

# AUCTIONEERS ASSOCIATION OF NORTH CAROLINA

## 2021 CONVENTION (BID CALLING RULES AND FORM)

JUNE 18-19 | EMBASSY SUITES | GREENSBORO

**WHEN:** Friday, June 18, 2021

**ENTRY FEE:** \$50.00 (Grand) / \$25 (Rookie)

**DEADLINE:** 2:00 p.m., June 17, 2021 **PRIZES:** The Grand Champion will receive \$500, a trophy and a paid entry fee to the 2021 NAA International Auctioneer Championship at the NAA Conference. The Reserve Champion and First Runner-Up each will receive a trophy. (No substitutions.) The Rookie Grand Champion and Rookie Reserve Champion each will receive a trophy.

### CONTESTANT RULES & CRITERIA:

1. The top three contestants – Grand Champion, Reserve Champion and First Runner-Up for both divisions – will be determined.
2. Competition is open to licensed North Carolina Auctioneers in good standing with the North Carolina Auctioneers Licensing Board. All entrants must be 18 years of age or older, current members of AANC in good standing and reside in North Carolina. All entrants must have paid full registration for the 2021 AANC Convention.
3. All contestants must bring three or more items of his or her choice to sell during the contest. All items are considered donations to the Auctioneers Association of North Carolina and will not be returned. The value of the three or more items should \$25 or more.
4. Champions will represent the Auctioneers Association of North Carolina at all times with high standards of professionalism, commitment and integrity.

### JUDGING:

The contestant will be evaluated on several categories using a scoresheet. Categories are as follows but not limited to:

1. Presentation
  2. Chant/Voice
  3. Effective Auctioneering
  4. Interview (Including Presentation, Response, Substance and Ambassador) **SEE BACK FOR EXAMPLE**
- The interview portion of the contest will be conducted on stage after the preliminaries, and only with the finalists.

### JUDGE PROCEDURES:

1. The number of judges will be four.
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. AANC President will announce contest winners.
3. A mandatory meeting for all contestants will be held for final check-in, contest instructions and to draw for contestant order in competition. The Contest Committee holds the meeting.
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.

### CHECK THE APPROPRIATE CATEGORY OF PARTICIPATION:

**GRAND CHAMPION DIVISION (All Licensees):** \_\_\_\_\_ **ROOKIE DIVISION (Licensee for two or fewer years):** \_\_\_\_\_

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

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

**MOBILE PHONE:** \_\_\_\_\_ **EMAIL:** \_\_\_\_\_

**NCALB LICENSE NUMBER:** \_\_\_\_\_ **YEARS/MONTHS BEEN LICENSED:** Y \_\_\_\_\_ M \_\_\_\_\_

**INITIAL THE FOLLOWING:** \_\_\_\_\_ I have enclosed my entry fee, paid my 2021 dues and have purchased a Full Registration for the 2021 AANC Convention

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

**\*\* Note \*\* - AANC now accepts credit cards! If you would like to pay thru paypal using a credit card, please include your email address and an invoice will be forwarded to you.** Please check one - Pay By: Check  or Paypal

**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