

National Auction Association

2026 International Auctioneer Championship

Contest Rules, Requirements & Champion Responsibilities

Grand Ballroom – San Antonio Marriott Rivercenter – San Antonio, TX

Friday, July 17

Optional Sound Check:	6:30 – 6:50 AM. (Grand Ballroom. The sound system is preset and will not be adjusted.)
Mandatory Roll Call:	7 AM (TBD)
Preliminary Round:	8 AM (Grand Ballroom)
Finalist Interviews:	Immediately following the Preliminary Round
Final Round:	6 PM. (immediately following the IJAC Finals)
Winners Announced:	Upon completion of the Finals Round (approximately 9 PM.)

Eligibility and Entry

- Contestants shall be 18 years of age or older and must be a current, active (paid) member of National Auction Association at the time of the competition.
- Past IAC Champions are not eligible to compete in future IAC competitions.
- 2026 International Junior Auctioneer Championship contestants are not eligible to compete in the 2026 IAC competition.
- Contestants must register to attend Conference. The Day Pass registration option does not qualify. Exhibitors who purchase a booth may compete in the contest. Conference registration and payment must be received on or before the entry deadline.
- Contestants must complete and submit the IAC Contestant Entry Form (along with bio and photo) and pay the \$470 entry fee on or before the entry deadline. Failure to submit a bio and/or photo by the entry deadline may result in non-inclusion in the printed Contestant Booklet.
- **A Contestant Agreement will be provided at the Roll Call Meeting and must be signed and returned before you can compete in the contest.** Please be familiar the requirements contained in the Contestant Agreement (included) prior to attending roll call.

Contest Structure

- There shall be two divisions of the contest (men's and women's). The two divisions shall be treated equally in every respect.
- Competing order will be determined prior to the event by a drawing conducted by NAA Director of Finance and Administrative Services and Events Manager. Competing order will be announced at the mandatory Contestant Roll Call Meeting the morning of the IAC competition;

Attendance

- Check-in and roll call will begin promptly at 7 AM in room TBD. 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 without refund of entry fees or conference registration fees
- Contestants shall be introduced by contestant number in both the preliminary and final rounds. If the contestant is not present when called to the podium, he or she will be disqualified.
- Dress appropriately for a professional presentation

Judging and Scoring

- There will be seven judges, at least two of whom will be women. The same judges will serve both the men and women's divisions.
- In the event a judge cannot complete his/her duties during the preliminary and/or final rounds of the competition, an alternate judge will replace that judge. All scores from the previous judge will remain in the scoring system. Once the alternate judge assumes his/her position as judge, their score will be used to calculate scores from this point forward.
- Past champions are eligible to judge in future competitions.
- Each contestant sells two items consecutively in both the preliminaries and in the finals. All contestants will sell items provided by the NAA with an equal value to other contestants' items.
- On the bid-calling segment for the preliminaries, the total possible points in each of the categories will be as follows:
 - Professionalism -- 20 points
 - Chant/Voice -- 45 points
 - Effective Auctioneering -- 35 points
- On the interview segment for the finals, the total possible points in each of the categories will be as follows:
 - Professionalism -- 10 points
 - Response -- 75 points
 - Ambassador -- 15 points
- On the bid-calling segment for the finals, the total possible points in each of the categories will be as follows:
 - Professionalism -- 10 points
 - Chant/Voice -- 45 points
 - Effective Auctioneering -- 45 points
- The lowest scores in each segment of the contest will be eliminated and the remaining scores will be averaged for the contestants' final scores.
- If a tie score occurs in the preliminary and/or the finals portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tiebreaker would go to the contestant with the highest score in the Effective Auctioneering category.
- The scores from the preliminaries determine who enters the finals.
- The number of finalists for each division (men and women) shall be based on a sliding scale:
 - 14 or fewer contestants = five finalists
 - 15 to 30 contestants = seven finalists
 - 31 to 45 contestants = 10 finalists
 - 46 or more contestants = 15 finalists
- Finalists will be announced after the conclusion and the scoring of the preliminary competition.
- Only finalists will perform interviews.
- Each finalist will be asked to report to an isolated room for instruction on the interview portion of the competition.
- Contestants are not allowed in the isolated finalists room until all finalists have been announced.
- Communication devices of any kind are not allowed in the finalist room.
- The interview portion is the only part of the contest with isolation restrictions.
- During the interview portion, contestants will be asked two interview questions, of which some may be related to NAA business. Contestants will have up to two minutes to answer each question. Responses will be timed. Contestants are not penalized if they do not use the entire two minutes to answer interview questions.
- Contestants will not be asked to chant during the interviews.
- Final scores are determined by combining the interview score with the bid-calling finals score. The interview score will count for 40 percent and the bid-calling score will count for 60 percent of the total.
- Each contestant will receive her or her own scores via email approximately 30 days after the contest. Contestants will receive the high, low, and median scores for the preliminary, final bid calling and interview portions of the competition

Recognition

- At the conclusion of each contestant's performance in the preliminary competition, contestants will be presented with a medallion as recognition for participation in the event.
- Each finalist will be awarded a finalist award.
- The following prizes will be awarded to the winners in both the men's and women's divisions:
 - Second Runner-Up -- Second Runner-up trophy, medallion
 - First Runner-Up -- First Runner-up trophy, medallion
 - Champion -- \$10,000 cash prize, championship trophy, and medallion. A championship ring will be ordered after the contest and shipped to the winners. Cash prize will be mailed within 30 days of the contest.