

10 Questions to ask when booking a professional benefit auctioneer:

1. Are you licensed in the state of Texas? Is the license up to date and license number written in your contract?
2. Where was your formal training in the auction industry?
3. Are you a member of any professional organizations having to do with the auction industry?
4. Do you hold any designations through a national or state association?
5. What specialized training have you received in benefit auctions?
6. Do you prefer to work with trained bidder assistants or volunteers and why?
7. Do you offer consultation time as part of your package? How will this benefit our organization?
8. What other vendors can you bring to the event that might be helpful outside your own services?
9. Do you have any training in a "Special Appeals" aka "The ASK"?
10. Who will be the actual bid caller at our event? Why is that individual a good match for us?

www.wendylambert.com