

<b>Question Report</b>				
<b>Virtual Benefit Auctions - Live Q&amp;A Webinar - 03.27.2020</b>				
<b>Question</b>	<b>Asker Name</b>	<b>Answer(s)</b>		
Hi Misty:) When did your team decide to go online with CB? Cheers Geoff	GEOFFREY COWAN	36 hours before the event		
What options do you recommend for a small organization that has conducted a live event for 30+ years, and now are scrambling to move to an online format? And follow up, what software programs would you recommend them to look into?	Bridget Siler	live answered	Thanks Misty & Scott!	
So up til 36 hrs ahead the live event was going ahead?	GEOFFREY COWAN	yes		
Do you have strategies, tips, etc., to help our clients getting their supportrs to get excited?	Rich Schur	live answered		
If things continue with mandatory quarantining, what is your council on how to conduct the event from your home instead of going to a studio?	Christie King	live answered		
Thoughts on orginally scheduled fall events feeling the donors will be over flooded by asks and events by all the other postponed galas...	Erin Ward	Donor fatigue and wallet fatigue...	live answered	
Tuesday or Wednesday for Virtual fundraisers?	johnny holloway	live answered		
I would like to encourage Auctioneers to start practicing being in front of a camera by doing a virtual cocktail hour with friends so they are use to being in front of the camera, lighting and background!!	Tim Luke	Hi Tim Luke!	live answered	Tim, when is your new virtual class on stage perfomances and personal confidence? ;-)

What is your experience with the level of dropped donors/watchers as the event continues? What is the ideal time length for a virtual auction	Ira Klein	live answered		
Must have program components? for instance... Entertainment pieces like singer/painter... green screen is not a bad idea if you're doing streaming	johnny holloway	My opinion is if content is not one of the four following things, it does not belong in the broadcast. Educational, moving/emotional, mission-driven, entertaining	fire breather	
	Cathy MacPherson	live answered		
What are we looking for, what questions asking, in looking for a tech support team/provider?	Ruth Lind	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 production? How much? Can I see examples of your work?		
Did you find that there was as a lot of movement on the live auction items when they went live, from the starting point of the pre-bidding (if the items were opened with the silent auction items)?	Seth Weiner	live answered		
What is the technology used? Facebook Live for streaming video plus OneCause for taking bids, for instance?	Andrew Bost	This is our intellectual property...sorry, no secret sauce :)		
Grouping the Live Auction items together (3) and the duration of a grouping ( 7-10 mins) was brilliant and Very important if you have more than 4 Live Auction items	Ira Klein			
What pitfalls should we be aware of when working with our mobile bidding platforms?	Toney Thornhill	live answered		

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 intimidating!	Suzanne Cios Krainock	live answered	thanks guys!	
Without discusssing actual rates, what ype of perspective are you charging with regards to to live events?	Toney Thornhill	live answered	Same...our fee is an investment in the outcome. Why discount it?	That is what I was thinking, just wanted to get others opinions.
Scott, was there a reason that you bundled your Live Auction items into a few groups?	Connie Johnson	Takes too long to sell items stand alone with the latency issue (1 item = 5 mins with average number of advances)	Time. Selling live items takes about 5 mins per with the latency issue	
Have you thought of how you might run games in this virtual format?	Nidhi Doshi	live answered		
Hi Misty girl! What do you think is the best virtual platform to use for streamlining purposes?	Halie Behr	live answered		
Talk about the off camera people there with you, cameramen, someone watching the bids, who else?	George Franco	live answered		
how many have you done Misty?	GEOFFREY COWAN	2 and consulting on 6 more right now!		
If you had to pick three technical partners, who would they be? Reccomendations	DeeDee Kiesow	live answered		
Ok...let's be honest...there's no true simulcast nonprofit Live Auction tech available. Options? Ideas?	Bobby D Ehlert	You may may want to continue digging.		
I'd also consider investing in lighting, and camera equipment for your home office/studio	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	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			
What is a confidence monitor?	Toney Thornhill	Flat screen tv on the floor or in front of you that gives you info of what is on powerpoint and being broadcast	Teleprompter. You can utilize your 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 build those relationships now during this time?	Juliette Vara	Find a pro in your area where you can get some experience. Tough time to get started just now. Good luck!		
Where do you start looking for a tech team? What questions do you ask?	Ruth Lind	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 production? How much? Can I see 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			
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