



ENTRY FORM

2020 Senior Auctioneering Competition

Entrant Details

Entrant Name

REIV Membership Number

Agency Name

Agency Address

Suburb

Postcode

Phone

Mobile

Email Address

Entrant Declaration

I confirm that I have read and agree to be bound by the Competition Conditions and Conduct provisions (see next page).

Signature

Date

/

/ 2020

Entry Details

All entry forms must be submitted to the REIV by 5.00pm on Friday 3rd July 2020.

Please submit via email to events@reiv.com.au by the deadline date.

For all enquiries, please contact REIV Events on 03 9205 6666 or via email to events@reiv.com.au

Entrant Checklist

- Entry form completed and declaration signed
- Headshot (JPEG format, ideally 300dpi)

NEW in 2020

All entrants will auction the same property. Property information including photos, property brochure and contract of sale will be provided by REIV prior to the competition date. A property price range will not be provided in 2020. Further information on the exact timeline will be advised once entries close.

Competition Conditions and Conduct

1. Each entrant must read and accept the Competition Conditions and Conduct prior to the competition. Participation in the competition serves as confirmation of your intention to be bound by all matters covered.
2. Entrants must be current REIV Individual Members and registered with the BLA at the time of nomination and competition. The winner and runner-up must also be individual members at the time of the 2020 Australasian Auctioneering Championships in October.
3. The winner of the 2020 REIV Senior Auctioneering Competition agrees to be publicly involved in any promotion of this award by the REIV.
4. The winner and runner-up of the 2020 REIV Senior Auctioneers' Competition will represent Victoria in the 2020 Australasian Auctioneering Championship, 18 – 20 October 2020 in Sydney. Entrants agree to be available on these dates. The REIV will be responsible for any flight, accommodation and entry fees for the winner and runner-up of the 2020 REIV Victorian Senior Auctioneering Competition.
5. At the time of nominating, each entrant must submit:
 - a. The completed entry form and signed declaration; plus
 - b. A headshot photograph to be used in any promotional material by the REIV and throughout the competition.
6. Prior to the heat, each entrant will be provided with:
 - a. A verbal briefing with the other contestants at a time nominated by the Institute;
 - b. A draw to establish the order of the auction presentations;
 - c. Confirmation of the date and venue for the final;
 - d. Judging criteria;
 - e. Documentation; and a
 - f. Property information package, including a property brochure, photos and contract of sale.
7. Entrants agree to be in 'lock-down' on the day of competition until such time as they are called to conduct their auction. Entrants will be grouped into heats. Where there are multiple heats each heat will have a different bidding script so that lock-downs are limited to reasonable time periods. This ensures that no-one is provided an unfair advantage.
8. Entrants will not be permitted to use a pencil for this competition.
9. Entrants and finalists must use the conditions of sale relevant to auctions, including:
 - a. Any person may bid in person or by their proxy representative, subject to the conditions of auction.
 - b. The property is being offered subject to a reserve price.
 - c. The Auctioneer may make two bids on behalf of the vendor, and those bids will be declared as 'vendor bids'.
 - d. The Auctioneer may refuse a bid and will not be obliged to give any reason.
 - e. The highest bidder at or above the reserve price will be the purchaser.
 - f. The Auctioneer will not accept a bid made after the fall of the hammer.
 - g. At the fall of the hammer, the property will be at the risk of the Vendor until settlement occurs or possession is given, whichever is earlier.
 - h. At the fall of the hammer, the purchaser will be required to sign the contract and pay a deposit as per the auction contract, with the balance due in cash at settlement.
 - i. The Auctioneer will have the discretion and authority to sign the contract of sale on behalf of the purchaser or vendor if required.
 - j. Cooling off rights do not apply to sale by auction.
10. The REIV will project images of the property on screen during auction calls. Entrants are not permitted to use any additional aids. Auction gavels are permitted.
11. A scripted bidding plan will be in place and only bidders appointed by the REIV will be bidding. Only one of these bidders may have the property "knocked down" to them. Where the vendor bid is exercised it must be disclosed as such in accordance with the Act.
12. Time penalties shall apply to contestants competing in the 2020 REIV Senior Auctioneering Competition Heats. Contestants will be advised that they need to complete their auction within 15 minutes. Judges will apply the time penalty if it exceeds 16 minutes. There will be no time warning given. There is no time limit in the Finals. For time keeping purposes in the heats, the start of the auction will be when the entrant commences talking and the auction will conclude on the fall of the hammer or passing in of the property and will not include closing remarks.

13. Competitors will be in lock-down from the commencement of their heat or final and must not communicate with anyone outside of the lock-down environment by any means. This includes mobile phone, SMS, email or any other method of communication. After competing, entrants may join the audience and watch subsequent competitors if they wish to do so.
14. Entrants are required to conduct themselves in a professional manner commensurate with accepted standards.
15. It is the responsibility of the entrant to ensure they have been informed of the reserve price by the competition coordinator before commencement of their auction call.
16. Each entrant will be required to conduct the auction as if they were live in the field in the suburb nominated in the property information pack.
17. Entrants are advised that the opening bid may be initiated by the floor, but the entrants cannot assume that this will be readily provided as 20 points are allocated to obtaining the first bid.
18. The auction will be judged by an independent panel selected by the Institute. A Chief Judge will be nominated to oversee the judging process.
19. The judge's decision and count are final. All score sheets remain confidential to the REIV and will not be disclosed to the entrants.
20. Only the winner and runner-up will be identified upon conclusion of the Final. A formal presentation of an appropriate trophy will take place at the 2020 REIV Awards for Excellence Gala Dinner on Thursday 22 October.
21. The auction heats and final are open to the public. Entrants' family members are welcome to watch the competition. Attendees must not distract any competitors and must remain silent during the auctions. Mobile phones or any other technological devices must be either switched off or on silent during the competition. Attendees may exit the room in between auctions but must remain seated during the auctions. Any attendees who make indications to the advantage or disadvantage of a competitor may result in a penalty or awarding of additional points to that competitor. This decision will be at the discretion of the Chief Judge.