



## AN AUCTIONEERS SPEAKING POINTS

- It is acceptable to use notes.
- Speak in “the” **language** that your audience can understand.
- Look as though you are enjoying the experience.
- Do not put on an artificial voice.
- Be yourself – be “**natural**”.
- Learn from other Auctioneers (and public speakers).
- Practice, Persistence, Preparation and Practice.
- Being a little nervous **is normal**.
- Nervous Energy can be Positively Harnessed.
- Cherish “the pause”.
- We all make mistakes. If you do, rectify it, and laugh it off.
- Enjoy it and have fun without being flippant.
- Be careful with humour/jokes.
- **Memorise ideas** not words.
- Never begin with an apology.
- Watch the clock.
- Avoid “ERS” and “AHS”.
- Use voice variations.
- Make eye contact.
- Stand firm.
- End on a high note.
- Congratulate the buyer.
- Thank the audience.