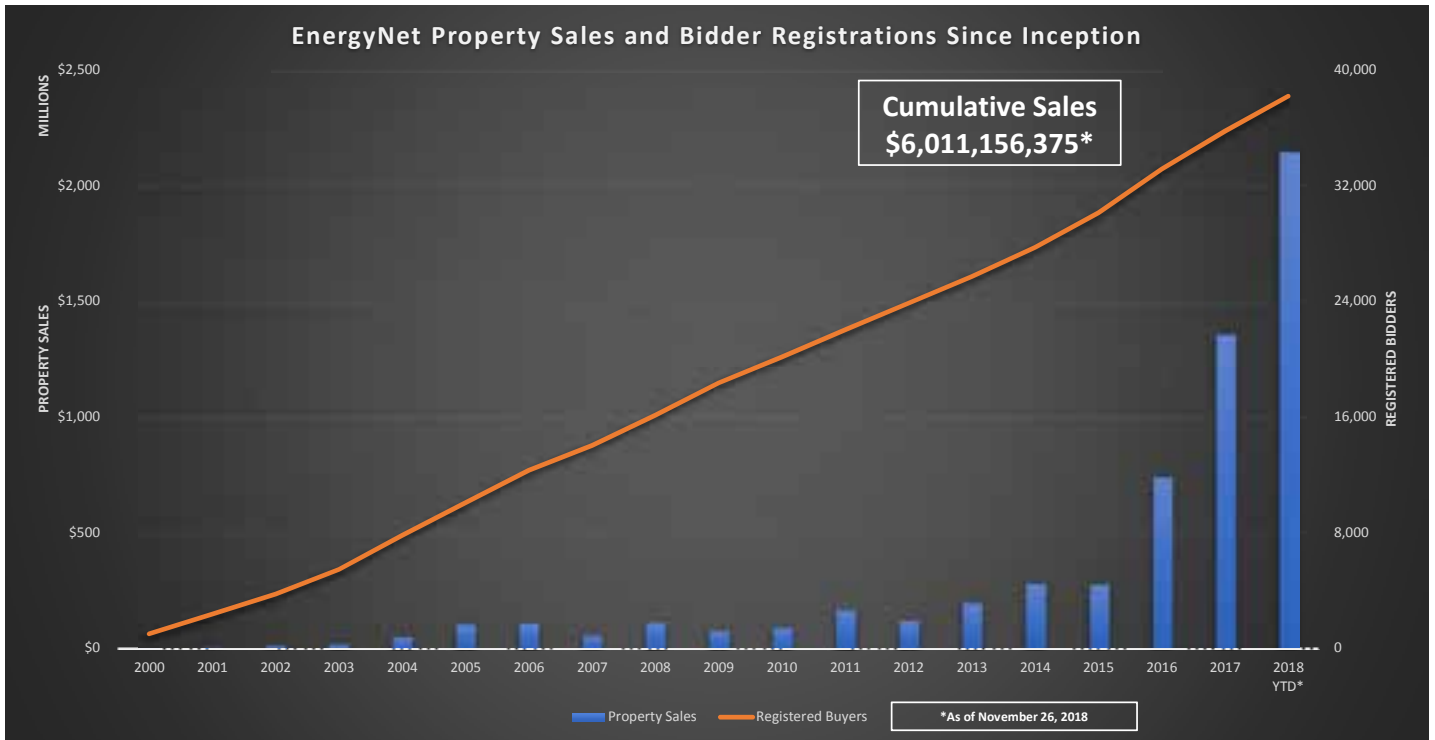


Show up, and don't give up



NAA member and EnergyNet CEO Bill Britain offers those elements for advice to other auction professionals.

By Nancy Hull Rigdon, contributor

The company Bill Britain co-founded 20 years ago lays claim to numerous firsts in the world of oil & gas property auctions. And the company's sales numbers and client lists are the envy of many.

So what led to EnergyNet's industry-leading success?

"There were a lot of years at first where we had a very difficult time meeting payroll and paying our expenses. I thought, 'Are we ever going to make a profit?'" Britain says. "We also felt good about our product and felt like we were doing the right thing. So, we pushed forward and focused on hiring good people who want to give platinum service and believe in what we're selling."

In 2000, when EnergyNet was very young, it achieved a first when it sold an oil & gas property in an online platform. The company hit another first in 2016 by selling a federal oil & gas lease that involved 4 million acres for the Bureau of Land Management.

The company's cumulative sales and bidder registration numbers define success. Since 1999, EnergyNet has sold more than \$6 billion worth of property, and it is nearing 40,000 registered bidders. Clients include the big oil & gas names: Chevron, Conoco, Phillips, Shell, and BP. EnergyNet now also sells for several government agencies.

"I am proud of everything we have accomplished," Britain says.

A prior career in oil & gas led Britain to the auctioneering path.

He graduated from West Point in 1972, then was in the Infantry for five years. After that, he spent about 20 years in oil & gas exploration and production, real estate development and ranch management before co-founding EnergyNet, which is based in Amarillo, Texas. He now serves as Chairman and President of ENET Holdings.

It is an eye-opening trajectory – one that provides more than enough gravitas to the advice Britain offers other auction professionals early in their own careers.

"It's important to not give up. Hire great people and have faith in your business model," he says. "Half the battle is showing up and not giving up."

Reflecting on his career, he says, "I work with the greatest people on Earth. It really is a joy to go to work."

He's seen first-hand the difference the NAA makes in auction professionals' careers. He's watched EnergyNet colleagues Brandon Savage and Ethan House benefit from the NAA, for example.

Plus, the NAA reminds him that auctioneering is fulfilling career.

"Through the magazine and other ways, the NAA brings out the fact that the life of an Auctioneer is genuinely an exciting life," he says. "It's exciting to be a part of that history."

The industry and his company are fulfilling to him in other ways as well as Britain stresses the company's charitable activities. For example, in addition to EnergyNet auctioneers' involvement in benefit auctions, a portion of sales from the government-owned properties go to schools.

Outside of work, life for Britain revolves around his wife, daughter, son and three grandchildren. He loves to hunt and fish. His hobbies and family time merge during regular trips to Africa.

"These trips are a great way to build our family relationships," he says. "Traveling to Africa is such an amazing experience for our grandkids – I love to watch them learn and explore."

He's grateful for his family's career support all these years.

"When your family believes in what you are doing, that makes a huge difference, and I've been fortunate to have that support," he says. ❖



**World Wide College
of Auctioneering**
Mason City, Iowa

**"The finest education for
the auction profession."**

Celebrating:

- **85 Years of Training
Successful Auctioneers**
- **40,000 Graduates**
- **World Champions & Leading
Auctioneer Instructors**
- **Experience the Difference**

2019 Dates
February 9-17, 2019
June 15-23, 2019
September 7-15, 2019
(Held in Denver, Colorado)
November 16-24, 2019

"World's Largest Auction School"
Come train with the Champions!
641-423-5242
1-800-423-5242
www.worldwidecollegeofauctioneering.com