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| Name: <ul style="list-style-type: none"> • Sponsor: • Auction School: • Length of Apprenticeship: • # of Auctions: • Type of Auctions: | <u>Total Possible Points</u> | <u>Score</u> |
| Professional Demeanor <ul style="list-style-type: none"> • Initial Command • Professionalism • Poise | 30 | |
| <u>Body Language, Eye Contact, Surveying of crowd.</u> | 10 | |
| <u>Salesmanship of item</u> Being understood, as to: <ul style="list-style-type: none"> • Opening remarks as to what student will sell • What bid is • Specifically let it be known item has been sold • To whom article sold to • What article sold for • Speak Loudly enough to be heard by those in attendance • Talk clearly and be understood • Timeliness of selling | 50 | |
| <u>Tempo and chant</u> | 10 | |
| <u>Comments:</u> | | <u>Total Score</u> |

Total Scoring: Score of 50 or higher passes

Excellent: 81-100 points

Good: 50-60 points

Below Average: 1-20 points

Very Good: 61-80 points

Fair: 21-40 points