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Contestant #:

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 <u>AND</u> 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

- 1. <u>All</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>
- 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 Busir	ness Age a	at Contest			
Dues Paid Y/N	Registered for Confe	erence Y/N	Bio & Photo Subm	itted Y/N			



Scoresheet Contestant #:\_\_\_\_\_ Judge: A B C D E

nt	es	ta	nt	#:	

## **RINGMAN** - Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
25	Introduction of Contestant -	5	4	3	2	1	
- MSI	Initial Command -	5	4	3	2	1	
DNAL	Overall Professionalism -	5	4	3	2	1	
PROFESIONALISM	Poise / Presense (Confidence) -	5	4	3	2	1	
PRO	Enthusiasm / Smiles -	5	4	3	2	1	
25	Introduction of Items -	5	4	3	2	1	
- I	Eye Contact with Bidders -	5	4	3	2	1	
EFFECTIVNESS	Surveys Crowd -	5	4	3	2	1	
FECT	Sets in item price / Indicates time to close -	5	4	3	2	1	
出	Salesmanship -	5	4	3	2	1	
- 40	VERBAL Communication with Auctioneer -	10	7	5	3	1	
NOI	NON-VERBAL Communication with Auctioneer -	10	7	5	3	1	
NICA	VERBAL Communication with Bidders -	10	7	5	3	1	
COMMUNICATION	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 p	oints p	ossibl	e TOTA	AL SCO	ORE =	

Things Done Well:\_\_\_\_\_



Scoresheet Contestant #:\_\_\_\_\_

ntestant	#:			

# **RINGMAN** - FINALS

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL	
25	Introduction of Contestant -	5	4	3	2	1		
- MSI	Initial Command -	5	4	3	2	1		
ONAL	Overall Professionalism -	5	4	3	2	1		
PROFESIONALISM	Poise / Presense (Confidence) -	5	4	3	2	1		
PRC	Enthusiasm / Smiles -	5	4	3	2	1		
25	Introduction of Items -	5	4	3	2	1		
EFFECTIVNESS - 2	Eye Contact with Bidders -	5	4	3	2	1		
	Surveys Crowd -	5	4	3	2	1		
FEC1	Sets in item price / Indicates time to close -	5	4	3	2	1		
Ë	Salesmanship -	5	4	3	2	1		
- 40	VERBAL Communication with Auctioneer -	10	7	5	3	1		
	NON-VERBAL Communication with Auctioneer -	10	7	5	3	1		
NICA	VERBAL Communication with Bidders -	10	7	5	3	1		
COMMUNICATION	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:\_\_\_\_\_

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Contestant #

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 choses to move up they will no longer be eligible for the Junior Division Moving Forward \*\*\*\* **General Contest Rules:** 

- 1. <u>All</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>
- 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 wi	nning.
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Name:	(Ch of Cl	_ (Ch of Ch) Year won:			
Address:		City:	State:	:	Zip:
Phone:		eMail:			
Date Graduated Auctior	n School:	# Years in the Busi	iness	Age at C	Contest
Dues Paid Y/N	Registered for Confe	erence Y/N	Bio & Photo S	Submitte	ed Y/N

**Contestant #** 



SNEEL Judge: A B C D E

**ROOKIE - (1-3yrs) -** Preliminary

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

100 points possible TOTAL SCORE =

Things Done Well:\_\_\_\_\_



Scoresheet Contestant #: Judge: A B C D E ROOKIE - (1-3yrs) - FINALS

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

Things Done Well:

OSAA

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Contestant #:

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.

- 1. <u>All</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>
- 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) Ye	(Ch of Ch) Year won:				
Address:	City:	State:	Zip:			
Phone:	eMail:					
Date Graduated Auction School:	# Years in the Bu	usinessAge	at Contest			
Dues Paid Y/N Registered for C	onference Y/N	_ Bio & Photo Subn	nitted Y/N			

# Scoresheet Contestant #:\_\_\_\_\_ **PRO BID CALLING -** Preliminary

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
25	Introduction of Contestant -	5	4	3	2	1	
ISM - 25	Initial Command -	5	4	3	2	1	
PROFESIONALISM	Overall Professionalism -	5	4	3	2	1	
ROFES	Poise / Presense (Confidence) -	5	4	3	2	1	
đ	Enthusiasm / Smiles -	5	4	3	2	1	
ç	Voice Control / Pitch Breaking -	5	4	3	2	1	
CE - 40	Clarity -	10	7	5	3	1	
CHANT / VOICE	Speed (too fast / too slow)-	10	7	5	3	1	
HANT	Rhythm -	10	7	5	3	1	
с О	Voice Expression / use of filler words -	5	4	3	2	1	
- 35	Article Description (Product Knowledge) -	5	4	3	2	1	
ERING	Eye Contact with Bidders -	5	4	3	2	1	
TIONE	Body Language / Hand Gestures -	5	4	3	2	1	
AUC	Auctioneer Accuracy -	5	4	3	2	1	
EFFECTIVE AUCTIONERING	Says "Sold" -	5	4	3	2	1	
EFFE	Salesmanship -	10	7	5	3	1	
	100 r	ointe r	oossibl			BE -	

100 points possible TOTAL SCORE =

Things Done Well:

OSAA

# Scoresheet Contestant #:\_\_\_\_\_ **PRO BID CALLING - Interview**

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
- 25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
PROFESIONALISM	Overall Professionalism -	5	4	3	2	1	
FESI	Poise / Presense (Confidence) -	5	4	3	2	1	
PRO	Enthusiasm / Smiles -	5	4	3	2	1	
- 25	Body Language -	5	4	3	2	1	
	Use of Effective Hand Gestures -	5	4	3	2	1	
COMMUNICATION	Eye Contact with Audience -	5	4	3	2	1	
NMU	Surveys Crowd (Covers entire Audience) -	5	4	3	2	1	
CON	Interaction with Interviewer -	5	4	3	2	1	
- 25	Overall effectiveness of speaking -	10	7	5	3	1	
ANSWERS	Substance of Answers -	10	7	5	3	1	
ANS	Flow of Thought -	5	4	3	2	1	
25	Would Contestant make a good Ambassador-	25	20	15	10	5	
	 100 p	oints r	ossibl	e TOTA		DRE =	

100 points possible TOTAL SCORE =

Things Done Well:

**OSAA** 

## Scoresheet Judge: A B C D E **PRO BID CALLING - FINALS**

		Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
25	Introduction of Contestant -	5	4	3	2	1	
	Initial Command -	5	4	3	2	1	
IONAL	Overall Professionalism -	5	4	3	2	1	
PROFESIONALISM	Poise / Presense (Confidence) -	5	4	3	2	1	
đ	Enthusiasm / Smiles -	5	4	3	2	1	
q	Voice Control / Pitch Breaking -	5	4	3	2	1	
CE - 40	Clarity -	10	7	5	3	1	
CHANT / VOICE	Speed (too fast / too slow)-	10	7	5	3	1	
HANT	Rhythm -	10	7	5	3	1	
Ū	Voice Expression / use of filler words -	5	4	3	2	1	
- 35	Article Description (Product Knowledge) -	5	4	3	2	1	
ERING	Eye Contact with Bidders -	5	4	3	2	1	
TIONE	Body Language / Hand Gestures -	5	4	3	2	1	
AUC	Auctioneer Accuracy -	5	4	3	2	1	
EFFECTIVE AUCTIONERING	Says "Sold" -	5	4	3	2	1	
EFFE	Salesmanship -	10	7	5	3	1	
	100 r	oints r	hossihl	e TOTA		OBE -	

100 points possible TOTAL SCORE =

Things Done Well:

OSAA

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Contestant #

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

- 1. <u>All</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>
- 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:S	State:Zip:
Phone:	eMail:	
Date Graduated Auction School:	# Years in the Business	Age at Contest
Dues Paid Y/N Registered f	for Conference Y/N Bio & Ph	oto Submitted Y/N

## Scoresheet Judge: A B C D E **CHAMPION of CHAMPIONS**

Normal   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     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     Voice Expression / use of filler words -   5   4   3   2   1     Struct Expression / use of filler words -   5   4   3   2   1     Voice Expression / use of filler words -   5   4   3   2   1     Eye Contact with Bidders -   5   4   3   2   1	
Marrie 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   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   Woice Expression / use of filler words - 5 4 3 2 1   Noice Expression / use of filler words - 5 4 3 2 1	
Enthusiasm / Smiles - 5 4 3 2 1   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   % Article Description (Product Knowledge) - 5 4 3 2 1	
Enthusiasm / Smiles - 5 4 3 2 1   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   % Article Description (Product Knowledge) - 5 4 3 2 1	
Enthusiasm / Smiles - 5 4 3 2 1   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   % Article Description (Product Knowledge) - 5 4 3 2 1	
P+ O Clarity - 10 7 5 3 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   % Article Description (Product Knowledge) - 5 4 3 2 1	
Speed (too fast / too slow)-   10   7   5   3   1     Rhythm -   10   7   5   3   1     Rhythm -   10   7   5   3   1     Voice Expression / use of filler words -   5   4   3   2   1     **     Article Description (Product Knowledge) -   5   4   3   2   1	
Voice Expression / use of filler words -54321RArticle Description (Product Knowledge) -54321	
Voice Expression / use of filler words -54321RArticle Description (Product Knowledge) -54321	
Voice Expression / use of filler words -54321RArticle Description (Product Knowledge) -54321	
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	
Eye Contact with Bidders -54321Body Language / Hand Gestures -54321Auctioneer Accuracy -54321Says "Sold -54321Salesmanship -107531	
Salesmanship - 10 7 5 3 1	

100 points possible TOTAL SCORE =

Things Done Well:\_\_\_\_\_

OSAA

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**Contestant #** 

?? 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.

- 1. <u>ALL</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>.
- 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 c	of Ch) Year v	won:
Address:		City:	St	tate:	_Zip:
Phone:		_eMail:			
Date Graduated Auctior	School:	# Years in the Busi	ness	Age at 0	Contest
Dues Paid Y/N	Registered for Confe	erence Y/N	Bio & Pho	oto Submitte	ed Y/N



Scoresheet

Judge: A B C D E

## Oklahoma Auctioneering School - Preliminary

	Excel- lent	Very Good	Good	Fair	Below AVG	TOTAL
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	
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	
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	
	Initial Command - Overall Professionalism - Poise / Presense (Confidence) - Enthusiasm / Smiles - Voice Control / Pitch Breaking - Clarity - Clarity - Clarity - Speed (too fast / too slow)- Rhythm - Voice Expression / use of filler words - Article Description (Product Knowledge) - Eye Contact with Bidders - Body Language / Hand Gestures - Auctioneer Accuracy - Says "Sold" -	Introduction of Contestant - 5 Initial Command - 5 Overall Professionalism - 5 Poise / Presense (Confidence) - 5 Enthusiasm / Smiles - 5 Voice Control / Pitch Breaking - 5 Clarity - 10 Speed (too fast / too slow) - 10 Rhythm - 10 Voice Expression / use of filler words - 5 Article Description (Product Knowledge) - 5 Eye Contact with Bidders - 5 Body Language / Hand Gestures - 5 Auctioneer Accuracy - 5 Says "Sold" - 5	Introduction of Contestant - 5 4 Initial Command - 5 4 Overall Professionalism - 5 4 Poise / Presense (Confidence) - 5 4 Enthusiasm / Smiles - 5 4 Voice Control / Pitch Breaking - 5 4 Clarity - 10 7 Speed (too fast / too slow) - 10 7 Rhythm - 10 7 Noice Expression / use of filler words - 5 4 Article Description (Product Knowledge) - 5 4 Eye Contact with Bidders - 5 4 Body Language / Hand Gestures - 5 4 Says "Sold" - 5 4	Introduction of Contestant -543Initial Command -543Overall Professionalism -543Poise / Presense (Confidence) -543Enthusiasm / Smiles -543Voice Control / Pitch Breaking -543Clarity -1075Speed (too fast / too slow) -1075Voice Expression / use of filler words -543Voice Expression / use of filler words -543Article Description (Product Knowledge) -543Body Language / Hand Gestures -543Auctioneer Accuracy -543Says "Sold" -543	Introduction of Contestant -5432Initial Command -5432Overall Professionalism -5432Poise / Presense (Confidence) -5432Enthusiasm / Smiles -5432Voice Control / Pitch Breaking -5432Clarity -10753Speed (too fast / too slow) -10753Noice Expression / use of filler words -5432Voice Expression / use of filler words -5432Article Description (Product Knowledge) -5432Body Language / Hand Gestures -5432Auctioneer Accuracy -5432Says "Sold" -5432	Introduction of Contestant -54321Initial Command -54321Overall Professionalism -54321Poise / Presense (Confidence) -54321Enthusiasm / Smiles -54321Voice Control / Pitch Breaking -54321Clarity -107531Speed (too fast / too slow)-107531Noice Expression / use of filler words -54321Article Description (Product Knowledge) -54321Body Language / Hand Gestures -54321Auctioneer Accuracy -54321Says "Sold" -54321

100 points possible TOTAL SCORE =

Things Done Well:



Scoresheet

Judge: A B C D E

## **Oklahoma Auctioneering School - FINALS**

- Introduction of Contestant - Initial Command	5	4				
Initial Command -		4	3	2	1	
	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	
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	
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	
	Poise / Presense (Confidence) - Enthusiasm / Smiles - Voice Control / Pitch Breaking - Clarity - Clarity - Speed (too fast / too slow)- Rhythm - Voice Expression / use of filler words - Voice Expression / use of filler words - Article Description (Product Knowledge) - Eye Contact with Bidders - Body Language / Hand Gestures - Body Language / Hand Gestures - Says "Sold" -	Poise / Presense (Confidence) -5Enthusiasm / Smiles -5Voice Control / Pitch Breaking -10Clarity -10Speed (too fast / too slow) -10Rhythm -10Voice Expression / use of filler words -5Article Description (Product Knowledge) -5Body Language / Hand Gestures -5Auctioneer Accuracy -5Says "Sold" -5Salesmanship -10	Poise / Presense (Confidence) -54Enthusiasm / Smiles -54Voice Control / Pitch Breaking -54Clarity -107Speed (too fast / too slow) -107Rhythm -107Voice Expression / use of filler words -54Article Description (Product Knowledge) -54Body Language / Hand Gestures -54Says "Sold" -54Salesmanship -107	Poise / Presense (Confidence) -543Enthusiasm / Smiles -543Voice Control / Pitch Breaking -543Clarity -1075Speed (too fast / too slow) -1075Rhythm -10754Voice Expression / use of filler words -543Voice Expression / Product Knowledge) -543Body Language / Hand Gestures -543Body Language / Hand Gestures -543Says "Sold" -543Salesmanship -1075	Poise / Presense (Confidence) -5432Enthusiasm / Smiles -5432Voice Control / Pitch Breaking -5432Clarity -10753Speed (too fast / too slow) -10753Noice Expression / use of filler words -5432Voice Expression / use of filler words -5432Article Description (Product Knowledge) -5432Body Language / Hand Gestures -5432Auctioneer Accuracy -5432Salesmanship -10753	Poise / Presense (Confidence) - 5 4 3 2 1   Enthusiasm / Smiles - 5 4 3 2 1   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   Article Description (Product Knowledge) - 5 4 3 2 1   Body Language / Hand Gestures - 5 4 3 2 1   Auctioneer Accuracy - 5 4 3 2 1

100 points possible TOTAL SCORE =

Things Done Well:

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?? 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 \*\*\*\*\*\*

- 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:			Year won:	
Address:		City:	State:	Zip:
Phone:		eMail:		
Date Graduated Auctior	School:	# Years in the Busi	nessA	ge at Contest
Dues Paid Y/N	Registered for Confe	erence Y/N	Bio & Photo Su	ubmitted Y/N



# Scoresheet

Contest	ant i	<b>#:</b>			
Judge:	Α	В	С	D	E

## JUNIOR - Preliminary

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

Things Done Well:\_\_\_\_\_



Scoresheet

Contest	ant	#:			
Judge:	Α	В	С	D	Е

Below

## JUNIOR - FINALS

Excel-

Verv

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

100 points possible TOTAL SCORE =

Things Done Well:\_\_\_\_\_

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**Contestant #** 

?? 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.

- 1. <u>ALL</u> Contestants must pre-register for Conference & Pay Dues at <u>OKAuctioneers.org</u>, 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. <u>PLAN AHEAD & REGISTER EARLY</u>.
- 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 Se	chool: # Years in the Business	Age at C	ontest		
Dues Paid Y/N Re	egistered for Conference Y/N Bio	& Photo Submitte	d Y/N		



Scoresheet

Judge: A B C D E

## Auctioneer / Ringman TEAM - Preliminary

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

Things Done Well:



Scoresheet Gontestant #:\_\_\_\_\_

Judge: A B C D E

Auctioneer / Ringman TEAM - FINALS

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

Things Done Well:



Judge: A B C D E

**Oklahoma FFA Auctioneering CDE - Preliminary** 

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

Things Done Well:

**Contestant** #

Scoresheet

Judge: A B C D E

**Oklahoma FFA Auctioneering CDE - FINALS** 

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

Things Done Well:\_\_\_\_\_

OSAA