



# Certified Auctioneers Institute (CAI) Designation Requirements

To earn the National Auctioneers Association's CAI designation you must:

- Be at least 21 years old
- Have at least two years in the auction industry
- Hold a high school diploma or its equivalent
- Submit an application with references
  - Applications must be approved to attend CAI
- Attend all three full weeks of instruction
- Complete an auction proposal, which is critiqued by the CAI Committee (between CAI I and II)
- Work in committees to plan and execute the CAI Benefit Auction in CAI II
- Complete a business plan (between CAI II and III)
- Present the above business plan to their class and a team of examiners in CAI III
- Be a current member of the NAA

Once earned, to maintain your CAI designation you must:

- Be a member of the NAA
- Pay the annual designation dues fee of \$150 by September 30
- Complete 24 hours of continuing education (CE) every three years