



in Partnership with Wisconsin FFA Career Development Events
Present:



2025/2026 Wisconsin FFA Auctioneering CDE

Contest Rules, Requirements & Champion Responsibilities

QUALIFYING & FINALS ROUND

Monday, January 26, 2026 @ 3PM

Location: Stoney Creek Hotel | 3060 S Kinney Coulee Rd | Onalaska, WI 54650
Mandatory Roll Call: Monday, January 26, 2026 @ 2PM. Failure to report at roll call on time will result in disqualification.
Rules Meeting: 3PM contest starts at 3:15PM
Qualifying Round: TBA. Following Role Call

WI STATE FFA EVENT

TBD (Day of Week), June TBD, 2026

Location: State FFA Convention | Alliant Energy Center | Madison, WI
Winners Announced: Likely showcased on Talent Show Stage at WI FFA Convention

PURPOSE

- To provide an avenue to explore and bring awareness to the auction industry. This contest aims to shine a spotlight on the rich traditions and valuable bid-calling skills associated with the auction industry, promoting its significance as an industry that not only fosters commercial transactions, but also serves as a vibrant platform for verbal and interactive communication.

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 the contest emphasizes 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 & ENTRY

- Contestants shall dress appropriately in Official FFA Dress.
- The event is open to students who are in 7th - 12th grades who are active members of Wisconsin FFA Chapters that are in good standing with the state association and national organization.
- Contestants must be registered by **January 12, 2026** in order to compete.
- \$25 registration fee due per contestant payable to WAAE through judging card.
- The contestant is required to bring 1 item to sell during the contest which will be conducted in a live auction setting. The Wisconsin Auctioneers Association will provide a second item for each contestant to sell. All contestants will sell a total of 2 items during the initial competition portion. The funds raised during the qualifying event will be equally shared between WI FFA Organization & Wisconsin Auctioneers Association.
- In the event there are enough contestants to complete both a qualifying and finals round, the WAA will provide all items for contestants to sell in the finals round.

ATTENDANCE

- All contestants must attend a mandatory Contestant Roll Call and Orientation Meeting on the day of the contest. **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 state 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 prior to the event by a drawing conducted by the WAA Board of Directors and will be posted one week prior to the contest.

- The sound system will be pre-set and will not be adjusted for any individual during the contest.
- If there are less than 10 contestants present, only a finals round of competition will take place. If there are 10 or more contestants present, all contestants will compete in a qualifying round and then the top finalists will advance to a finals round immediately following the qualifying round. Number of finalists to be determined based on total number of registered competitors. In both contest instances, the top three will be announced.
- There will be three to five judges for the qualifying contest. These judges will be comprised of auctioneer champions, auction / industry professionals. Judges for the state contest will be determined by collaboration of the WAA Board and WAA FFA Auctioneering CDE Committee.
- If a conflict between a judge and contestant has been determined by the WAA Board or WAA FFA Auctioneering CDE Committee, a replacement judge will be determined by the WAA FFA Auctioneering CDE Committee Chairperson.
- In the event a judge cannot complete his/her duties during the qualifying and/or state contest round of the contest, an alternate judge will replace that judge.
- Contestants shall be introduced by contestant number in both the qualifying and state contest. If the contestant is not present when called to the stage, he or she will be disqualified.
- Each contestant sells two items consecutively in both the qualifying and finals rounds. Contestants will sell one item they, themselves, provided for the contest and one additional item provided to them by the WAA. In the event the contest can support a finals round, each contestant will sell two additional items, items to be provided by the WAA.
- 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.

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 final contest round, the total possible points in each of the categories will be as follows:
 - Professionalism - 10 points
 - Chant/Voice - 25 points
 - Effective Auctioneering - 25 points
 - Interview - 40 points
- In the event there is a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the second tiebreaker would go to the contestant with the highest score in the Effective Auctioneering category.
- The scores from the qualifying round determine who will go on to the finals. Scores will reset for the finals contest round.
- The top 3 contestants will be announced at the completion of the qualifying round. Contestants will be recognized at the WI FFA Convention in **June 2026**.
- All contest competitors will be asked an interview question prior to selling their two auction items during either the qualifying round or finals round of the contest based on number of contestants.
- Contestants will have up to two minutes to answer the interview question. Responses will be timed. Contestants are not penalized if they do not use the entire two minutes to answer the interview question.
- Winners of the FFA Auctioneering CDE will be announced immediately following all rounds of competition being held at the WAA Winter Convention on January 26, 2026.

RECOGNITION

- The following prizes will be awarded:
 - **Second Runner Up**
 - Second Runner Up Trophy
 - Complimentary conference registration for the 2027 WAA Convention
 - **First Runner Up**
 - First Runner Up Trophy
 - Complimentary conference registration for the 2027 WAA Convention
 - **State Champion**

- State Champion Trophy
- One Year Paid Membership for the Wisconsin State Auctioneers Association
- Complimentary conference registration for the 2027 WAA Convention

AND CHOICE OF:

- Conference registration for the 2026 National Auction Association Conference & Show in San Antonio, TX & 2026 International Junior Auctioneer Championship (IJAC) Registration Fee (Championship to take place at NAA Conference & Show in San Antonio, TX) & Hotel Scholarship to cover 3 nights of hotel expenses for NAA Conference & Show and IJAC
 - travel & associated expenses paid for by contestant and not covered by WAA

OR

- Full Scholarship to TBD Auction School to be redeemed by December 2026
 - travel & associated expenses paid for by contestant and not covered by WAA

WAA ADDITIONAL EDUCATIONAL OPPORTUNITY FOR STUDENTS

- Students and accompanying adults are welcome to join the WAA to watch the Pro Bid Calling, Rookie, and Ringman Contests on Monday and Tuesday, January 26 & 27, 2026. (Accompanying adults will be required to purchase a meal ticket - student entry is complimentary)
- **Please indicate on the CDE Registration form if you plan to attend the WAA Auction Contests**