

Dear Members,

While risking sounding cliché I have to say, “Wow...what a year.” At Conference and Show earlier this year I never would have guessed I would be writing this, with almost nothing but online auctions on the horizon and a surgical mask in every coat pocket, but here we are.

2020 and the events that have shaped this year have made me think about the different judging criteria of an “Auctioneer Contest” not just a “Bid Calling Contest,” since that is where this journey began. For those of you who have competed or judged you know the score card and the various criteria that are used to evaluate the bid calling and the interview portion of the contest. I can honestly say over the past 11 months the skills evaluated during the interview portion have come into play for me much more often than the bid calling skills in my work as an auctioneer.

Being separated by technology or social distancing, I feel makes the in-person connections all the more welcome and important. When going to meet with a potential client about an online auction I first think about my appearance: are my clothes presentable and appropriate for the situation and will they give a positive reflection of my company and profession? Will my introduction be confident, yet personable?

I can attest that for some clients in the past year a visit from myself or one of our staff is a meaningful personal interaction that has been lacking in other parts of society. I have to also consider: will my presentation of what we do as auctioneers and how we can help a client be articulate, concise, and friendly? All of these skills are evaluated on the scorecard in the interview portion of the Auctioneer Contest - and rightfully so.

I encourage all of you, whether future contestants or seasoned professionals, to think about your approach to clients and customers through the lens of the contest score card. While I have missed bid calling and the hum of excitement of live auctions for most of this past year, I haven't let it get in the way of enjoying working with people in this business and working to improve my skills as an auction professional and being a positive reflection of our industry and auction family.

To everyone reading this, I hope you and your family are healthy and safe; health events permitting, I look forward to seeing you all in January.

Sincerely,

Andrew Jossund