

STATE CHAMPION AUCTIONEER CONTEST ENTRY FORM

Name _____

Address _____

Email _____ Phone _____

RULES FOR THE PRO DIVISION

1. Must be a Oklahoma resident for at least one year
2. Must be a Regular member in good standing with the OSAA
3. Pay the \$65 entry fee
4. Pay the OSAA convention registration fee
5. Bring four (4) items (contestant sells three items and OSAA Auctioneer Contest Committee chooses one for the finals) to be sold by pro-division contestants. These items will be furnished by the contestants and should have a retail value of approximately \$25 EACH.
6. Items to be sold will be determined by drawing at the orientation and the Committee will decide how the items are sold. After the first round, the top scoring participants will be invited to participate in the finals. In case of a tie for final place, a runoff will be held. In the second round, all contestants' scores will be tallied immediately following the final round. Winners will be announced at the end of the competition and awards presented at the banquet, on Saturday, February 4, 2012.

RULES FOR THE ROOKIE DIVISION

1. Must be a Oklahoma resident for at least one year
2. Must be a member in good standing with the OSAA
3. Cannot have been in the auction business for more than one year (1) and, not over one (1) year out of auction school and/or formal training
4. Pay the \$65 entry fee
5. Pay the convention registration fee
6. Bring four (4) items to auction. The four items that are brought for the competition should have a value of \$25 EACH. There will be no run off elimination. Rookie competitors may not compete in the Pro Division.

CONTEST RULES

Past winners, are not eligible to participate. Contestants must be a OSAA member, pay the convention fee and the contest entry fee no later than 1:00 pm on February 3rd to be eligible to participate. Late entry fee - \$85 for late registration (late means the day of the contest) in Open Division and Rookie Division by 1:00 pm.

CONTEST AWARDS

Champion - \$750 cash prize, Plaque, one year OSAA dues paid; paid entry fee for 2011 NAA Champion Competition
Reserve Champion, - Plaque
First Runner Up - Plaque
Rookie - \$300 cash prize, Plaque and One year OSAA dues paid
Rookie Reserve Champion - Plaque

PLEASE INDICATE YOUR DIVISION PRO ROOKIE

- For how long have you worked in the auction business? _____ years (Rookie contestants cannot have been in the auction business for more than one year (1) and, not over one (1) year out of auction school and/or formal training to compete in this event.
- Do you own your own company? Yes No
- Do you work for another Auctioneer or auction company? Yes No If so, whom? _____
- Do you work for a corporation? Yes No If so, whom? _____
- What type(s) of auctions do you conduct? _____
- Have you previously participated in this contest? Yes No
- Are you a graduate from an Auction School? Yes No If so, which school? _____ Year _____
- **I have read and do hereby acknowledge that I will abide by all contest rules as set forth, and do furthermore state that I have answered all**

questions truthfully and to the best of my ability. SIGNATURE: _____

Eligibility - Any Auctioneer who is in good standing of the OSAA, that has been a resident of the State of Oklahoma for at least one year. **Orientation** - An orientation session to review the contest procedure and draw for order will be held at 4:15 pm on Friday, February 3. Attendance at the orientation session is required for contest participation. Contest begins promptly at 6:30 pm. **Declaration of the Contest** - It is the intention of the Association that the contest be conducted as an actual auction, there will be no ring persons or bid assistants, and all sales are to be made to bonafide bidders. **Performance Position** - Contestants will meet for orientation and position drawing at 4:15 pm on Friday, February 4. Contestants who fail to appear promptly for orientation and position drawing will be disqualified. Each contestant will sell in the order they draw and each contestant must appear on stage as their number is called or be disqualified. **Judging** - Open Division finalists will participate in a second round of bid-calling. Rookie Division will not. In the Open Division, finalists will also participate in an interview. For the finals round in the Open Division, the bid-calling and interview portions are to be modeled after the NAA's IAC competition(60% chant, 40% interview) for the final score. In the event of a tie, scores from the first bid-calling round will be used to break the tie. The bid-calling rounds are judged on the following equally-weighted criteria: Introduction, Initial Command, Appearance and Poise, Body Language, Eye Contact, Surveys Crowd? Chant; Clarity, Speed, Rhythm and Timing. Judge desires to have auctioneer work for him or her? **Interviews** - Will take place in the open and prior to the contest. Contestants will be asked three (3) questions, with all contestants being asked the same questions. Interview questions will be professional in nature.

ADVERTISING CONTEST ENTRY FORM

Name _____
Address _____
Email _____ Phone _____

CONTEST CATEGORIES

Please indicate the appropriate category for your entry.

_____ Full Color Brochure _____ Multi Colored Brochure _____ Black & White Brochure
_____ Stationary _____ Web Site-The Address _____ Media Television and/or Radio Ad
(Please describe how the advertisement was used. Attach additional page as needed)

CONTEST RULES

- Entries must be in promotion of auctions occurring between February 1, 2011 and February 1, 2012.
- Submit three copies of each printed material for every entry in the print and promotion section.
- The three samples submitted for each entry will be distributed as follows:
 - One copy will be maintained by OSAA
 - One copy will be used for judging
 - One copy will be displayed at the convention
- Each advertisement for a specific auction must include information regarding the auction's success, specifically a brief notation of how the advertising was used.
- An official entry form must accompany each entry with the entry category clearly indicated.
- Newspaper and/or magazine category entries must include three (3) tear sheets containing the ad from the publication. TV commercial or radio spot entries must be provided on standard CD/DVD format (three copies for each entry)
- Each business stationary entry must include letterhead, envelope and a business card.
- Web site designs will be judged live as shown on computer. However, you must submit an entry form to enter your web site.

CONTEST INFORMATION

As an Auctioneer, advertising and marketing expertise are the keys to the success of your business.

The quality of your advertising, whether it be signage, business cards, letterhead, newspaper, magazine ads, television or radio commercials or the Internet are often the general public's first exposure to your business.

Advertising creates awareness and promotes the auction method of marketing as well as the professionalism of your organization.

This contest is designed to be your opportunity to show off your skills and see how others present themselves in various forms of media.

To enter the contest use this entry form. One form must accompany each entry. You may photocopy the entry application for use with more than one entry. The winners will be recognized during the Awards Banquet on Saturday, February 4, 2012.

Send entries to OSAA, P.O. Box 94, Helena, OK 73741

RINGMAN CONTEST ENTRY FORM

Name _____

Address _____

Email _____ Phone _____

CONTEST RULES & INFORMATION

JUDGES

Judges will be the same as the ones used in the Champion and Rookie Contests.

CRITERIA

• **Criteria and Fees for Contestants**

- Must be paid full or associate member of the OSAA
- Must be registered for the convention in order to compete
- Pay a \$50 entry fee
- May be an OSAA Board Member
- Also, if contestant is eligible to compete in the Champion Auctioneer Contestant is eligible to win both contests
- Selects his/her own Auctioneer or may elect to use the appointed Auctioneer
- A finalist in the Champion Auctioneer Contest MAY NOT be used as an Auctioneer in the Ringman Competition
- Bring four (4) items to auction. The four items that are brought for the competition should have a value of \$25 EACH
- Each contestant will ring for the three (3) items from the floor with no microphone. The fourth item will be used later in the convention outside the contest
- All fees and the entry fee must be paid no later than 1:00 p.m. on the day of the contest
- Must not have previously won the contest
- Auction items must be turned in no later than 1:00 p.m. on the day of the contest. Contestants do not need to sit in the room during the entire preliminary round, but not being present when called to compete will result in disqualification with no refund of the entry fee. The three (3) highest scored Ringmen will be announced at the Saturday Night Banquet.

• **Criteria Used by Judges in Scoring**

Judges will evaluate contestants in five (5) areas. Judges will score based on the judge being a customer at an auction where the Ringman is working.

• **Criteria Used by Judges to Evaluate Contestants**

Preliminaries:

- Introduction, initial command, appearance, poise=maximum 20
- Body Language, hand gestures, surveys crowd=maximum 20
- Communicates with Auctioneer and Buyer=maximum 30
- Salesmanship, encourages the audience to bid; did bid reach a minimum \$25 and signals Auctioneer to end bidding; (No extra credit for selling about \$25)=maximum 20
- Judge desires to have Ringman work for him/her=maximum 10

Finals: (if needed)

- Introduction, initial command, appearance, poise, substance of response to question=maximum 25
- Body Language, hand gestures, surveys crowd=maximum 30
- Communicates with Auctioneer and Buyer=maximum 30
- Salesmanship, encourages the audience to bid; did bid reach a minimum \$25 and signals Auctioneer to end bidding; (No extra credit for selling about \$25)=maximum 25
- Judge desires to have Ringman work for him/her=maximum 10

• **Awards**

- Champion Ringman: \$300 cash prize, plaque, one year OSAA dues paid, entry fee paid for the 2012 NAA Champion Competition at Conference and Show
 - Reserve Champion: Plaque and First Runner Up: Plaque

