

COMPETITION RULES

THE SEVEN DEADLY SINS

The following, colloquially referred to as the 'Seven Deadly Sins', have been formalized for the Australasian Auctioneering Championship.

These are fatal errors committed by a participant that prevents them from continuing into a final or from winning a final. Note that should a participant immediately rectify (to the satisfaction and reasonable opinion of the Chief Judge), then the participant would not be disqualified from progressing further in the competition.

It is appropriate to mention that it is not a trap-door scenario, where the auctioneer is hauled off the stage immediately. Of course, they can be given the opportunity to complete their call. The Competition is not in the business of making a mockery of the situation or embarrassing anyone – far from it actually. All competitors over recent years understand that if they make one of these mistakes (deadly sins), they quite simply do not expect to progress, and if the incident occurred in the final, they certainly do not expect to win any competition. The competitors (as part of the Guidelines) will be given the list as part of the Annexure detailing Contestants Instructions to the Australasian Competition Rules and Guidelines.

Further it is noted that there is clearly a distinction between a fatal Deadly Sin (e.g., forfeit), Best Practice (e.g., a vendor bids \$1000 below Reserve and marked accordingly by Judges given the judges individual nuances on the issue) and a Competition Instruction (such as vendors authority and instructions to sell on the day of auction and a bidding sequence that enables compliance with same). It is specifically noted and agreed that education and communication on these matters are critical, and it is incumbent upon the Chief Judge to ensure these matters are made clear to the competitors.



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THE SEVEN DEADLY SINS ARE:

1. Vendor bid at or above the Reserve. It should be noted that, and by way of example, taking a Vendor bid \$1000 under the Reserve is not regarded as 'best practice'.
2. Too many Vendor Bids taken by Auctioneer.
3. Announced on the market prior to reaching the Reserve. It is acknowledged that what we are looking for is an honest answer (should a question be raised) and it is squarely on the Chief Judge to outline to the competitors to be careful with their language around this matter.
4. Selling without declaring it "for sale" or "on the market" or other such terminology – some competitors might argue that they have advised from the start (in their spiel) that we may or may not give you a warning of sale. Regardless of that spiel, prior to the fall of the hammer it should be made clear and evident that it will be sold should no further bidding occur (or the equivalent thereof).
5. Selling below the Reserve.
6. Sold at the wrong price – even despite the fact you've done everything right but get the very last number wrong.
7. Selling to the wrong person. A clear and concise Vendor Instruction and that all bidding sequences should be created to cater and enable the selling with the appropriate authority in writing – if the Reserve needs to be amended, it must be authorised by all owners, or duly authorised Powers of attorney, etc. You simply can't sell it without legal permission to do so. This is believed to be selfexplanatory. Of course, it is stated beforehand whether the owner(s) of the property are at the auction, but the Chief Judge may say nothing else, other than that the reserve is correctly signed.