

Championship Bid Calling / Rookie of the Year Contest

Purpose of the contest: To promote the Auction Method of Marketing real & personal property and to promote the importance of the auctioneer as an effective marketing specialist.

Eligibility for NYSAA championship: Any Auctioneer who is a member of the New York State Auctioneers Association, Inc. excluding the current champion.

Eligibility for Rookie Of the Year Contest: Any member of the NYSAA with 3 or less years of experience.

Entry closing date: Entries will be accepted until 6 PM. on the first day of the Annual Convention.

Order of Auction: The contestants will draw lots to determine the order in which they will compete. Contestants failing to auction in their assigned order will lose 5 points and will appear at the next opening as directed by the contest committee. Judges: There will be three (3) judges for the contest and the decision will be final. Each judge will score all criteria for each contest. All judges will be familiar with the auction method of marketing.

Criteria to be used in Judging: The judges will use the following criteria for scoring purposes.

A: Introduction

Initial command, Appearance/Poise, Maximum points: 20

B: Body Language

Eye contact, Surveys crowd, Maximum points: 20

C: Chant

Clarity, Speed, Rhythm & Timing Maximum points: 50

D: Judges desire to employ Auctioneer for work

Maximum points: 10

Auction items: Contestants will sell two real items of random choice from Fun Auction items, then will describe one imaginary item of their choosing.

Name: _____

Address: _____ **State/Zip:** _____

Work Phone: () _____

How long in industry: _____ **Auction school attended (if any)** _____

State Champion Contest () or **Rookie of the Year** ()

Mail entry form to: NYSAA
48 N. Emerson Avenue, Ste. #300
Greenwood, IN 46143