

Tennessee State Fair Auctioneer Contest

This event will take place on August 17, 2026. Check-in at 11:30 and the contest will start at 12:00 pm inside the Q-Barn. This event is an open contest; these rules are only for the Wilson County/ Tennessee State Fair.

The auctioneer contest is designed to evaluate students on their professional bid-calling abilities. Though this is a small percentage of what the auction industry actually does, it is what is often viewed in the public eye. This will be an entry-level contest open to all FFA members interested.

- **Contestants will be required to bring two items (around \$20) to sell in the first round of bid calling.** Contestants who advance to the final round will be given an item to sell while on stage. The contestant order will be decided by drawing numbers. Please see the rubric for judging details. Winners will be awarded trophies and cash prizes!
- Contestants may wear Official Dress or “business casual” attire (Nice jeans and button up)

Preliminary - Bid Calling Scorecard

Contestant _____ FFA Chapter _____ Judge # _____	
Presentation	Excellent Good Poor Score
Introduction	5 4 3 2 1
Initial Command	5 4 3 2 1
Overall Appearance	5 4 3 2 1
Poise	5 4 3 2 1
Chant/Voice	Excellent Good Poor Score
Voice Control (Pitch/Breaking)	5 4 3 2 1
Clarity	10 8 6 4 2
Speed (too fast, too slow)	10 8 6 4 2
Rhythm	10 8 6 4 2
Voice Expression/Use of Filler Words	10 8 6 4 2
Effective Auctioneering	Excellent Good Poor Score
Article Description	5 4 3 2 1
Eye Contact/ Scans Audience	5 4 3 2 1
Body Language	5 4 3 2 1
Auctioneer Accuracy	5 4 3 2 1
Says "Sold" at Conclusion of Bidding	5 4 3 2 1
Salesmanship	10 8 6 4 2
Comments	Total

