

TENNESSEE AUCTIONEERS ASSOCIATION 2016 WINTER CONVENTION

DECEMBER 4 - DECEMBER 5 | THE INN AT OPRYLAND | NASHVILLE
2401 MUSIC VALLEY DRIVE, NASHVILLE, TN 37214 | 615-889-0800

TENNESSEE BID CALLING COMPETITION RULES, CRITERIA AND FORM

WHEN: Sunday, December 4, 2016 **ENTRY FEE:** \$50.00 **DEADLINE:** 3:30 p.m., Dec. 4, 2016

PRIZE: The winner will receive a cash prize of \$1,000, one-year paid membership to TAA, the entry fee to the International Auctioneers Championship and a two hour one-on-one session with a past IAC champion to prepare for the contest. Other cash prizes will also be awarded. The prizes are nonnegotiable and nontransferable.

CONTESTANT RULES & CRITERIA:

1. Competition is open to all licensed and resident Tennessee Auctioneers in good standing with the Tennessee Auctioneers Commission and also a member in good standing of the Tennessee Auctioneers Association.
2. Current Tenn. Auctioneer's 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 three items, with value greater than \$25 per item, 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. If 3 people have not entered the competition by 3:00 p.m. Sunday, Dec. 4, 2016, the competition will be canceled.

JUDGING & INTERVIEW:

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:

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

JUDGE PROCEDURES:

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.

GENERAL PROCEDURES:

1. Scoresheets are collected/tallied by Contest Committee.
2. President of the TAA will announce contest winner.
3. A mandatory meeting for all contestants will be held at 3:30 p.m. Sunday, Dec. 4 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. The decision of the committee will be final.

NAME: _____ **COMPANY NAME:** _____

ADDRESS: _____ **CITY:** _____ **STATE:** _____ **ZIP:** _____

MOBILE PHONE: _____ **FAX:** _____ **EMAIL:** _____

TENN. AUCTIONEER'S LICENSE NUMBER: _____

HOW LONG HAVE YOU HAD YOUR LICENSE? _____ YEARS, _____ MONTHS

INITIAL THE FOLLOWING: _____ I have enclosed my entry fee of \$50.00.

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