



OKLAHOMA STATE
AUCTIONEERS ASSOCIATION

&



in Partnership with Oklahoma FFA Career Development Events
Present:



2023/2024 Oklahoma FFA Auctioneering CDE

Contest Rules, Requirements & Champion Responsibilities

QUALIFYING ROUND

Thursday, February 8, 2024

Location: Sheraton Oklahoma City Downtown Hotel | OKC, OK
Mandatory Roll Call: 1:00 PM Failure to report at roll call on time will result in disqualification.
Qualifying Round: 2:00 PM
The Top 10 State Contest Qualifiers will be announced at the completion of the Qualifying Round

STATE CONTEST

Tuesday, May 7, 2024

Location: State FFA Convention | Cox Business Convention Center | Tulsa, OK
Mandatory Roll Call: 3:30 PM Failure to report at roll call on time will result in disqualification.
Final Round: 4:30 PM
Winners Announced: Upon completion of the Finals Round

PURPOSE

- To provide an avenue to explore and bring awareness to the auction industry. This contest aims to shine a spotlight on the rich traditions and valuable bid-calling skills associated with the auction industry, promoting its significance as an industry that not only fosters commercial transactions, but also serves as a vibrant platform for verbal and interactive communication.

OBJECTIVES

- **Skill Demonstration:** To offer participants the opportunity to showcase their bid-calling abilities in a competitive environment, encouraging them to hone their techniques and fluency.
- **Industry Exposure:** To introduce and familiarize young individuals with the broader aspects of the auction industry, including its history, significance, and career opportunities.
- **Communication Development:** To understand the importance of verbal and interactive communication skills. Through active participation and feedback, contestants will learn the value of clarity, confidence, and engagement in the art of auctioneering.
- **Networking:** To connect participants with industry veterans, mentors, and peers, fostering relationships that could guide them should they choose a path in the auction industry.
- **Education:** While the contest emphasizes skill and professionalism, it also seeks to create an environment where participants can learn, be inspired, and most importantly, enjoy the fast-paced environment of the auction industry.

ELIGIBILITY & ENTRY

- Contestants shall dress appropriately in Official Dress.
- The event is open to students who are in 8th - 12th grades who are active members of Oklahoma FFA Chapters that are in good standing with the state association and national organization.
- Contestants must be registered by **January 15, 2024** in order to compete
- The contestant is required to bring 2 items to sell during the contest which will be conducted in a live auction setting. The funds raised during the qualifying event will benefit the Oklahoma State Auctioneers Association (OSAA). The funds raised during the state contest will benefit the Oklahoma FFA Foundation.
- Photos of items must be submitted by **January 25, 2024**.

ATTENDANCE

- All contestants must attend a mandatory Contestant Roll Call and Orientation Meeting on the day of the contest. **Roll call will begin promptly at the beginning of the meeting.** In the event a contestant is not present during the initial roll call, their name will be called two additional times at 10-minute intervals. In the event a contestant is not present when their name is called the third and final time, they will be disqualified from the contest.
- Contestants shall be introduced by contestant number in both the qualifying and state contest. If the contestant is not present when called to the stage, he or she will be disqualified.

CONTEST STRUCTURE

- Competing order will be determined prior to the event by a drawing conducted by the OSAA Board of Directors and will be posted one week prior to the contest.
- The sound system will be pre-set and will not be adjusted for any individual during the contest.
- There will be three to five judges for the qualifying contest. These judges will be comprised of Auctioneer Champions. Judges for the state contest will be determined by collaboration of the OSAA Board, National Auction Association (NAA) Representative, and FFA Leadership.
- If a conflict between a judge and contestant has been determined by the OSAA Board or NAA Representative, a replacement judge will be determined by the OSAA Board Chairman.

- In the event a judge cannot complete his/her duties during the qualifying and/or state contest round of the contest, an alternate judge will replace that judge.
- Contestants shall be introduced by contestant number in both the qualifying and state contest. If the contestant is not present when called to the stage, he or she will be disqualified.
- Each contestant sells two items consecutively in both the qualifying and state championship rounds. Contestants will sell the items they, themselves, provided for the contest.
- The contestant will be selling in a live auction setting to real buyers for real money. The contestant is responsible for knowing the amount each item sold for and the bidder number of the winning bidder.
- Family, friends, and advisors are welcome to attend the contest, register for a bidder number, and purchase items in the auction throughout the contest.

JUDGING AND SCORING

- On the scorecard used for the qualifying round, the total possible points in each category will be as follows:
 - Professionalism - 20 points
 - Chant/Voice - 45 points
 - Effective Auctioneering - 35 points
- On the scorecard used for the state contest round, the total possible points in each of the categories will be as follows:
 - Professionalism - 10 points
 - Chant/Voice - 25 points
 - Effective Auctioneering - 25 points
 - Interview - 40 points
- The lowest scores will be eliminated, and the remaining scores will be averaged for the contestants' final scores.
- If a tie score occurs in either the qualifying or state contest portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tiebreaker would go to the contestant with the highest score in the Effective Auctioneering category.
- The scores from the qualifying round determine who will go on to the state contest. Scores will reset for the state contest round.

- The top 10 contestants will be announced at the completion of the qualifying round and these contestants will compete at the state contest on **May 7, 2024** at the **Oklahoma FFA Convention**.
- All 10 state contest competitors will be asked a pre-published interview question prior to selling their two auction items during the state round of the contest.
- Only state contest competitors will interview. Contestants will have up to two minutes to answer the question. Responses will be timed. Contestants are not penalized if they do not use the entire two minutes to answer the interview question.
- Winners of the FFA Auctioneering CDE will be announced at the end of the state contest round at the Oklahoma FFA Convention.

RECOGNITION

- The following prizes will be awarded:
 - **Second Runner Up**
 - Second Runner Up Trophy
 - Complimentary conference registration for the 2024 OSAA Summer Conference
 - **First Runner Up**
 - First Runner Up Trophy
 - Complimentary conference registration for the 2024 OSAA Summer Conference
 - **State Champion**
 - State Champion Trophy
 - 2024 Oklahoma FFA State Champion Auctioneer Buckle
 - Conference registration for the 2024 National Auction Association Conference & Show in Pittsburg, PA
 - 2024 International Junior Auctioneer Championship (IJAC) Registration Fee (Championship to take place at NAA Conference & Show in Pittsburg, PA)
 - Travel Scholarship to cover travel expenses for NAA Conference & Show and IJAC
 - Full Scholarship to Oklahoma Auction School
 - One Year Paid Membership for the Oklahoma State Auctioneers Association
 - Complimentary conference registration for the 2024 OSAA Summer Conference

OSAA ADDITIONAL EDUCATIONAL OPPORTUNITY FOR STUDENTS

- Students and accompanying adults are welcome to stay February 8th - 10th for complimentary NextGen Student Workshops during the Oklahoma State Auctioneers Association Convention. In addition, students and accompanying adults are also welcome to join the OSAA to watch the Pro Bid Calling, Rookie, and Ringman Contests on Friday and Saturday. (Accompanying adults will be required to purchase a meal ticket - student entry is complimentary)
- **Please indicate on the CDE Registration form if you plan to attend the workshops or OSAA Auction Contests**



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: _____
