



THE SOCIETY OF
AUCTIONEERS & APPRAISERS
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School's Auction Idol Competition

Mentor's Guidelines



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Eligibility:

Years 10, 11, 12 & 13 Students

Mentor's Instructions:

1. Auctioneers have the opportunity to become Mentors to students at selected schools in the Art of Auction.
2. Once a school has been selected by a mentor, they shall make contact with the school via the principal or other preferred option.
3. Organize a time to meet and discuss competition further.
4. Quite simply, the end result of this program is to find/discover/train/assist a student to understand and deliver an auction performance and if good enough make the top 20 who compete in the semi-finals at the marquee in Hindmarsh Square on Tuesday, 13th May 2008.
5. The top 3 students will compete on Friday, 30th May in the grand final of the Idols competition.

Numbers From Each School:

At the semi-finals to be held on 13th May 2008 we want to have at least 20 students competing. Therefore it would be perfect to have 20 schools supplying 1 student each, however it may happen that schools may be asked to supply more than one student.

In summary, we want the best performing student from each school but if numbers are low the runner-up may also get the opportunity to compete.

Who runs the schools internal heats?

1. The practical aspects of conducting an auction will be taught by the mentor to the students involved.
2. These aspects are in line with conducting an auction in the field as well as the criteria associated with competing at Golden Gavel level.
3. It is the teacher's role to run the class; it is the mentor's role to run the internal school heats.
4. The mentor is there as a point of contact and assist and monitor the progress of the contestants when required. Obviously the teachers and students will not have the total understanding of the auction process so the mentor will have to ensure the final contestants have a greater understanding to be able to perform in a competition scenario.
5. In some instances perhaps only a small group (1 to 5) students may only be interested in competing. In this case one on one coaching may be advisable, with the permission of teachers, students and parents may be required.

Note: In this instance a national police security check will be required.

The preferred option is to try and get a full class involved or a group such as a debating team or legal studies group.

Feedback from educators is that this competition may suit, legal and/or business studies, debating, humanities etc.

Approximately 15 hours face-to-face training will be required, plus students may spend extra time practicing over 7 weeks.



What Property Do They Auction?

1. A property of their choice, however we suggest it is the property researched during training. (Refer Workbook)
2. The price range for the heats irrespective of the actual value of the subject property shall be in the \$250,000 to \$350,000 so it creates a level playing field for all students.
3. The finals property shall be at a slightly higher price range and will be given to finalists 7 days prior to the final. Each finalist will be auctioning the same property.

How Does the School Nominate Participant/s?

Nomination forms shall be available via the Society of Auctioneers and Appraisers, Tel: 83727830 or through their mentor.

Performance:

1. The object is to judge the students on their individual auctioneering style and performance and not to be a clone of their mentor.
2. The competition is as much about “accepted” auction delivery as it is about the students bringing their own individual flair and technique to the stage.

Workbook Purpose:

1. The workbook will not be marked however it is designed to enable the student to follow the auctioning of a property from beginning to end to develop a full understanding of the auction process.
2. It is stressed that the workbook follows the guidelines laid down for inclusion within school curriculums and therefore should be completed as part of this and future competitions.

Auction Structure and Format:

1. This is now part of the workbook (and available on the web site under Schools Auction Idol) and explains the structure and conditions of sale the student will need to refer to.
2. It also summarizes the suggested times for each segment of the auction and includes a scoring sheet.

In Summary:

1. We expect this program will attract solid media profile for the school, student and mentor.
2. We appreciate this is new territory for all concerned and there may be some hurdles to jump that we are not aware of, however we look forward to your very successful participation.

Lindsay Warner FSAA
Messenger Newspapers~Adelaide Bank Golden Gavel Trustee

