



## 2026 Iowa Auctioneers Association

### Iowa FFA Bid Calling Invitational

#### Contest Rules, Requirements, and Champion Responsibilities

#### STATE CONTEST - Preliminary Round and Championship Round

February 20th, 3:00 PM, 2026

<b>Location</b>	Iowa State Fairgrounds, Penningroth Sales Center
<b>Mandatory Roll Call</b>	2:00 PM - Failure to report at roll call on time will result in disqualification
<b>Final Round</b>	The top Five contestants will advance to the finals which will take place after reset of the auction ring and short break
<b>Winners Announced</b>	Upon Completion of finals

#### **Purpose**

The Iowa Auctioneers Association, in conjunction with the Iowa Beef Expo, aims to foster the development of auctioneering skills and cultivate leadership among young agricultural enthusiasts through the Bid Calling Invitational. This collaboration seeks to provide a platform for FFA members to showcase their talents, enhance their public speaking abilities, and gain valuable industry insights. By combining professional auctioneer expertise with the passion of FFA members, this contest aims to inspire the next generation of leaders in the agricultural community, promote the rich tradition of auctioneering, and strengthen the bonds within our rural communities.

#### **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 emphasizing 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 and ENTRY**

- Contestants must wear official FFA dress.
- The event is open to students who are in 8th - 12th grades who are active members of Iowa FFA Chapters that are in good standing with the state association and national organization.
- Contestants must be registered by February 8th, 2026 in order to compete
- The contestant is required to bring two items to sell during the contest which will be conducted in a live auction setting.
- Photos of items must be submitted by February 15th, 2026

## **ATTENDANCE**

- All contestants must attend a mandatory Contestant Roll Call and Orientation Meeting on the day of the contest at approximately 2:00 PM. 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 finals 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 one hour prior to the event by a drawing conducted by the IAA Board of Directors. and will be posted immediately for the contestants to prepare.
- The sound system will be pre-set and will not be adjusted for any individual during the contest.
- There will be three judges for the qualifying and finals contests. These judges will be comprised of past Auctioneer Champions or Friends of the Industry of the IAA, Iowa FFA or Iowa Beef Expo. These judges will be determined by the IAA Board.
- If a conflict between a judge and contestant has been determined by the IAA Board, a replacement judge will be determined by the IAA Board Chairman.
- In the event a judge cannot complete his/her duties during the qualifying and/or finals round of the contest, an alternate judge will replace that judge.
- Contestants shall be introduced by contestant number in both the qualifying and finals contest. If the contestant is not present when called to the stage, he or she will be disqualified.
- Contestants will sell two items consecutively in both the qualifying and finals rounds. Contestants will sell the items they, themselves, provided for the contest. It is recommended the contestant ask for donations for their items to sell through local dealers, businesses or business friends of the family. This will actively help show their interest in the event.
- 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.
- FYI. All proceeds from items sold will be retained by the Iowa Auctioneers Association. After the IAA has paid for all their incurred expenses, the net proceeds will be distributed by the IAA to the Iowa Beef Expo and the State of Iowa FFA per their discretion.

## JUDGING AND SCORING

- On the scorecard used for the qualifying round, the total possible points in each category will be as follows:
  - o Professionalism - 20 points
  - o Chant/Voice - 45 points
  - o Effective Auctioneering - 35 points
- On the scorecard used for the finals round, the total possible points in each of the categories will be as follows:
  - o Professionalism - 20 points
  - o Chant/Voice - 45 points
  - o Effective Auctioneering - 35 points
- The lowest score will be eliminated, and the remaining scores will be averaged for the contestants' final scores.
- If the lowest score from the qualifying round that advances to the finals round is a tie, all contestants that tied for the Fifth position will advance to the finals competition. If there is a tie score in the finals round, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest cumulative score in the Chant/Voice category will be selected. If necessary, the third tiebreaker would go to the contestant with the highest cumulative score in the Effective Auctioneering category.
- The scores from qualifying round determine who will go on to the state contest. Scores will reset for the state contest round.
- The top Five contestants will be announced at the completion of the qualifying round and these contestants will compete immediately after a reset of the auction ring and drawings for order of competition.
- Three items will be supplied by the IAA and Iowa Beef Expo to sell for the finals round for each contestant.
- Order of finish for the competition will be announced immediately at the conclusion of the bid calling, once all of the scores have been tabulated, starting from Fifth place to the finals winner.
- All contestants will be required to stay for any or all media requests at the conclusion of each event.

## RECOGNITION

- The following prizes will be awarded:
  - o All contestants shall receive a Medal of Participation and complimentary conference registration into the Iowa Auctioneers Association (IAA) Annual Convention in February of 2026, one week prior to this event
  - o Fifth Place
    - § Fifth Place 2026 Banner
    - § Minimum \$500.00 Scholarship to be used towards college tuition or expenses
    - § Complimentary one year membership to the Iowa Auctioneers Association
    - § Complimentary entry into the 2027 IAA Rookie Bid Calling Championship in February.
    - § Complimentary conference registration for the IAA Annual Convention in February of 2027
  - o Fourth Place
    - § Fourth Place 2026 Banner
    - § Minimum \$500.00 Scholarship to be used towards college tuition or expenses
    - § Complimentary one year membership to the Iowa Auctioneers Association
    - § Complimentary entry into the 2027 IAA Rookie Bid Calling Championship in February.
    - § Complimentary conference registration for the IAA Annual Convention in February of 2027

o Third Place

§ Third Place 2026 Banner

§ Minimum \$500.00 Scholarship to be used towards college tuition or expenses

§ Complimentary one year membership to the Iowa Auctioneers Association

§ Complimentary entry into the 2027 IAA Rookie Bid Calling Championship in February

§ Complimentary conference registration for the IAA Annual Convention in February of 2027

o Second Place

§ Second Place 2026 Banner

§ Minimum \$1,000.00 Scholarship to be used towards college tuition or expenses

§ Complimentary one year membership to the Iowa Auctioneers Association

§ Complimentary entry into the 2027 IAA Rookie Bid Calling Championship in February

§ Complimentary conference registration for the IAA Annual Convention in February of 2027

o State Grand Champion

§ State Grand Champion 2026 Banner

§ 2026 Iowa Auctioneers / Iowa Beef Expo / Iowa State FFA Champion Auctioneer Belt Buckle

§ Scholarship to Continental Auctioneers School in Iowa—Can only be won one time

§ Minimum \$1,500.00 scholarship to be used towards college tuition

§ Complimentary one year membership to the Iowa State Auctioneers Association

§ Complimentary entry into the 2027 IAA Rookie Bid Calling Championship in February

§ Complimentary conference registration for the IAA Annual Convention in February of 2027

§ National Auctioneers Association complimentary NextGen registration to the 2026 Conference & Show located at a destination to be determined (Only if champion enters the IJAC Bid Calling Championship)

§ National Auctioneers Association complimentary International Junior Auctioneer Championship (IJAC) entry at the 2026 NAA Conference & Show (only if champion enters the IJAC) located in San Antonio, Texas.

§ Complimentary hotel for the NAA 2026 Conference & Show (only if champion participates in IJAC)

§ Travel expenses capped at \$1,000 for the NAA 2026 Conference & Show (only if champion participates in IJAC)

§ Recognition at the IAA 2027 State Convention & IAA Bid Calling Championship at the Iowa State Fair

**Above all, this competition is designed to foster enjoyment, facilitate networking, and promote the Iowa auction industry along with the agricultural sector within the Iowa FFA and the Iowa Beef Breeds Associations.**

**As time gets closer to the actual competition, there may be increases towards scholarships but the values shown above will be minimum amounts distributed**

**Please Note: All net proceeds from the auction itself and from sponsorships will be divided between the Iowa Beef Expo Junior Scholarship Program and the State of Iowa FFA Scholarship Program. The Iowa Auctioneers Association will over cover their expenses incurred for the competition and seek no profit from the event.**

# Iowa State Auctioneers Association SCORESHEET



Name: \_\_\_\_\_

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

Judge: A B C D E

## Iowa FFA Bid Calling Invitational - Preliminary Round

		Exclnt	Very Good	Good	Fair	Below AVG	TOTAL
<b>PROFESSIONALISM</b> 20 POINTS	Introduction of Contestant	5	4	3	2	1	
	Initial Command	5	4	3	2	1	
	Overall Professionalism	5	4	3	2	1	
	Poise / Presence (Confidence)	5	4	3	2	1	
<b>CHANT / VOICE</b> 45 POINTS	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	
<b>EFFECTIVE AUCTIONEERING</b> 35 POINTS	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:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# Iowa State Auctioneers Association SCORESHEET



Name: \_\_\_\_\_

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

Judge: A B C D E

## Iowa FFA Bid Calling Invitational - FINAL Round

Exclnt Very Good Good Fair Below AVG TOTAL

Category	Points	Criteria	Judge					TOTAL
			A	B	C	D	E	
PROFESSIONALISM	20 POINTS	Introduction of Contestant	5	4	3	2	1	
		Initial Command	5	4	3	2	1	
		Overall Professionalism	5	4	3	2	1	
		Poise / Presence (Confidence)	5	4	3	2	1	
CHANT / VOICE	45 POINTS	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 POINTS	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:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_