

<b>Question Report</b>		
<b>Automobile Auctions: Navigating The New Normal - Live Q&amp;A Webinar</b>		
<b>Question</b>	<b>Asker Name</b>	<b>Answer(s)</b>
Do you think the auctions are trying to trend toward using robots instead of auctioneers?	Ron Browne	live answered
Do you believe this will result in a perfect storm where auto auctions make a drastic change in how they actually conduct the sales process going forward after the COVID crisis? IE: no ringmen, no cars in lanes, virtual sales, online only sales?	David Whitley	live answered
We are a small public auto auction and we can do online but in our county we have a stay at home order and so we have cancelled all auctions due to pick up. We also cannot get the inventory cause we buy cars but we sell for individuals as well	Susan Hinson	live answered
Although currently painful, Do you feel like the rapid decrease in sales percentages nation wide as the auctions went from live to simulcast only will eventually show a benefit to the live auciton method?	Cody Shelley	live answered
Amen to that! It in our nature for human connection at our core!	yve rojas	live answered
The auctions miss the auctioneers as much as you (auctioneers)miss the auctions. Don't hesitate to call the auction owners on a regular basis and check in. Call your regular buyers and sellers and stay in contact with them.	Frank Hackett	live answered

<p>Is this an opportunity to expand into other aspects of the auction industry. Such as creating your own brand and venturing into real estate, personal property, etc. Should the strictly contract auctioneer look to creating an auction company and brand of their own in these times?</p>	<p>Cody Shelley</p>	<p>I have preached being diversified for many many years. I work 5 automobile auctions each week, but the majority of my income is from my real estate auction business. Just like in your personal finances, it's not good to have all your money in cash, or stocks, or real estate.....we have to be diversified. I think this is the perfect time to find multiple income streams, so that you can put you and your family in the best position to succeed and thrive. Do it now!!</p>
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