

# TENNESSEE AUCTIONEERS ASSOCIATION

## 2019 SUMMER CONVENTION

JUNE 2-3, 2019 | EMBASSY SUITES | NASHVILLE

10 CENTURY BLVD, NASHVILLE, TN 37214 | 615-522-5447

### ROOKIE BID CALLING COMPETITION RULES, CRITERIA AND FORM

**WHEN:** Sunday, June 2, 2019      **ENTRY FEE:** No Charge, but please complete registration form

**DEADLINE:** 3:30 p.m., June 2, 2019

**PRIZE:** A cash prize of \$500 will be awarded, one-year paid membership to TAA and a championship plaque.

#### **CONTESTANT RULES & CRITERIA:**

1. Competition is open to all licensed and resident Tennessee Auctioneers in good standing with the Tennessee Auctioneers Commission and have been licensed for three years or less. 2. Current Tennessee Apprentice Auctioneer or Auctioneer license pocket card and current Tennessee Driver's License are required to register. 3. Previous contest winners may not enter. 4. All contestants must bring two items of his or her choice to sell during the contest. All items are considered donations to the Tennessee Auctioneers Association and will not be returned. 5. Contestants may be members of the TAA Board of Directors. 6. The champion will play host to the contest the year following his or her win. 7. The champion will write an article for the TAA newsletter in the year following his or her win. 8. Champions will represent the Tennessee Auctioneers Association at all times with high standards of professionalism, commitment and integrity. 9. A member in good standing of the Tennessee Auctioneers Association.

#### **JUDGING:**

The contestant will be evaluated on several categories using a scoresheet similar to the one used in the NAA International Auctioneers Contest. Categories are as follows but not limited to:

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|-----------------------|-----------------|--|
| 1. Opening statements | 2. Bid calling  | 3. Style/interaction with the audience |
| 4. Professional image | 5. Salesmanship | 6. Overall impression                  |

#### **JUDGE PROCEDURES:**

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| 1. The number of judges will be from three to five.          | 2. The Contest Committee will select the Judges.      |
| 3. Judges will receive rules & information prior to contest. | 4. Same judges for preliminaries and finals.          |
| 5. Scores will be determined from a customer's perspective.  | 6. Judges can sit together or spread in the audience. |

#### **GENERAL PROCEDURES:**

1. Scoresheets are collected/tallied by Contest Committee. 2. President of the TAA will announce contest winners. 3. A mandatory meeting for all contestants will be held at 3:30 p.m. Sunday, June 2 for final check-in, contest instructions and to draw for contestant order in competition. 4. No personal ring people or aids are permitted. 5. The Contest Committee will determine if there is any discrepancy or irregularity in the contest, and, if found, it will decide the outcome. 6. If three people have not entered the contest by 3 p.m. on day of competition, the competition will be canceled. If contest is canceled, all entrants will automatically qualify regardless of three-year rule for the contest the following year. 7. The decision of the committee will be final.

**NAME:** \_\_\_\_\_ **COMPANY NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_ **CITY:** \_\_\_\_\_ **STATE:** \_\_\_\_\_

**MOBILE:** \_\_\_\_\_ **EMAIL:** \_\_\_\_\_ **LICENSE NO.:** \_\_\_\_\_

**HOW LONG HAVE YOU HAD YOUR LICENSE?** \_\_\_\_\_ YEARS, \_\_\_\_\_ MONTHS

\_\_\_\_\_ I have read and agree to abide by the rules, criteria and procedures of the TAA competition.