



CONGRATULATIONS!

Great job finishing the game Auction Adventures. You have officially earned your **Jr. Auctioneer Badge!**

Mastering Your Auction Chant:

The next step in your auctioneering future is to work on your chant for bid calling. The chant is the words you hear when an auctioneer is selling items. It will consist of filler words and numbers. Every auctioneer has their own chant, and it does not always have to be fast! (Although many are.)

Warm up!

At Auction School, auctioneers learn to speak clearly so other people can understand them. They use tongue twisters to warm up and practice. Find a partner and practice each of the following tongue twisters until they can understand each word you say.

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| Warm up 1 | A big black bug bit a big black bear |
| Warm up 2 | Around the ruff and rugged rock the ragged rascal ran |
| Warm up 3 | Red leather yellow leather |
| Warm up 4 | Betty Botter bought some butter, but she said this butter's bitter. If I put it in my batter, it will make my batter bitter, so she bought a bit of butter, put it in her bitter batter, made her bitter batter better, so tis better Betty Botter bought a bit of better butter. |

Let's get started with your chant!

First, we need to decide what you will sell. A lot is a single item or group of similar items sold together. Make a list of the items or item you will sell in your lot.

Example lots: An apple pie, 27 rare comic books, Grand Champion steer at the county fair

Second, we need an introduction. All great auctioneers introduce themselves, welcome bidders to the auction, tell them what is being sold, then prompt the start of the auction. Let's write your introduction.

Example introduction: Welcome to the 10th annual Madison Elementary School Benefit Pie Auction. I am (insert your name) and I will be the auctioneer selling what your smelling! And they smell delicious. Thank you all for coming out to support our school. We have 50 homemade pies to sell today so let's get the bidding started!

Third, build your chant. All great auctioneers introduce themselves, welcome bidders to the auction, tell them what is being sold, then prompt the start of the auction. Let's write your introduction.

Example filler words: Dollar-bid-now, Would-ya-bid, Bid-it-now, Would a bid it, Gotta get it, Now, Dollar, Money, Bid.

Fourth, be an auctioneer! Auctioneers show up as professionals. As an auctioneer, you are confident and have a pleasant appearance and posture. As you chant, you scan the audience for bids, politely gesture to bidders (no pointing) to engage them and when the bidding ends, announce SOLD, with closed fist in the air.

Stand up straight, take a deep breath and go!

Challenge 1:

Sell your lot for one dollar increments to \$10 with filler words, at \$10 announce SOLD!

Here is an example of what this may sound like:
One dollar bid now two; two dollar bid now three; three dollar bid now four; four dollar bid now five; (up to ten dollar bid); SOLD!

Challenge 2

Sell your item with five dollar increments to \$50 with filler words, at \$50 announce SOLD!

Challenge 3:

Sell your item with ten dollar increments to \$100 with filler words, at \$100 announce SOLD!

The key to your success in auctioneering is practice, keep up the great work!

As you get older, be sure to look into attending Auction School to become a professional and enjoy this fun and exciting occupation!



For examples of some of the best men and women auctioneers in the world, have your parents help you look up the International Auctioneer Championship on YouTube. Or scan the QR Code to the left for the National Auctioneer Association YouTube Channel.