

# AUCTIONEERS ASSOCIATION OF NC

## 2018 SUMMER CONVENTION

JUNE 15-16, 2018 | EMBASSY SUITES | CARY  
201 HARRISON OAKS BLVD, CARY, NC 27513 | 919-677-1840

### ROOKIE BID CALLING CONTEST

JUNE 16, 2018

**DETAILS:** The AANC Rookie Bid Calling Contest will be held Saturday night, June 16 before the Fun Auction. All entrants must be licensed auctioneers, residents of North Carolina and a member in good standing of the Auctioneers Association of North Carolina. **Deadline for entry is June 16, 2018 – 2:00 PM.**

**ENTRY FEE:** \$25.00

**CRITERIA:** Less than two years as an auctioneer. Licensed in North Carolina. A member of AANC. A resident of North Carolina. Individual cannot be a practicing Auctioneer for more than two years.

**For more information on what you will be judged, contact the AANC Office and information will be forwarded to you.**

**NOTE: You must purchase a full convention registration to enter the Rookie Bid Calling Contest.**

I would like to register for the AANC Rookie Bid Calling Contest, June 16, 2018, to be held in conjunction with the AANC Convention, Cary, N.C. Enclosed is my \$25 entry fee, payable to AANC. I understand that I am to bring three items valued between \$15 and \$25 each to be sold at the competition. I understand the proceeds of the auctioned items go to the AANC.

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

NCAL No.: \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

NOTE: Once you have returned this form, you will be notified of your interview time. You must be a member in good standing of the Auctioneers Association of North Carolina (AANC) to enter the contest. If you are not yet a member, we invite you to join now! Include a separate, one-year membership check, made to AANC for \$75 with this application.

**MAIL TO: AANC  
PO Box 41368  
Raleigh, NC 27629**

**EXAMPLE: Bid Calling Scorecard**

Judge # \_\_\_\_\_

CONTESTANT # \_\_\_\_\_

Presentation		Excellent		Good		Poor	Total
	Introduction Initial Command	5	4	3	2	1	
	Overall Appearance/ Poise	5	4	3	2	1	

Maximum points = 10

Chant-Voice		Excellent		Good		Poor	Total
	Voice Control (pitch/breaking voice)	10	8	6	4	2	
	Clarity	10	8	6	4	2	
	Speed (too fast/too slow)	10	8	6	4	2	
	Rhythm	10	8	6	4	2	
	Timing	5	4	3	2	1	
	Voice Expression/Use of Filler Words	5	4	3	2	1	

Maximum points = 50

Effective Auctioneering		Excellent		Good		Poor	Total
	Article Description	5	4	3	2	1	
	Eye Contact/Scans audience	5	4	3	2	1	
	Body Language	5	4	3	2	1	
	Holds Attention of the Audience	5	4	3	2	1	
	Salesmanship	5	4	3	2	1	
	Overall Effectiveness	15	12	9	6	3	

Maximum points = 40

**EXAMPLE: Bid Calling Interview Scorecard**

Judge # \_\_\_\_\_

CONTESTANT # \_\_\_\_\_

Interview Scorecard		Excellent		Good		Poor	Total
Presentation							
	Introduction	5	4	3	2	1	
	Initial Command	10	8	6	4	2	
	Poise	10	8	6	4	2	
Response							
	Articulation	10	8	6	4	2	
	Answer Flows	5	4	3	2	1	
	Responds Clearly	10	8	6	4	2	
Substance							
	Substance of Answers	25	20	15	10	5	
Ambassador							
	Would he/she make a good ambassador?	25	20	15	10	5	
						TOTAL	

Max points = 100