



IOWA AUCTIONEERS PRELIMINARY AUCTIONEER CONTEST RULES

1:30 PM - SATURDAY, FEBRUARY 2, 2019

REGISTRATION DEADLINE IS 5:00 PM FRIDAY, FEBRUARY 1, 2019.

1. Contestant must be a member in good standing with the Iowa Auctioneers Association. (IAA Dues can be paid at the time of entry into the contest. Please see the IAA convention registration form.)
2. Entry Fee is \$50.00 for members. If you are not a member, you may become a member at the time of entry into the contest. **Registration deadline is 5:00 PM Friday, February 1, 2019.**
3. Contestant must be at least 18 years of age at the time of the preliminary convention round.
4. Contestant must be a registered and paid attendee of the IAA Convention. Convention registration is \$100 per person.
5. Contest will be conducted within the time frame set by the Convention Planning Committee and those in charge of the contest.
6. **ALL contestants are required to attend a "rules" meeting on Saturday at 1:15 p.m. before the contest begins.**
7. Contestants are required to bring 3 items to sell during the preliminary round of the contest. IAA will retain 25% commission from the proceeds with the remaining balance to be returned to the contestant. If more than 30 contestants register for the contest, contestants will only sell 2 items.
8. IAA will provide 2 items for each of the 20 finalists to sell during the finals at the Iowa State Fair. (Items are not to be identical, but similar in value, scope, and style.)
9. Board members not involved with the contest committee, and excluding the President, Vice President and President-Elect are eligible to participate in the contest. Any board member participating is prohibited from mentioning their board affiliation.
10. Preliminary contest will be held under actual auction conditions. Iowa State Fair Finals: The general public is invited, held under actual auction conditions, and is advertised by the IAA to the general public.
11. The twenty (20) contestants receiving the highest scores during the preliminary contest will be eligible to compete for the title at the Iowa State Fair in August. **ONLY** those contestants who compete during the preliminary round at the convention will be allowed to compete at the Iowa State Fair.*
12. If a tie would occur for the 20th contestant, all tied contestants will advance to the Iowa State Fair.
13. If a tie would occur at the Iowa State Fair in determining who makes the top 5, the tie breaker will go to the contestant with the highest score from the preliminary round at the convention.
14. If a tie would occur in the finals, the tie breaker will go back to the contestants with the highest score from the first round at the Iowa State Fair.
15. The Top 5 finalists at the Iowa State Fair will have 3 interview questions to answer and 3 items to sell.
16. Three judges selected by the President, Vice President, and President Elect will judge the preliminary round at the annual convention. (Convention speakers, NAA/IAC speaker, seminar presenters, and past IAA Auctioneer Champions are considered.)
17. Five **DIFFERENT** judges will judge the final round at the Iowa State Fair. Compensation for judges will be selected by the IAA President, President-Elect and Vice President. One judge may be a past IAA Auctioneer Champion.
18. Judging categories will remain the same as in the past: speed, bid calling ability, salesmanship and appearance. Professional dress is recommended. The standard "Auctioneer Contest Score Sheet" will be used in both the preliminary and final rounds.
19. The high and low scores will be eliminated during the semi finals and finals at the Iowa State Fair.
20. 20 finalists will receive a "Top 20 Finalist" certificate at the convention.
21. Top five place winners will receive ribbons and trophies at the Iowa State Fair.
22. Prize money will remain at:
 - \$1,000 Champion
 - \$250 Reserve Champion
 - \$150 First Runner Up
 - \$100 Second Runner Up
 - \$100 Third Runner Up
23. Past Champion (s) are **NOT** eligible to enter the Auctioneer Contest.
24. Rookie Auctioneer contestants are not eligible to participate in Auctioneer Contest.

**If at any time the number of contestants does not support 20 finalists being present at the Iowa State Fair Contest, the committee, at its discretion, may allow other individuals to participate in selling during the finals. These participants will not be scored by the judges, will not be eligible to win, and will be used only to fill a void in the numbers of participants. The committee should be encouraged to use past champions as fill-ins at the start of the contest to "warm-up" the crowds and fulfill the "twenty" participant count.*

RULES MAY BE REVIEWED AND CHANGES MAY BE MADE IN THE FUTURE AS NEEDED BY THE COMMITTEE AND AS APPROVED BY THE IAA BOARD OF DIRECTORS



IOWA AUCTIONEERS RING PERSON CONTEST

6:45 PM - FRIDAY, FEBRUARY 1, 2019

REGISTRATION DEADLINE IS 5:00 PM FRIDAY, FEBRUARY 1, 2019.

1. Contestant must be a member in good standing with the Iowa Auctioneers Association. (Dues may be paid at the time of entry into the contest).
2. Entry fee is \$20 for members. If you are not a member, you may become a member at the time of entry into the contest. **Registration deadline is 5:00 PM Friday, February 1, 2019.**
3. Contestant must be at least 12 years of age at the time contest.
4. Contestants will draw for order prior to contest. Contest will consist of one round. No Finals.
5. Each contestant will be asked one question prior to ringing. Other contestants will be sequestered in secure location.
6. Each contestant must bring 2 items to be sold during the ring person contest. Proceeds will go towards the Fun Auction.
7. Ring person shall bring/select auctioneer that they will be selling with. If a ring person does not have an auctioneer to sell with during the contest, the ring person can select from the auctioneers present during the convention.
8. Contestants participating in Ring Person Contest may also participate in selling items during Fun Auction but **MAY NOT** be auctioneer for other contestant.
9. IAA Board members are eligible to participate in the contest. Any board member participating is prohibited from mentioning their board affiliation.
10. Contest will be held under actual auction conditions.
11. Dress Code requirement is no less than business casual. (No Jeans)
12. Past Champion(s) of the IAA Ring Person Contest are not eligible to enter.
13. Judge will consist of 3 people that may or may not be members of IAA. One judge can be a past champion of the Auctioneers Contest or Ring Person Contest. Contestants are judged on poise, interview, communication with auctioneer and crowd/ bidders, and overall appearance.
14. Scoring will be based on scale of 1 - 10 for each category. Additional category of "Would You Hire This Ring Person?" will be used in event of tie breaker. The standard "Ring Person Contest" score sheet is used.
15. Winner will receive trophy during the Grand Banquet on Saturday and will ring center stage during IAA Finals at State Fair if not in top 20 contestants. If Champion is top 20 but not top 5, Champion will be allowed to ring during finals.

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IOWA AUCTIONEERS FUN AUCTION

7:45 PM - FRIDAY, FEBRUARY 1, 2019

REGISTRATION DEADLINE IS 5:00 PM FRIDAY, FEBRUARY 1, 2019.

1. Please bring 1 or 2 items to sell
2. Each auctioneer will sell their own items

The Fun Auction is always one of the highlights of the weekend! Each auctioneer will sell their items after the Dinner on Friday, February 1, 2019 at 7:45 pm. Stay afterwards to join the IAA president during the social hour!



IOWA AUCTIONEERS ADVERTISING CONTEST SATURDAY, FEBRUARY 2, 2019

REGISTRATION DEADLINE IS 5:00 PM FRIDAY, FEBRUARY 1, 2019.

CONTEST CATEGORIES

Printed Material

- Real Estate
- Personal Property/Household/
Antiques & Collectibles
- Commercial/Industrial & Agricultural
Equipment

Social Media

- Auction Company Website
- Auction Company Facebook Page

Photos

- Auction Related Photo or Collage

Business Promotion

- Promotional Materials

Fundraising/ Benefit Auction

- Any Advertising

1. You must be a member of the Iowa Auctioneers Association.
2. Contestants must pay a \$25 entry fee to compete in any or all categories.
3. The IAA Logo must be present in the advertising.
4. Ads/Brochures must be dated and have been published between February 4, 2018 to January 31, 2019.
5. Entries must be in by the stated times with no exceptions.
6. A representative of the auction company must be present at the Grand Banquet on Saturday, February 2, 2019, to be awarded the prize for each category.
7. The entrant must identify each ad as to which category to be judged on. The same ad can be entered in more than one category, but there must be a separate copy of the ad for each category. Only one entry, per auctioneer, per category.
8. Ad/Brochure may be black and white or color.
9. Ad/Brochure must be submitted by 5:00 PM, Friday, February 1, 2019.
10. Photographs will be judged in two separate categories.
11. Board members and officers are allowed to enter this contest.

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AND AS APPROVED BY THE IAA BOARD OF DIRECTORS**



IOWA AUCTIONEERS ROOKIE CONTEST SATURDAY, FEBRUARY 2, 2019

REGISTRATION DEADLINE IS 5:00 PM FRIDAY, FEBRUARY 1, 2019.

1. IAA will provide 2 items for each participant to sell.
2. To be considered a rookie, the participant must have three or less years of experience.
3. Auctioneer Contest contestants are not eligible to participate in the Rookie Auctioneer Contest.
4. No Cost - FREE to participate.