

**Zink Auctions & Appraisals**  
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02/18/2020

RE: Testimony Opposing HB 1006

Dear Representative:

I am Lynne Zink, owner of Zink Auctions & Appraisals, and a professional auctioneer.

I am here today to express a strong opposition to HOUSE BILL 1006 since it will impose serious implications on my small business.

As an Auction Professional, I attend at least three conferences each year for continuing education on the auction method of marketing. These classes offer strategies to keep auctioneers on the cutting edge of current trends, technology, and methodology so that we can provide the best possible service to our clients.

I have invested \$10,438 annually, on average, to attend these conferences, pay for my licenses and bonds, membership dues to my state and National Auctioneers Associations and to continue my professional, industry-related designations such as Certified Auctioneers Institute (CAI) and Certified Estate Specialist (CES).

To show my dedication to our profession, I have voluntarily served on all board positions for the Auctioneers Association of Maryland, including Past President. In 2019, I was appointed to a three-year position to the Board of Trustees for the Education Institute for the National Auctioneers Association. The team of Trustees oversee educational opportunities for Auction Professionals.

Adding more licenses, memberships and industry-related conferences to my business will have a devastating impact on my small business budget.

Selling real estate at public auction versus traditional real estate listings are two different approaches to selling real estate. I have been dedicated to selling real estate at public auction for 17 years and ask you to please oppose HB 1006.

There are many other reasons that HB 1006 will have a strong, negative impact on our auction industry as you will hear from other auction professionals' testimony.

Thank you for your time and consideration,

*Lynne Zink*

Lynne Zink, CAI, CES



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