



Entry Form

Sheraton OKC Downtown, 1 N Broadway Ave, Oklahoma City OK
February 8th - 10th, 2024

RINGMAN CONTEST

Ringman Division Rules: (Winter Meeting)

1. Ringmen Contestants are eligible to compete in Ringmen AND Pro or Rookie Contest
2. Contestant must provide three (3) items for auction valued at \$25+ each
3. Preliminary conducted on Friday evening, Finals if needed will take place Saturday evening
4. When possible the current years Pro Bid Calling Champion shall serve as auctioneer for all ringman, Contest committee shall select an auctioneer when current Champion is unavailable.
5. All other General Rules apply
6. FREE TO ENTER - PRIZE = \$300 cash prize, buckle, plaque, one-year OSAA dues paid

General Contest Rules:

1. All Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. **PLAN AHEAD & REGISTER EARLY**
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. Pro, Rookie & Ringman contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name, they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced.
8. All Division winners announced at the President's Banquet, Saturday evening.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

RINGMAN - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
EFFECTIVENESS - 25	Introduction of Items -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Surveys Crowd -	5	4	3	2	1	
	Sets in item price / Indicates time to close -	5	4	3	2	1	
	Salesmanship -	5	4	3	2	1	
COMMUNICATION - 40	VERBAL Communication with Auctioneer -	10	7	5	3	1	
	NON-VERBAL Communication with Auctioneer -	10	7	5	3	1	
	VERBAL Communication with Bidders -	10	7	5	3	1	
	NON-VERBAL Communication with Bidders -	10	7	5	3	1	
10	Judge desires to have Ringman work for Him/Her -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

RINGMAN - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
EFFECTIVENESS - 25	Introduction of Items -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Surveys Crowd -	5	4	3	2	1	
	Sets in item price / Indicates time to close -	5	4	3	2	1	
	Salesmanship -	5	4	3	2	1	
COMMUNICATION - 40	VERBAL Communication with Auctioneer -	10	7	5	3	1	
	NON-VERBAL Communication with Auctioneer -	10	7	5	3	1	
	VERBAL Communication with Bidders -	10	7	5	3	1	
	NON-VERBAL Communication with Bidders -	10	7	5	3	1	
10	Judge desires to have Ringman work for Him/Her -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

Sheraton OKC Downtown, 1 N Broadway Ave, Oklahoma City OK

February 8th - 10th, 2024

ROOKIE BID CALLING CONTEST

Rookie Division Rules: (Winter Meeting)

1. Rookie Contestants MUST bring their auction school certificate to verify when they attended auction school.
2. Contestant must have attended auction school after January or later, within three years prior to contest date
3. If contestant has not attended auction school they must provide a letter of reference from an OSAA member in good standing that states contestant has been in the auction business less than three years.
4. Rookie competitors may not compete in the Pro Division.
5. Contestant must provide three (3) items for auction valued at \$25+ each
6. Preliminary conducted on Friday evening, Finals if needed will take place Saturday evening
7. All other General Rules apply
8. FREE TO ENTER - PRIZE = \$300 cash prize, Buckle, plaque, one-year OSAA dues paid

*** Junior Division eligible contestants may move up to Rookie Division if they have attended auction school or are a finalist in that years FFA Contest. They must meet all division requirements including being a dues paid member and registered for the Conference. IF a contestant chooses to move up they will no longer be eligible for the Junior Division Moving Forward ****

General Contest Rules:

1. **All Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. **PLAN AHEAD & REGISTER EARLY****
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. Pro, Rookie & Ringman contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name, they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced.
8. All Division winners announced at the President's Banquet, Saturday evening.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

ROOKIE - (1-3yrs) - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / use of filler words -	5	4	3	2	1	
EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

ROOKIE - (1-3yrs) - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / use of filler words -	5	4	3	2	1	
EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

Sheraton OKC Downtown, 1 N Broadway Ave, Oklahoma City OK
February 8th - 10th, 2024

PRO BID CALLING CONTEST

Pro Bid Calling Division Rules: (Winter Meeting) - (3+ years in the auction business)

1. Contestant must provide four (4) items for auction valued at \$25+ each
2. Preliminary round conducted Friday night at convention, Finals on Saturday
3. Finals will consist of two rounds: A) An interview round consisting of Three questions (same for each contestant) conducted in the main convention hall (open to the public) with all other contestants sequestered in separate room. Interview questions will be professional in nature. B) BID-CALLING FINALS round consisting of three items to be sold and Judged on same scoring criteria as the Preliminary Bid Calling round.
4. Final Score will consist of - Interview X 40% and Finals Bid-Calling X 60% = 100%
5. *FREE TO ENTER* - PRIZE = \$750 cash prize, Plaque, Buckle, one-year OSAA dues paid; entry fee paid into the current year IAC Competition at NAA Conference and Show.

General Contest Rules:

1. **All Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. **PLAN AHEAD & REGISTER EARLY****
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. Pro, Rookie & Ringman contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name, they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced.
8. All Division winners announced at the President's Banquet, Saturday evening.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

PRO BID CALLING - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
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EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

PRO BID CALLING - Interview

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
COMMUNICATION - 25	Body Language -	5	4	3	2	1	
	Use of Effective Hand Gestures -	5	4	3	2	1	
	Eye Contact with Audience -	5	4	3	2	1	
	Surveys Crowd (Covers entire Audience) -	5	4	3	2	1	
	Interaction with Interviewer -	5	4	3	2	1	
ANSWERS - 25	Overall effectiveness of speaking -	10	7	5	3	1	
	Substance of Answers -	10	7	5	3	1	
	Flow of Thought -	5	4	3	2	1	
25	Would Contestant make a good Ambassador-	25	20	15	10	5	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

PRO BID CALLING - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
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EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

Sheraton OKC Downtown, 1 N Broadway Ave, Oklahoma City OK

February 8th - 10th, 2024

CHAMPION of CHAMPIONS CONTEST

Champion of Champion Division Rules: (Winter Meeting - every five years)

1. Contestants must be a prior OSAA Pro Division Champion
2. Entries due by noon Thursday, two weeks prior to opening day of Conference (2020, 2025, 2030, etc)
3. Must be registered for the OSAA Winter Conference
4. Not required to be current Dues Paid member (But encouraged)
5. Contestant must provide two (2) items for auction valued at \$25+ each, they will sell both items
6. One round conducted on Saturday night with NO finals round
7. NO Interview component to this Division - Same score sheet as Pro Division
8. FREE TO ENTER - PRIZE = Buckle, Plaque

General Contest Rules:

1. **All** Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. **PLAN AHEAD & REGISTER EARLY**
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. Pro, Rookie & Ringman contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name, they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced.
8. All Division winners announced at the President's Banquet, Saturday evening.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

CHAMPION of CHAMPIONS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
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EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

?? Venue, ?? ?? ADDRESS ??, Stillwater, OK
August 2nd - 3rd, 2024

OKLAHOMA AUCTIONEERING SCHOOL - OAS

OAS Student Division - (Summer Meeting)

1. Contestant must have graduated from Oklahoma Auction School since last competition
2. Contestant must provide three (3) items for auction valued at \$25+ each
3. Contestant does NOT need to be registered for convention but encouraged to be.
4. Contest to be conducted on Friday evening at OSAA Summer Conference
5. FREE TO ENTER - PRIZE = \$300 cash prize, buckle, plaque.

General Contest Rules:

1. **ALL Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. PLAN AHEAD & REGISTER EARLY.**
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. **OAS, Junior & Team** contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced..
8. All winners will be announced at Awards Ceremony on Saturday.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

Oklahoma Auctioneering School - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / use of filler words -	5	4	3	2	1	
EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

Oklahoma Auctioneering School - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
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	Rhythm -	10	7	5	3	1	
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EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
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	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

?? Venue, ?? ?? ADDRESS ??, Stillwater, OK

August 2nd - 3rd, 2024

JUNIOR

Junior Division Rules: (Summer Meeting)

1. Contestant must be 17 years old or younger / OR enrolled in school on the day of competition
2. Contestant must provide two (3) items for auction valued at \$25+ each
3. Contestant does NOT need to be registered for convention or a Dues Paid Member
4. Contest to be conducted on Friday evening at OSAA Summer Conference
5. FREE TO ENTER - PRIZE = \$300 cash prize, buckle, plaque.

***** Junior Division eligible contestants may move up to Rookie Division if they have attended auction school or are a finalist in that years FFA Contest. They must meet all division requirements including being a dues paid member and registered for the Conference. IF a contestant choses to move up they will no longer be eligible for the Junior Division Moving Forward *****

General Contest Rules:

1. **OAS, Junior & Team Contestants must pre-register by submitting Entry Form, Short Biography, Photo, Paying Dues and Registering for Conference before entry deadline of noon on Thursday two weeks prior to opening day of conference in addition to other requirements to be eligible.**
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. **OAS, Junior & Team** contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. If a contestant is unable to attend the meeting due to emergency (approved by Committee) but can be present for the contest will be allowed to compete. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals rounds will be conducted when a division has a minimum of ten (10) contestants enter and compete. Finals round will consist of 50% of Competing Entries rounded up the nearest whole number, with a cap at 15 finalists.
8. All winners will be announced at the President's Banquet, Saturday evening.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

JUNIOR - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / use of filler words -	5	4	3	2	1	
EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

JUNIOR - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
	Enthusiasm / Smiles -	5	4	3	2	1	
CHANT / VOICE - 40	Voice Control / Pitch Breaking -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / use of filler words -	5	4	3	2	1	
EFFECTIVE AUCTIONERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Entry Form

?? Venue, ?? ?? ADDRESS ??, Stillwater, OK

August 2nd - 3rd, 2024

AUCTIONEER / RINGMAN TEAM

Team Division Rules: (Summer Meeting)

1. At least one member of the team must be a dues paid member and registered for the Summer Conf.
2. Each Contestant will be limited to entry on four (4) different teams.
3. Teams must provide three (3) items for auction valued at \$25+ each
4. Contest to be conducted on Friday evening at OSAA Summer Conference
5. FREE TO ENTER - PRIZE = \$300 cash prize, buckle, plaque.

General Contest Rules:

1. **ALL** Contestants must pre-register for Conference & Pay Dues at OKAuctioneers.org, they will then receive a link via email to submit completed Entry Form, Short Biography & Photo. All must be submitted to OSAA before entry deadline of noon on Thursday two weeks prior to opening day of conference and meet all eligibility requirements in order to compete. **PLAN AHEAD & REGISTER EARLY.**
2. The Contest Committee will go over all entry forms to confirm eligibility the Monday after entry deadline. A transparent drawing for contestant order will be held via livestream on OSAA social media. Order and Entry Information will then be passed to the Association Executive Director for assembly of contestants booklet with short bio & photo.
3. **OAS, Junior & Team** contestants must attend the Contestant Roll Call and Orientation Meeting scheduled for Friday at 4:00 p.m. at main stage in convention hall after which they will have the opportunity for a Sound Check. The sound systems will be preset before sound check and will not be adjusted during the contest. Roll Call will be held at the beginning of the meeting, any contestant not present when called will be called a second time after five minutes, third and final time after additional five minutes, if not present at third calling of name they are disqualified. If they are not present when their number is called to compete, they receive a no score with no refund of entry fees.
4. A copy of the judging score sheets will be on the website with entry form and available at contestant orientation meeting for review.
5. Judges are selected prior to contest and their decisions and scoring will be final.
6. Each Contestant will sell all but one of their own items during the competition and the remaining item from each contestant will be used for Finals Round. Finalists will sell their remaining item along with items provided by OSAA and/or other items from item pool.
7. Finals round will take place when a division has a minimum of ten (10) qualified entries. Finals round will consist of 50% of competing entries rounded up the nearest whole number, with a cap at 15 finalists. Finalists will draw for competition order after they are announced.
8. All winners will be announced at Awards Ceremony on Saturday.
9. Past winners are not eligible to compete in that division after winning.

Name: _____ (Ch of Ch) Year won: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ eMail: _____

Date Graduated Auction School: _____ # Years in the Business _____ Age at Contest _____

Dues Paid Y/N _____ Registered for Conference Y/N _____ Bio & Photo Submitted Y/N _____



Scoresheet

Auctioneer / Ringman TEAM - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
TEAM PROFESSIONALISM - 20	Introduction of Contestants -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
CHANT / VOICE - 20	Voice Control / (pitch, breaking) -	5	4	3	2	1	
	Clarity / Voice Expression -	5	4	3	2	1	
	Speed (too fast / too slow)-	5	4	3	2	1	
	Rhythm / use of Filler Words -	5	4	3	2	1	
AUCTIONERING - 20	Eye Contact with Bidders (scan crowd) -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
RINGMAN - 20	Eye Contact with Bidders (scans crowd) -	5	4	3	2	1	
	Crowd / Bidder interaction -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Relaying bids, close, buyer numbers to Auctioneer -	5	4	3	2	1	
TEAMWORK - 20	Article Description (Product Knowledge) -	5	4	3	2	1	
	Auctioneer/Ringman Salesmanship -	5	4	3	2	1	
	Effective verbal & non-verbal communication -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

Auctioneer / Ringman TEAM - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
TEAM PROFESSIONALISM - 20	Introduction of Contestants -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
CHANT / VOICE - 20	Voice Control / (pitch, breaking) -	5	4	3	2	1	
	Clarity / Voice Expression -	5	4	3	2	1	
	Speed (too fast / too slow)-	5	4	3	2	1	
	Rhythm / use of Filler Words -	5	4	3	2	1	
AUCTIONERING - 20	Eye Contact with Bidders (scan crowd) -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold" -	5	4	3	2	1	
RINGMAN - 20	Eye Contact with Bidders (scans crowd) -	5	4	3	2	1	
	Crowd / Bidder interaction -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Relaying bids, close, buyer numbers to Auctioneer -	5	4	3	2	1	
TEAMWORK - 20	Article Description (Product Knowledge) -	5	4	3	2	1	
	Auctioneer/Ringman Salesmanship -	5	4	3	2	1	
	Effective verbal & non-verbal communication -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

Oklahoma FFA Auctioneering CDE - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
PROFESSIONALISM - 20	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
	Overall Professionalism -	5	4	3	2	1	
	Poise / Presense (Confidence) -	5	4	3	2	1	
CHANT / VOICE - 45	Voice Control / (pitch, breaking voice) -	5	4	3	2	1	
	Clarity -	10	7	5	3	1	
	Speed (too fast / too slow)-	10	7	5	3	1	
	Rhythm -	10	7	5	3	1	
	Voice Expression / Use of Filler Words -	10	7	5	3	1	
EFFECTIVE AUCTIONEERING - 35	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders / Scans Audience -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy -	5	4	3	2	1	
	Says "Sold -	5	4	3	2	1	
	Salesmanship -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____



Scoresheet

Oklahoma FFA Auctioneering CDE - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
10 CHANT / VOICE - 25	Introduction, initial command/poise, professionalism -	10	7	5	3	1	
	Voice Control / (pitch, breaking voice) -	5	4	3	2	1	
	Clarity -	5	4	3	2	1	
	Speed (too fast / too slow)-	5	4	3	2	1	
	Rhythm -	5	4	3	2	1	
	Voice Expression / Use of Filler Words -	5	4	3	2	1	
EFFECTIVE AUCTIONEERING - 25	Article Description (Product Knowledge) -	5	4	3	2	1	
	Eye Contact with Bidders / Scans Audience -	5	4	3	2	1	
	Body Language / Hand Gestures -	5	4	3	2	1	
	Auctioneer Accuracy / Says "Sold" -	5	4	3	2	1	
	Salesmanship -	5	4	3	2	1	
INTERVIEW - 40	Articulation / Responds Clearly	10	7	5	3	1	
	Answer Flow -	10	7	5	3	1	
	Substance of Answer -	10	7	5	3	1	
	Answered the Question -	10	7	5	3	1	
100 points possible TOTAL SCORE =							

Things Done Well: _____

Needs Improvement: _____

