| Can you talk a bit more about the        |                            |  |   |                                   |
|--|----------------------------|--|---|-----------------------------------|
| logistics of everyone being in           |                            |  |   |                                   |
| different places filming and the AV      |                            |  |   |                                   |
| team putting it together live. Seems     |                            |  |   |                                   |
|  | <br> Suzanne Cios Krainock | live answered                          | thanks guys!                            |                                   |
| Without discussing actual rates,         |                            |  | 2 2 2 7 2                               |                                   |
| what ype of perspective are you          |                            |  |   |                                   |
| charging with regards to to live         |                            |  | Sameour fee is an investment in the     | That is what I was thinking, just |
| events?                                  | Toney Thornhill            | live answered                          | outcome. Why discount it?               | wanted to get others opinions.    |
|  | ,                          | Takes too long to sell items stand     | ,                                       |                                   |
| Scott, was there a reason that you       |                            | alone with the latency issue (1 item = |   |                                   |
| bundled your Live Auction items into     |                            | 5 mins with average number of          | Time. Selling live items takes about 5  |                                   |
| 1  | Connie Johnson             | advances)                              | mins per with the latency issue         |                                   |
| Have you thought of how you might        |                            |  | , |                                   |
| ,  | Nidhi Doshi                | live answered                          |   |                                   |
| Hi Misty girl! What do you think is the  |                            |  |   |                                   |
| best virtual platform to use for         |                            |  |   |                                   |
| 1  | <br> Halie Behr            | live answered                          |   |                                   |
| Talk about the off camera people         |                            |  |   |                                   |
| there with you, cameramen,               |                            |  |   |                                   |
| someone watching the bids, who           |                            |  |   |                                   |
| else?                                    | George Franco              | live answered                          |   |                                   |
|  | 0 1                        | 2 and consulting on 6 more right       |   |                                   |
| how many have you done Misty?            | GEOFFREY COWAN             | now!                                   |   |                                   |
| If you had to pick three technical       |                            |  |   |                                   |
| partners, who would they be?             |                            |  |   |                                   |
| Reccomendations                          | DeeDee Kiesow              | live answered                          |   |                                   |
| Oklet's be honestthere's no true         |                            |  |   |                                   |
| simulcast nonprofit Live Auction tech    |                            | You may may want to continue           |   |                                   |
| available. Options? Ideas?               | Bobby D Ehlert             | digging.                               |   |                                   |
| I'd also consider investing in lighting, |                            |  |   |                                   |
| and camera equipment for your            |                            |  |   |                                   |
|  | Cathy MacPherson           |  |   |                                   |
| I think Stacey McCurnin in               |                            |  |   |                                   |
| Minneapolis has pre-recorded             |                            |  |   |                                   |
| segments for a gala this weekend?        |                            |  |   |                                   |
| There's a post about it on the           |                            |  |   |                                   |
| Fundraising Forum                        | Jenelle Taylor             | live answered                          |   |                                   |

| What did you use for reading notes,      |                            |   |                                    |  |
|--|----------------------------|---|------------------------------------|--|
| and how did you get the Live Bids and    |                            |   |                                    |  |
| FAN gifts relayed to you?                | Jerry Goldstone            | live answered                           |                                    |  |
| What makes this difficult is that here   |                            |   |                                    |  |
| in CA we have stay at home order. So     |                            |   |                                    |  |
| pulling this together with all the       |                            |   |                                    |  |
| different people (right now) seems       |                            |   |                                    |  |
| impossible! UHHHH                        | <br> Suzanne Cios Krainock |   |                                    |  |
| Scott, I thought your tag team with      |                            |   |                                    |  |
| you co host was key. lots of info        |                            |   |                                    |  |
| coming at you from everywhere, she       |                            |   |                                    |  |
| filled your gaps well.                   | Dan Campbell               | live answered                           |                                    |  |
| I'm a NEW auctioneer what's your         | ·                          |   |                                    |  |
| advice to attract clients during this    |                            |   |                                    |  |
| time?                                    | Juliette Vara              |   |                                    |  |
|  |                            |   |                                    |  |
|  |                            | Flat screen tv on the floor or in front |                                    |  |
|  |                            | of you that gives you info of what is   | Teleprompter. You can utilize your |  |
| What is a confidence monitor?            | Toney Thornhill            | on powerpoint and being broadcast       | Ipad.                              |  |
| Or build relationships on some level     |                            |   |                                    |  |
| in terms of offering them advice         |                            |   |                                    |  |
| etc. I am very new so I have no          |                            |   |                                    |  |
| clients, yet and trying to find a way to |                            | Find a pro in your area where you       |                                    |  |
| build those relationships now during     |                            | can get some experience. Tough time     |                                    |  |
| this time?                               | Juliette Vara              | to get started just now. Good luck!     |                                    |  |
|  |                            | Have you ever live streamed a           |                                    |  |
|  |                            | simulcast before? What type of          |                                    |  |
|  |                            | equipment do you provide? Do you        |                                    |  |
|  |                            | have a studio from which to record?     |                                    |  |
|  |                            | Are you proficient with mastering       |                                    |  |
|  |                            | many different elements into a final    |                                    |  |
| Where do you start looking for a tech    |                            | production? How much? Can I see         |                                    |  |
|  | Ruth Lind                  | examples of your work?                  |                                    |  |
| Do you know what your viewers were       |                            |   |                                    |  |
| using to watch the event? Phone, PC,     |                            |   |                                    |  |
| tablet etc?                              | Ruth Grayson               | No.                                     |                                    |  |

| Scott, when watching your great    |               |  |  |
|------------------------------------|---------------|--|--|
| performance, one thing that could  |               |  |  |
| have helped with the energy from a |               |  |  |
| attendee standpoint, would be to   |               |  |  |
| have the production team play      |               |  |  |
| "applause" sound bite when         |               |  |  |
| appropriate.                       | Christie King |  |  |