

2009 International Auctioneer Championship

Contest Rules, Requirements & Champion Responsibilities

- Dress appropriately for a professional presentation.
- There shall be two divisions of the contest (men and women's). The two divisions shall be treated equally in every respect.
- In both the 2009 preliminary and final competition, contestants in the men's division will compete first followed by the women's division.
- Contestants shall be 18 years of age or older; current, active (paid) members of National Auctioneers Association at the time of the entry deadline, and must be registered for the NAA Conference and Show.
- Contestants must have paid the \$350 entry fee by the contest deadline and register for one of the three conference registration packages: Full Pack, Super Saver 1 or Super Saver 2.
- Past IAC champions are not eligible to compete in future IAC competitions.
- 2009 International Junior Auctioneer Championship contestants are not eligible to compete in the 2009 IAC competition.
- Competing order will be determined prior to the event by a drawing conducted by NAA's Publication Director and Finance Manager. Competitors for the men's division will be drawn first followed by the women's division. Competing order will be announced at the mandatory Contestant Roll Call and Orientation Meeting the morning of the IAC competition.
- All contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for **Friday, July 17, 2009 in the Meeting Room 2 in the Overland Park Convention Center. Check-in is from 6:30 – 7 a.m. Roll call will begin promptly at 7 a.m.** In the event a contestant is not present during the initial roll-call, their name will be called two additional times at 15 minute intervals. In the event a contestant is not present when their name is called the third and final time, they will be disqualified from the contest, without return of entry fees.
- The IAC contest will be held in Convention Center Ballroom of the Overland Park Convention Center.
- The sound systems will be preset and will not be adjusted during the contest. All contestants will have the opportunity to test the sound system prior to the start of the competition. Monitor speakers will be provided on stage.
- There will be seven judges, at least two of whom will be women. The women judges may be either Auctioneers or members of the NAA Auxiliary. The men judges will be Auctioneers. The same judges will serve both divisions.

- In the event a judge cannot complete his/her duties during the preliminary competition, all scores submitted by this judge will be thrown out. An alternate judge will be named to replace the judge during the final competition. In the event a judge is unable to complete his/her duties in the final competition, all scores submitted by this judge will be thrown out and no alternate judge will be appointed.
- Past IAC champions are eligible to judge in future IAC competitions.
- Contestants shall be introduced in both the preliminaries and finals. If the contestant is not present when called to the podium, he or she will be disqualified.
- Each contestant sells three items consecutively in both the preliminaries and in the finals. All contestants will sell items provided by the NAA with an equal value to other contestants' items.
- At the conclusion of each contestant's performance in the preliminary competition, contestants will be presented with a medallion as recognition for participation in the event.
- On the scorecard used for the bid-calling segments, the total possible points in each category will be as follows:
 - Presentation -- 20 points
 - Chant/Voice -- 45 points
 - Effective Auctioneering -- 35 points
- On the scorecard used for the interview segment, the total possible points in each of the categories will be:
 - Presentation -- 25
 - Response -- 50
 - Ambassador -- 25
- The lowest scores will be eliminated and the remaining scores will be averaged for the contestants' final scores.
- Final scores are determined by combining the interview score with the bid-calling finals score. The interview score will count for 40 percent and the bid-calling score will count for 60 percent of the total.
- If a tie score occurs in the preliminary portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected.
- The scores from the preliminaries determine who enters the finals.
- The number of finalists for each division (men and women) shall be based on a sliding scale:
 - 14 or fewer contestants = five finalists
 - 15 to 30 contestants = seven finalists
 - 31 to 45 contestants = 10 finalists
 - More than 46 contestants = 15 finalists

- Finalists will be announced after the conclusion and the scoring of the preliminary competition. Each finalist will be asked to report to an isolated room for instruction on the interview portion of the competition. Contestants are not allowed in the isolated finalist room until all finalists have been announced.
- Finalists in the interview portion of the contest shall be isolated in a room until it is their turn to be interviewed. The interview portion is the only part of the contest with the isolation restriction.
- The interview portion of the contest is conducted only for finalists.
- Contestants will not be asked to chant during the interviews.
- The scores from the preliminaries will be used as the tie-breaker in the finals.
- Each finalist will be given a recognition award prior to announcing the winners of the competition.
- The following prizes will be awarded in both the Men's and Women's Divisions at the conclusion of the competition:
 - Second Runner Up – Second Runner-up trophy, medallion
 - First Runner Up – First Runner-up trophy, medallion
 - Champion – \$10,000 cash prize, championship trophy, medallion, ring, and a year-long schedule which may include professionally produced television spots, media interviews, public appearances, and seminar presentations at State Auctioneer Association Conventions (based on requests and acceptable scheduling of champion).
- Contestants will not be given the exact order of finish. However, within one month after the contest, each contestant will receive his or her own scores and will be given the high, low and median scores for the preliminary, final bid-calling, and interview portions of the competition. A high, low and median score will also be released for the overall combined scores as well as the cut-off score necessary to compete in the finals.
- The IAC Committee will instruct the new champions on guidelines for conduct and roles in representing the NAA and the auction industry with the media and others.
- A videotape of the preliminaries and the finals will be produced by the NAA and made available for purchase.