

ACTION: No Change	Name:	EXISTING Appendix 901:8-2-03	DATE: 03/12/2010 1:46 PM
	<ul style="list-style-type: none">• Sponsor:• Auction School:• Length of Apprenticeship:• # of Auctions:• Type of Auctions:		<div>Total Possible PointsScore</div>
	Professional Demeanor <ul style="list-style-type: none">• Initial Command• Professionalism• Poise	30	
	Body Language, Eye Contact, Surveying of crowd.	10	
	Salesmanship of item 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	
	Tempo and chant	10	
	Comments:		Total Score

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