

# Auctioneering

For Beginners



## What We Will Cover:

- What is an Auction?
- How does an Auction work?
- How to prepare for an Auction?
- What do I need for the Auction day as an Auctioneer?
- Auctioneering terms
- How to conduct an Auction
- Scripts and Dialogues
- Presentation
- Voice Projection
- Auction Terms

This half day workshop addresses how the auction process works for today's property owners and provides the real estate agent with a valuable insight into one of real estate's most effective sales strategy.

## How You Will Benefit:

- Greater understanding of the Auction process
- Gain knowledge in what is needed to successfully manage an Auction campaign.
- Gain greater confidence in your scripts and dialogues.
- Gain the ability to understand what is needed to conduct and Auction.
- Gain the knowledge in what is needed to apply for your Auction license.
- Value add your career with Auction experience
- Faster turnover of Real Estate stock using the Auction process.

## What's included:

- Instruction by an expert facilitator.
- Small interactive classes.
- Personalised certificate of attendance.

## Duration:

- 1/2 Day Workshop

## Interested in attending this workshop?

contact Morton Learning on 1300 855 417 or email [info@mortonlearning.com.au](mailto:info@mortonlearning.com.au).  
Or book online at [www.mortonlearning.com.au](http://www.mortonlearning.com.au)