

Question Report			
Bid Calling in the Virtual Environment - Live Q&A Webinar			
Question	Asker Name	Answer(s)	
Selling online/internet only is understood. Regarding recent stay at home orders, what do we do regarding inspections and pick up of items sold on line?	Harry Stampler	good question	live answered
how does this adaptation apply to a country like ours in africa where buyers are still traditionally acquainted to physical Auctions,we need to first get the infrastructure to enable us to go digital	KWANELE BOLTINA	live answered	
We were thinking of doing a timed auction (minimum bid) to start with and what ever was left have a webcast auction (absolute). Your thoughts?	RONALD CASPERT	live answered	
Is there an advantage to a virtual auction over an online only auction for sellers and buyers? If so, could you share them? Thank you!	John Schultz	live answered	
What are your thoughts on personal property on line auctions? Many items, need for pick up etc.	Vicki Morgan	live answered	
Offering medical equipment of any kind at public auction in this environment casts a bad light on our profession, yet some auctioneers insist on going forward at this time. Is the NAA taking a position on this issue?	Mitchell Caspert	live answered	

Do you think that we could possibly be creating a possibility of “working” ourselves out of a job as an auctioneer?	Cissy Tabor	live answered	
How do you feel about real estate auctions - we have a quarterly auction which we auction 50+ properties via live simulcast. We're looking for a way to show the properties	Drew Dixon	The McCurdy has consistently done a great job with ballroom auctions and they are now expanding to virtual live. I believe that Real Estate is especially well suited as an asset to the interactive nature, the back and forth communication that virtual auctions afford. Further virtual auctions allow you to manage bid increments in a way that some online-only platforms don't as easily afford. In terms of display, a live feed that is produced with pictures and video seems to be an excellent way to highlight a property with the auctioneers selling as the soundtrack and cutting back and forth between the auctioneer and the asset. I am really excited to see how useful this tool can be if social distancing becomes a new normal.	
My country said sign on at 430pm which here was 20 minutes ago, think I may have missed some of it- my question is what is the best software to use for a virtual 'simulacast auction' ?	Barney Jacobson	There is no "best" software. It depends on what you are selling and if you have your own bidder base that will support your auction without relying on the software vendor to bring a huge bidder base.	The NAA has a number of great vendors for all types of auction software. Please check those companies and see what works best for you and your situation. The company I use is based more on the people on the other end. When choosing a provide the people are as important as the 1s and 0s.

<p>I am seeing bidders, begging to be in person and want that look, see, and smell- I don't see Live, simulcast going away, but incooperated with online only. Like we do. Car guys- want to be there and it's just killing them. Now that's classic cars. Also like, some car events, the excitement is needed and like, you said, brings the money.</p>	<p>Yvette VanDerBrink</p>	<p>People love attending auctions. That is never going away. We just need to be patient and this to shall pass.</p>	
<p>What would you say to a young person wanting to be an auctioneer?</p>	<p>Tyler Mounce</p>	<p>If you have not attended auction school make that priority. Attend an auction school that has NAA instructors. There is a great list of schools on the NAA Website. If you have already attended auction school take this time practice, practice, practice. When conditions allow get busy building your network. Be willing to SAY yes to anything and everything that affords your real experience and mic time. As a young or inexperienced auctioneer hours on the mic are more important than pay. Also take note of all the others in the business right now, diversity is a great way to weather any storm. Build a business plan that is diverse and give you the opportunity to serve your community with auction services in various forms and fashions.</p>	