

# HOW TO HIRE THE PERFECT FUNDRAISING AUCTIONEER FOR YOUR NEXT EVENT CHECKLIST

- Professionalism:** Look for an auctioneer who presents themselves professionally and has experience working with non-profit organizations or fundraising events.
- Communication skills:** An auctioneer should have excellent communication skills, including the ability to speak clearly and confidently, engage with the audience, and create a sense of excitement and urgency.
- Salesmanship and Storytelling:** An auctioneer should have a strong understanding of auction and engagement techniques, including creating a sense of competition, building momentum, and inspiring generosity.
- Adaptability:** An auctioneer should be able to adapt to different audiences and venues, and adjust their style as needed.
- Availability:** Confirm the auctioneer's availability for your event date and time.
- Experience:** Look for an auctioneer who has experience in your type of event and nonprofit sector with your demographic of donors.
- Investment:** Compare the costs and fees of different auctioneers to ensure that you are getting the maximum value. There is a reason some auctioneers are cheaper than others. You get what you pay for.
- Reviews:** Check references and reviews from past clients to ensure that the auctioneer has a positive track record of success in fundraising events