



Auctioneering

Purpose

To provide an avenue to explore and bring awareness to the auction industry. This event aims to shine a spotlight on the rich traditions and valuable bid-calling skills associated with the auction industry, promoting its significance as an industry that not only fosters commercial transactions, but also serves as a vibrant platform for verbal and interactive communication.

Event Rules

The Tennessee FFA auctioneering event will be limited to one participant per chapter. The participant must be in grades 7-12 at the time of the event.

- FFA official dress is required for this event.
- Contestant is required to bring two items to sell during the contests which will be conducted in a live auction setting.
- All contestants must attend a mandatory contestant roll call and orientation meeting on the day of the contest. Roll call will begin promptly at the beginning of the meeting. In the event a contestant is not present during the initial roll call, their name will be called two additional times at 10-minute intervals. In the event the contestant is not present when their name is called the third and final time, they will be disqualified from the contest.

Event Format

- Competing order will be determined prior to the event by a drawing conducted by the TAA committee designee and will be posted one week prior to the contest.
- The sound systems will be pre-set and will not be adjusted for any individual during the contest.
- There will be three to five judges for the qualifying contest. These judges will be comprised of auctioneers.
- If a conflict between a judge and contestant has been determined by the TAA board or NAA representative, a replacement judge will be determined by the TAA board.
- In the event a judge cannot complete his/her duties during the qualifying and/or state contest, an alternate judge will replace that judge.
- Contestants shall be introduced by a contestant number in both the qualifying and state championship rounds. Contestants will sell the items they, themselves, provided for the contest.

- The contestant will be selling in a live auction setting to real buyers for real money. The contestant is responsible for knowing the amount each item sold for and the bidder number of the winning bidder.
- Family, friends, and advisors are welcome to attend the contest, register for a bidder number, and purchase items in the auction throughout the contest.

Judging and Scoring

- On the scorecard used for the qualifying round, the total possible points in each category will be as follows:
 - Professionalism – 20 points
 - Chant/Voice – 45 points
 - Effective Auctioneering – 40 points
- On the scorecard used for the state contest round, the total possible points in each categories will be as follows:
 - Professionalism – 10 points
 - Chant/Voice – 25 points
 - Effective Auctioneering – 25 points
 - Interview – 40 points
- The scores of the judges will be added together for the contestants' final scores.
- The scores from the qualifying round determine who will go on to the state contest. Scores will be resent for the state event.
- The top 10 contestants will be announced at the completion of the qualifying round and these contestants will compete at the state contest at the Tennessee FFA State Convention. There will not be automatic regional qualifiers who advance from the preliminary round. The top 10 contestants, regardless of region, will advance to the state event.
- All 10 state contest competitors will be asked a pre-published interview question prior to selling their two auction items during the state round.
- Only state competitors will interview. Contestants will have up to two minutes to answer the question. Responses will be timed. Contestants are not penalized if they do not use the entire two minutes to answer the interview question.

Tiebreakers

If tie occurs in either round, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in chant/voice category will be selected. If necessary, a third tiebreaker would go to the contestant with the highest score in effective auctioneering

Name: _____

Contestant #: _____

Preliminary

		Exceptional	Very Good	Good	Fair	Below Avg	Total
Professionalism 20	Introduction of Contestant	5	4	3	2	1	
	Initial Command	5	4	3	2	1	
	Overall Professionalism	5	4	3	2	1	
	Poise/Presence (Confidence)	5	4	3	2	1	
Chant/Voice - 45	Voice Control / (pitch, breaking voice)	10	7	5	3	1	
	Clarity	10	7	5	3	1	
	Speed (too fast / too slow)	10	7	5	3	1	
	Rhythm	10	7	5	3	1	
	Voice Expression / Use of Filler Words	10	7	5	3	1	
Effective Auctioneering - 35	Article Description (Product Knowledge)	5	4	3	2	1	
	Eye Contact with Bidders / Scans Audience	5	4	3	2	1	
	Body Language / Hand Gestures	5	4	3	2	1	
	Auctioneer Accuracy	5	4	3	2	1	
	Says "Sold"	5	4	3	2	1	
	Salesmanship	10	7	5	3	1	
						100 pts possible Total Score	

Will this contestant be a positive ambassador for the Auctioneer and FFA Associations?

YES

NO

Things done well: _____

Needs improvement: _____

FINALS

		Exceptional	Very Good	Good	Fair	Below Avg	Total
10	Introduction, initial command/poise, professionalism	10	7	5	3	1	
Chant/Voice - 45	Voice Control / (pitch, breaking voice)	5	4	3	2	1	
	Clarity	5	4	3	2	1	
	Speed (too fast / too slow)	5	4	3	2	1	
	Rhythm	5	4	3	2	1	
	Voice Expression / Use of Filler Words	5	4	3	2	1	
Effective Auctioneering - 35	Article Description (Product Knowledge)	5	4	3	2	1	
	Eye Contact with Bidders / Scans Audience	5	4	3	2	1	
	Body Language / Hand Gestures	5	4	3	2	1	
	Auctioneer Accuracy	5	4	3	2	1	
	Says "Sold"	5	4	3	2	1	
	Salesmanship	5	4	3	2	1	
Interview - 10	Articulation / Responds Clearly	10	7	5	3	1	
	Answer Flow	5	4	3	2	1	
	Substance of Answer	10	7	5	3	1	
	Answered the Question	10	7	5	3	1	
						100 pts possible Total Score	

Will this contestant be a positive ambassador for the Auctioneer and FFA Associations?

YES

NO

Things done well: _____

Needs improvement: _____
