

Affiliate Auctioneer Program (formerly known as the “Apprenticeship Program”)

As the Task Force considers revising and updating the apprenticeship program for newly educated auctioneers, it is necessary to take a look at what should be some of the goals and expectations of the newly proposed program. This is a broad outline of some of the relevant issues that will need to be addressed. These talking points apply only to the “B” track of auctioning that is being proposed.

- Upon passage of legislation (that would reduce the time an “affiliate” is designated as an affiliate, working with a sponsor, from 2 years to 6 months) consideration must be given to those individuals who would currently be in the “apprenticeship” program. Those individuals would be serving a 2-year stint and yet the new law requires them to only serve 6 months. What criteria is needed to “grandfather” them into the new requirements?
- Oversight can still be useful tool for the new auctioneer, especially for someone that is not from a generational auction business. What expectations should be placed on the individual during their “affiliate” period? Preparation and implementation of contracts, closing statements, escrow account management, advertising requirements, etc. are just some of the areas that should be touched on.
- How will the TAC be made aware that the “affiliate” has been exposed to some of the aforementioned topics? While a point system seems antiquated, it did serve the purpose of letting interested 3rd parties know what the “affiliate” auctioneer had been exposed to. Perhaps a modified “log book,” one where the sponsor is able to easily communicate in a uniform way what his/her “affiliate” has been exposed to.
- At what point can an auctioneer take on an “affiliate”? Can an “affiliate” who becomes an auctioneer on Day 6-months + 1 day, take on an “affiliate” or “affiliates” since there would be no restriction on the number of “affiliates” that one auctioneer can be responsible for? What will the criteria be for auctioneers who want to expand their business model by sponsoring as many different “affiliate” auctioneers as possible?

These are just some of the things that will need to be considered as we redefine what it means to be an “apprentice” auctioneer, what it means to be a “sponsoring” auctioneer, and what are the goals and expectations of the 6-month process.