

TENNESSEE AUCTIONEERS ASSOCIATION 2021 CONVENTION

TAA STATE CHAMPION AUCTIONEER COMPETITION AND TAA ROOKIE CHAMPION COMPETITION RULES, CRITERIA & FORM

WHEN: Sunday, November 14, 2021

ENTRY FEE: TAA STATE CHAMPION-\$100.00
TAA ROOKIE CHAMPION-N/C

DEADLINE: 5:00 p.m., Nov. 14, 2021

PRIZE: Cash prizes to be awarded! The State Champion and Rookie Champion winners will each also receive a one-year paid membership to TAA. The prizes are nonnegotiable and nontransferable.

CONTESTANT RULES & CRITERIA:

1. TAA State Champion Auctioneer Competition is open to all auctioneers across the country. You do not have to have a Tennessee license in order to participate in 2021. 2. Rookie Contest: Open to anyone with 3 years or less of auction experience. 3. Previous contest winners may not enter. 4. All contestants must bring three items, with value greater than \$50 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, Nov. 14, 2021, the competition will be canceled.

JUDGING & INTERVIEW:

The contestant will be evaluated on several categories. This contest will mimic the NAA IAC, and have an all IAC and/or CMA winners judges panel, Preliminary, Interview and Finals Round. 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. | |

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 just after the membership meeting on Sunday, Nov. 14 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.

Please check which contest entering: TAA State Champion Auctioneer Competition _____
TAA State Champion Auctioneer Rookie Completion _____

NAME: _____ **COMPANY NAME:** _____

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

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

INITIAL THE FOLLOWING: _____ I have enclosed my entry fee of \$100.00.

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