



Fundraising. Starts with FUN!

Gayle Stallings, CAI, BAS
Professional Benefit Auctioneer / Virtual Fundraising Strategist

*To love what you do and feel that it matters--how could anything be more **fun**?
~ Katharine Graham (1917-1971) Publisher, *The Washington Post**

Capitalizing on 12 years of experience as an executive director of a statewide nonprofit organization, special events consultant, training facilitator, and public speaking coach led Gayle Stallings to create **FUN**auctions, LLC, as a professional benefit auctioneer and virtual fundraising strategist based in Austin, Texas.

Gayle received the 2019 Luminary Award from the National Association of Catering and Events, Austin chapter. In June 2020, the NACE Austin chapter nominated Gayle for the prestigious NACE One Emerging Member of the Year, a national award by the National Association of Catering and Events.

As a licensed Texas auctioneer specializing exclusively in benefit auctions and virtual fundraisers, she doesn't sell cattle, cars or collectibles, only causes! By providing customized pre-event consulting and partnering with nonprofit organizations to maximize their revenue, she has raised more than \$115 million in Central Texas since 2005.

She completed education courses through the National Auctioneers Association by enrolling in the Inaugural Class to receive the "Benefit Auctioneer Specialist" (BAS) designation in 2007. Less than 1% of Auctioneers throughout North America hold the BAS designation. In March 2012, after completing a three-year training program with the Certified Auctioneers Institute (CAI), she was awarded the most prestigious certification developed by NAA for auction professionals.

By embracing her unique perspective, Gayle raises money for other nonprofit organizations like it was her own. "Nothing is more fun to me than waking up every morning and loving everything about the benefit auction business. What better way to combine all of my passion, expertise, and enthusiasm and to put the FUN back into fundraising."

Gayle truly understands how nonprofit organization's board of directors, staff, and volunteers think when it comes to undertaking a benefit auction. She knows how crucial the success of the event is to the organization's bottom line and ROI. Gayle knows from her years of experience you can never plan too much or too far ahead to maximize the fun and revenue!

(512) 567-1181 • gayle@funauctions.net
www.funauctions.net



Professional Accomplishments

- Owner & President, FUNauctions, LLC (founded in 2005)
- Licensed Auctioneer (State of Texas #16089)
- Professional speaker, public speaking coach, event consultant, trainer and facilitator for clients in more than 16 states, Canada and Europe
- Executive Director, BikeTexas, statewide nonprofit organization, Austin, TX
- National Events Producer, Whole Life Expo, Austin, TX and Baltimore, MD
- Event Director, Texas Chaining Challenge Bike Ride Across Texas, Longview, TX
- Print and broadcast media experience, Longview News-Journal; KETK-TV Channel 54 Tyler/Longview; and AM/FM 540 Talk Radio, Gladewater, TX
- 15+ years management in Restaurant and Hospitality industry, Ohio and Colorado
- Select Distinguished Area Governor Award, Toastmasters International
- Competent Leader (CL) Achievement, Toastmasters International
- Competent Toastmaster (CTM) Achievement, Toastmasters International
- "2002 National Bicycle Advocate of the Year Award", League of American Bicyclists, Washington, DC
- "Livable Community Award", Trans Texas Alliance, Austin, TX
- Self-guided tours in a rental RV for one month through Belgium, Germany, Spain and France following the entire Tour de France route in 2004 and 2005
- Nominated for 2019 "In-Kind Sponsor of the Year," National Association of Catering and Events, Austin chapter.
- National Association of Catering and Events - As Membership Co-chair, the Austin chapter won 1st Place in the nation in the 51-100 member division category during the Fall 2019 Membership campaign.
- 2019 Luminary Award, National Association of Catering and Events, Austin chapter
- Nominated for 2020 national award, "Emerging Member of the Year", National Association of Catering and Events, June 2020

Education

- Bachelor of Science in Journalism, Summa Cum Laude, University of Texas at Tyler (Management/Marketing Minor)
- Texas Auction Academy, Dallas, TX
- Benefit Auctioneer Specialist (BAS) designation, (February 2007), Seattle, WA
- Graduated Certified Auctioneer Institute (CAI) (March 2012), Bloomington, IN
- Completed six 8-week workshops in Improvisation Arts to enhance stage presence and creativity, The Institution Theater, Austin, TX (Aug. 2016-Dec. 2018)
 - Improv 101| Improv 201| Improv 301| Improv 401| Improv 501| Improv 601

Publications

- Gayle Stallings, contributor, *More Proven Revenue Enhancers*, Vol. II, e-book produced by Greater Giving: May 2020
- Gayle Stallings, contributor, *26 Proven Revenue Enhancers for Your Fundraiser*, e-book produced by Greater Giving: July 2017

(512) 567-1181 • gayle@funauctions.net

www.funauctions.net



- Sue Knaup, Gayle Cummins Stallings, David Crites and Barbara McCann, *Guide to Complete Streets*. Thunderhead Alliance, Prescott, AZ: March 2005.
- Sue Knaup, Gayle Cummins Stallings and David Crites, *Guide to Successful Fundraising Galas*. Thunderhead Alliance, Prescott, AZ: December 2004.

Membership & Affiliations

- National Auctioneers Association, member, 2005-present
- Texas Auctioneers Association, member, 2005-present
- National Association of Catering and Events, member, 2017-present
- National Association of Catering and Events, Austin chapter, Board of Directors, Membership Co-chair, 2019-present
- Presenting Sponsor (2017, 2018 and 2019) Young Nonprofit Professionals Network "Do Gooder Games Presented by FUNauctions"
- Greenlights for Nonprofit Success, Individual member, 2005-2011
- Greenlights for Nonprofit Success, Business member, 2011-2016
- Greenlights for Nonprofit Success, 501 Council member, September 2012
- Executive Women International, Austin Chapter, 2008-09 Board of Directors, Secretary
- Today Club Toastmasters, Vice President of Public Relations, 2006-2007
- Toastmasters International, District 55 Executive Committee: Area J62 Governor, 2003-2004
- Toastmasters International, Area J62 International Speech and Evaluation Contests, March 2004, Presiding Officer and Contest Chair
- Toastmasters International, Area J62 Humorous Speech and Table Topics Contests, September 2003, Presiding Officer and Contest Chair
- Toastmasters International, Contest judge at more than fifteen Club, Area and Division speech contests, 2003-2006
- Alliance for Biking and Walking, Board of Directors, 2000-2003
- Trans Texas Alliance Advisory Board, 2000-2003
- Texas Wildlife Expo, Texas Parks and Wildlife Department, 1998-2001
- Texas Statewide Trail Advisory Board, Texas Parks and Wildlife Dept, 1998-2000
- League of American Bicyclists, Board of Directors, 1993-1995

**(512) 567-1181 • gayle@funauctions.net
www.funauctions.net**

