intensive training program that will change your life.

I look forward to meeting you and "*Educating You To Success.*"

Sincerely,

John Kruse , President



"Educating You To Success"

www.reppertschool.com



5634 Opportunity Blvd
Auburn, IN 46706
Phone: 260.927.1234
Website: reppertschool.com
Email: info@reppertschool.com

ADMISSION REQUIREMENTS

Tuition

The price of Tuition is \$1,495.00 (one-time) or three payments of \$575 (payment plan). All students pay their own room and board at the facility of their choice. Our refund policy is that after attending our school for three days, if we feel you are not capable of becoming an auctioneer or if you are not satisfied, your tuition will be refunded. Once you have successfully completed the course you are entitled to Life Membership in the school and may attend any future course for free. (Does not include CE Courses)

Refund Policy

The Reppert School of Auctioneering shall pay a refund to the student in the amount calculated under the refund policy specified in this section. Refunds will be given no later than thirty-one days after a student's request for cancellation or withdrawal.

A full refund will be given if the enrollment agreement is canceled within five days of signing, or if there is failure to meet admission requirements. A full refund will also be granted if the enrollment was procured as a result of misrepresentation in the school's written materials, or after touring the school or attending classes the student withdraws within three days and requests a refund. Students withdrawing from the program within the first five days will be given a full refund. After attending the first five days of the school, a student is no longer entitled to a refund.

Length of Term

All school terms last ten days. This is intensive training. You will receive more training in the field of auctioneering during our 100 hour course than is available anywhere else in the world. Classes run Friday through the following Sunday. No class terms will be held during the holidays of Easter, Thanksgiving, Christmas or New Years.

Course Completion

To successfully complete the course each student must receive a passing grade average of seventy-five percent on the three, one-hundred question exams given by the school. Unless a student is excused by the school administration due to illness, death in the family, or acts of God, a student must attend seventy-five percent (seventy-five hours) of the class sessions to successfully complete the course.

Student Conduct

No alcoholic beverages or illegal drugs are allowed on school premises or at any school function. The use of chewing tobacco is not allowed during class sessions. Good conduct is expected and insubordination to instructors will not be tolerated.



5634 Opportunity Blvd
 Auburn, IN 46706
 Phone: 260.927.1234
 Website: reppertschool.com
 Email: info@reppertschool.com

AUCTION SCHOOL INFORMATION

School Location, Lodging & Travel Information

Each student is responsible for securing their own lodging during the class session. Hotel information for the Auburn classes have been included with this information. Classes are held at Kruse Plaza in Auburn, Indiana, near I-69 County Road 11A exit #326. Those flying in would come to the Fort Wayne International Airport (FWA).

How the Class Schedule Works

All school terms last ten days: Friday through the following Sunday. On the final day (which is graduation day), class will end early-afternoon. The class sessions last all day from

8:00am to 9:00pm, and are taught by some of the most outstanding auctioneers in the country.

Morning Session	Lunch	Afternoon Session	Dinner	Evening Session
8:00 AM – Noon	Noon	1:00 PM – 5:00 PM	5:00 PM	6:00 PM – 9:00 PM

Upcoming Class Dates and How to Enroll

Enroll by visiting our website, www.reppertschool.com, selecting your payment option, and filling out the online application.

ONE TIME PAYMENT

\$1495

One-Time Payment

2020 Classes: April 17-26, July 24-August 2, December 4-13
(One-time payment of \$1495)

3 PAYMENTS OF

\$575

Payment Plan

2020 Classes: April 17-26, July 24-August 2, December 4-13
(3 Payments of \$575)



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TOPICS OF INSTRUCTION

- Introduction to Auctions
- History of Auctions
- Starting an Auction Business
 - Creating a Corporate Image
- Promoting Yourself and Your Business
 - How and Where to Get Auctions
- Auction Ethics
 - Professionalism
- Contracting an Auction
- Appraising
 - Learning Values
 - Personal Property Appraisals
- The Auction Chant—Bid Calling
 - Bid Calling One-on-One Workshops
 - Tongue Twisters
 - Number Drills
 - Filler Words
 - Developing Your Own Chant
 - Opening and Closing Statements
 - Public Speaking
 - Salesmanship
- Auction Law
 - General Auction Law
 - License Law
 - Sales Tax
 - Bankruptcy Law
 - Uniform Commercial Code
 - Bulk Sales
 - Secured Transactions
 - Environmental Law
 - Contract Law
- Preparing for the Auction
 - Location
 - Time
 - Advertising/Publicity
 - Insurance
 - Setup
- Conducting the Auction
 - Sound Equipment
 - Clerking
 - Cashiering & Computers
 - Bid Assistants
- Settling the Auction
 - Closing Statement
 - Sale Summary
 - Clean-up
- Auction Types Covered
 - Household Auctions
 - Estate Auctions
 - Consignment Auctions
 - Liquidations
 - Auction Houses
 - Specialty
 - Antiques
 - Art, Rugs
 - Coins and Jewelry
 - Pottery and Glassware
 - Furniture
 - Vehicles
 - Livestock
 - Equipment
 - Tobacco



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INSTRUCTORS

Auction School Instructors:

The Reppert School of Auctioneering now gives the most comprehensive auctioneering course available in the world. With more instructors than any other auction school in the world, Reppert's gives you the most diverse auction education available today.

Nearly 30 professionals who have succeeded in the auction business will train you for success in life, as well as, how to be an auctioneer. Below is a sampling of the Reppert's instructional staff.

Reppert Instructional Team members:

Bid calling instruction:

Mike Berger
*Indiana
Champion*

Steve Almburg

Michael Riggins

Kevin Wendt
Ohio Champion

Dennis Jackson
Indiana Champion

Top Attorneys:

George Michak

Kurt Bachman

Shannon Kruse

Comprehensive Auctioneer and Professional Trainers:

Senator Dennis Kruse

Jimmie Dean Coffey

Jack Christy

Melissa Davis

Steve Shupperd

Jack Christy Jr.

John Kruse

Dan Baker

Steve Baber

Sherman Hostetter

Derek Rost

Dennis Jackson

John Beechy

R.D. Schrader

Justin Vondenhuevel

Jared Chambers

Matthew Kruse

Tim Kruse

Beth Rose

TJ Frieje



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INSTRUCTORS

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Guest Speakers:

Al Updike

Andrew Wilson

Don Shearer

Andy White

Greg Magnus

Scott Shuman

Dan Baker

Justin Sheehan

Josh Beatty

Hotels and Lodging

Lodging Options

Baymont by Wyndham Auburn

306 Touring Dr.
Auburn, IN 46706
Phone: 260-920-1900

Hampton Inn Auburn

1020 Smaltz Way
Auburn, IN 46706
Phone: 260-925-1100

Auburn Inn

225 Touring Dr.
Auburn, IN 46706
Phone: 260-925-6363

Holiday Inn Express Auburn

300 Lenova Lane
Auburn, IN 46706
Phone: 260-925-1900

Comfort Suites

1137 W 15th St Auburn,
IN 46706 Phone:
260-920-7600

Days Inn by Wyndham

1115 7th St
Auburn, IN 46706
Phone: 260-925-1316

Red Roof Inn Auburn

503 Ley Dr
Auburn, IN 46706
Phone: 260-927-8800

I-69 Exit 326 (Reppert Exit)

CAMPING

Indian Springs

981 County Road 64
Garrett, IN 46738
Phone: 260-357-5572

Fireside Resort

5612 County Road 11A
Auburn, IN 46706
Phone: 260-925-6747



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AUCTION SCHOOL PREPARATION CHECKLIST

Classroom Location

The class will be held in the Kruse Plaza at the I-69, County Road 11A Exit #326.
Kruse Plaza
5634 Opportunity Blvd
Auburn, IN 46706

Transportation

If you are flying in, the closest airport is the Fort Wayne International Airport (FWA).

There is no shuttle service to and from the school. Please make arrangements for transportation prior to arrival.

Lodging

A list of accommodations has been provided for you in this packet. We would advise you to make your lodging reservations as soon as possible to ensure space in the facility of your choice.

Schedule

Each class is 50 minutes in length, with 50 minutes of instruction and a 10 minute break. Coffee, water and a refrigerator will be provided. During the class there will be nearly thirty instructors. Classes begin at 8:00 AM and end at 9:00 PM each day. Each Sunday, we will begin at a later start time to allow for worship. The final day will end at 4 p.m. **On the first day of the course, registration will begin at 7:30 AM with class starting at 8:00 AM.**

Morning Session	Lunch	Afternoon Session	Dinner	Evening Session
8:00 AM – Noon	Noon	1:00 PM – 5:00 PM	5:00 PM	6:00 PM – 9:00 PM

AUCTION SCHOOL PREPARATION CHECKLIST (CONTINUED)

What To Bring To Class

- Hi-Lighter
- Notebook
- Voice Recorder (optional)
- Camera (optional)
- Pens
- Laptop (optional)
- Calculator
- Pencil and Pen

Dress Code

Casual, professional dress will be fine during class sessions and appropriate, nice clothing is recommended for the auctions in which you will participate. Proper clothing, such as a coat and tie for men, is suggested for the class picture. Indiana weather can change quickly, especially in the Fall and Spring. During these times, be prepared with layers for potentially cold days.

Testing

In Class Testing

During the ten days you will be given three, one hundred question, multiple choice exams. To pass the class, there must be an accumulative score of 75% on all three exams. Retakes are available.

State Exam

Many states have a licensing exam. Information regarding state licensing can be found online at www.naltoa.org or directly contact our school. Please be aware that previous criminal convictions or discipline by a licensing agency could prohibit your eligibility for licensure.