

2018 PA Auctioneer Competition, Rookie Auctioneer Competition & Top Female Competitor

The 2018 Pennsylvania Auctioneer Championship Competition will be held on Wednesday, January 10, 2018, at 5:30 pm at the PA Farm Show Complex & Expo Center, PA Preferred Banquet Hall. Complimentary bus transportation for contestants, judges, members, and guests will be provided by the Pennsylvania Auctioneers Association to and from the Sheraton Hotel to the Farm Show.

Eligibility Requirements

- Any *auctioneer (excluding past champions and apprentice auctioneers)* residing in the Commonwealth who is currently licensed and bonded to practice the profession of auctioneering in Pennsylvania is eligible to participate in the contest. Your license number must appear on the entry form.
- For the Rookie Competition (*licensed less than 24 months*), a copy of your PA Department of State certificate which shows original date of licensure must be included with pre-registration or brought with you to register on-site at contest.
- All competitions require you display your PA auctioneer license AND a photo ID.

Pre-Entry, Entrance Form, Late Entries

- The contestant must fill out an entry form to register for the competition. The pre-entry fee is **\$50** for PAA members and **\$125** for non-PAA members; the non-member amount includes a NEW ONLY 6-month PAA membership (those who have been a member in the past do not qualify for the free membership). To qualify for pre-registration, all entries must be postmarked on or before **December 31 of the current year** and mailed to the contest chairperson (listed at bottom of form).
- Please make all checks payable to the Pennsylvania Auctioneers Association or PAA; You may pay online using PayPal™ by making payment to info@paauctioneers.org; or by credit card on the entry form.
- Find the Pre-Entrance Form at www.paauctioneers.org
- All contestants (even those who pre-register for the contest) are required to register at the auction site between 4:15 and 4:45 pm. Any entries after 5 pm cannot be accepted.
- The contestant meeting and drawing for placement will start promptly at 5 pm; any pre-registered contestants not present for the start of the meeting will be disqualified.
- Late entries post-marked **after December 31 of the current year** may still register in advance but will be subject to the late registration fee of **\$75** for PAA members and **\$150** for non-PAA members; the non-member amount includes a NEW ONLY 6-month PAA membership until June 30 of current year (those who have been a member in the past do not qualify for the free membership).
- Registration the night of the contest is at the late registration fees stated above. Although it is not required, it is requested that all contestants please register in advance. **The competition is limited to the first 30 contestants who register.**

Contest Rules

- **Each Contestant is required to supply three (3) items to sell.** The contestant will sell one of those items during the warm-up round and two of those items during the preliminary round. Items will be provided by the chapter in charge for the final round.
- It is the intention of the Pennsylvania Auctioneers Association that the contest be conducted as an actual auction; all sales are to be bona fide, actual sales, and all items will be sold to Farm Show spectators.
- **Professional dress or business attire is required for contestants as well as for the committee members conducting the contest, judges, etc.**
- Each contestant will receive badges with his or her contestant number after the drawing for placement.
- The sound system will be preset and will not be adjusted during the contest. If you wish to test the microphone, please arrive prior to 4:45 pm. It will be available for contestants to do a brief sound check.
- The contest chairperson or designated individual will introduce contestants by number only. A contestant's failure to appear when his or her number is called will be disqualified.
- Scores from the preliminaries will determine finalist contestants. The contestant who scores higher will break a tie in the preliminaries in the bid-calling portion. A tie in the finals round will be broken by the contestant with the overall higher score in the preliminary round.
- At least two ring people selected by the chapter conducting the contest will be used in the contest. If a contestant does not wish to use ring personnel, he or she may choose not to; the contestant will need to notify a stage assistant prior to going up to sell his or her items.
- Each auctioneer will be allowed a maximum of three minutes to demonstrate his or her ability. Each contestant will sell one item in a warm-up round that is not scored and two items consecutively in both the preliminary and the finals round (if you advance).

- Scores from the preliminaries will determine finalist contestants. In the case of a tenth place preliminary tie, all ballots (including highs and lows originally dropped) are to be used to determine tenth place to proceed to finals. If this still results in a tie, a coin will be tossed (off camera) by the MC.
- Any rookie and/or female who is competing will compete in drawn order with all other contestants; his or her status will not be announced until the Champions are awarded at the end.
- The number of finalists will be ten (10), not dependent on the total number of contestants.
- The maximum number of contestants will be 30.
- Published competition rules shall be available to each contestant prior to the start of the contest.

Jury and Judging

- The chapter conducting the contest or the PAA Administrator will notify the judges of their responsibilities during the competitions. There will be 8 judges, to include an NAA representative, one representative from *Antiques & Auction News*, *AntiqueWeek* and *Lancaster Farming* (on a pre-determined rotating basis), and one auctioneer judge from each of the 6 PAA chapters. The immediate past champion, if a PAA member, will automatically represent his/her chapter.
- Judges shall refuse to serve if there is a conflict of interest with any contestant.
- If a non-PAA member wins the contest, there shall be 9 judges for the next year's competition (six chapter representatives, NAA rep, publication rep, and previous non-member champion).
- A copy of the rules shall be given to each judge prior to the contest.
- Contestants will be judged on the following (a total of 100 points):
 - * **Introduction/Initial Command/Overall Appearance/Poise (20 points);**
 - * **Voice Control, Clarity, Speed, Rhythm, and Voice Expression (45 points);**
 - * **Article Description, Eye Contact, Body Language, Holds Attention of Audience, Concludes Sale with "SOLD" and Salesmanship (35 points)**
- **Contestants are required to announce his/her contestant number to the jury. Contestants have the option of saying their name and location.** If a contestant does not announce his/her contestant number as they begin, he/she will automatically be disqualified. Judges will be assigned the task of noting whether the contestant says his/her number before beginning the round.
- A contestant will not be disqualified during the warm-up round, only in the preliminary and final rounds.
- The high and low scores for each contestant on scorecards will be eliminated, using an average score except in the case of a tie as listed above.

Prize Categories

- The **PA Auctioneer Champion** will receive a **\$200** cash prize, a laser-engraved plaque and a gavel. The 1st runner-up will receive a **\$100** cash prize, a laser-engraved plaque and a gavel. All finalists will receive Finalist's Gavels (up to 10).
- The **PA Rookie Auctioneer Champion** and **Top Female Competitor** will be chosen from any qualifying contestants who have entered the contest. The rookie and top female auctioneer with the highest final score will be awarded the championship regardless of whether or not he or she advances to the finals round. If more than one rookie/female would advance to the finals round, the champions will be selected from the highest scores in the finals round. It will be theoretically possible for a rookie and/or female to win or place in the regular championship as well. The PA Rookie Auctioneer Champion and Top Female Competitor will receive a **\$100** cash prize, a laser-engraved plaque and a gavel.
- The top ten contestants will be announced by name in descending order and will receive gavels.
- At the close of the competition, the MC shall announce the Top Female Competitor first, then the Rookie Champion, followed by the 1st runner-up auctioneer champion, and finally the PA auctioneer champion.
- If the PA Auctioneer Champion chooses to enter the International Auctioneer Championship Competition sponsored by the National Auctioneers Association, the PAA will award an additional **\$350** toward his/her expenses in entering the IAC Championship Competition during the next scheduled NAA Conference.

Responsibilities of Winner

- The PAA requests that the Auctioneer Champion and Rookie Champion be present at the Friday banquet during the annual conference for recognition and photo opportunities.
- The Auctioneer Champion shall automatically serve as a judge for the contest the following year, if available.
- Speaking engagements throughout the year for the Auctioneer Champion shall be scheduled when convenient.
- Laser engraving of the Auctioneer Champion's name and year in which he/she won on the large trophy shall be the responsibility of the champion. It is suggested that a jeweler perform this task due to the complexity of the engraving.
- The Auctioneer Champion shall bring the trophy to the conference the following year.

ENTRY FORM

2018 Auctioneer Competition

Check up to 2: Auctioneer Competition Rookie Competition Top Female

Full Name _____

Signature _____ License # AU-_____

Address _____

City _____ State _____ Zip _____ County _____

Phone _____ Cell _____ Fax _____

Email _____ PAA Member? Chapter _____

Are you a PAA Member? If so, which Chapter _____

FEES:	<u>PAA member</u>	<u>Non-PAA member</u>
Early registration <i>(postmarked by December 31)</i>	\$50	\$125 <i>(Includes a 6-mo. PAA membership through June 30- NEW ONLY)</i>
Registration <i>(postmarked after December 31 or on-site)</i>	\$75	\$150 <i>(Includes a 6-mo. PAA membership through June 30 - NEW ONLY)</i>

CONDITIONS:

- Must be a PA resident but not a PAA member to enter either competition.
- Competitions require you display your PA auctioneer license AND a photo ID. Individuals not producing this documentation along with this entry form or at the contest will be declined participation.
- For Rookie Competition (*licensed less than 24 months*), a copy of your PA Department of State certificate which shows original date of licensure must be included with pre-registration or brought with you to register on-site at contest.
- ★ All competitors are required to supply three items. It is suggested that each item have a value of \$25 or greater. One item is to be sold during the practice round, two during the preliminary round. All items will be supplied for the final round for those who advance.
- Sign above. In doing so you give permission for the PAA to use photographs taken at contest in which you may appear for advertising/promotion purposes.
- Make checks payable to PAA and mail form and check to:

*Southwest Chapter, c/o Jason Reed
342 Morris Ave
Greensburg, PA 15601
misterauctions@yahoo.com*

This Event is hosted by:



**** If paying with a credit card, please contact the PAA Office at 215-679-3526 or complete below or use PAYAL by sending money to info@paauctioneers.org (please include 3% additional processing fee)**

Credit Card: Visa Master Card Discover \$ _____
 + 3% Processing Fee \$ _____
 Account # _____ TOTAL \$ _____

Print Name as it appears on card _____

Billing Address and Zip Code _____

Security # on reverse _____ Exp. Date _____