IJAC Contest Rules and Guidelines 2026

Mandatory Orientation: TBD
Preliminary Round: Thursday, July 16, 1:30 p.m.
Finals Round: Friday, July 17, 6 p.m.
Winners Announced: Friday, July 17, upon completion of the IAC finals round (approximately 9 p.m.)

Eligibility and Entry

- Dress appropriately for a professional presentation.
- Contestants shall be 12 - 18 years of age on or before the day of the contest (Wednesday, July 16).
- Contestants must have paid the $99 entry fee and register for Conference and Show as a NextGen or Young Professional at the NAA member rate. NAA membership is not required. The Day Pass registration option does not qualify.
- 2026 International Junior Auctioneer Championship contestants are not eligible to compete in the 2026 IAC competition.

Attendance

- All contestants must attend the mandatory **Orientation Meeting** (schedule TBD)
- Competing order will be determined by a drawing conducted at the IJAC Orientation Meeting.

Contest Structure

- The **IJAC preliminary** round will begin at **1:30 p.m.**
- The sound system will be pre-set and will not be adjusted during the contest. All contestants will have the opportunity to test the sound approximately 30 minutes prior to the start of the competition.
- There will be four judges for the preliminary round. The four judges will include the NAA IAC champs from the previous years. If a conflict between a judge and contestant has been determined by the IAC Committee, a replacement judge will be determined by the committee chairman. Judges for the finals portion of the event will be the seven IAC judges.
- In the event a judge cannot complete his/her duties during the preliminary and/or final round of the competition, an alternate judge will replace that judge.
- Contestants shall be introduced by contestant number in both the preliminaries and finals. If the contestant is not present when called to the podium, he or she will be disqualified without refund of entry fees or conference registration.
- Each contestant sells two items consecutively in both the preliminary and in the final rounds. All contestants will sell items provided by the NAA with an equal value to other contestants' items.
- At the conclusion of each contestant's performance in the preliminary competition, contestants will be presented with a medallion as recognition for participation in the event.

Judging and Scoring

- On the scorecard used for the preliminary round, the total possible points in each category will be as follows:
    - Professionalism - 20 points
    - Chant/Voice - 45 points
    - Effective Auctioneering - 35 points

- On the scorecard used for the final round, the total possible points in each of the categories will be as follows:

    - Professionalism - 10 points
    - Chant/Voice - 25 points
    - Effective Auctioneering - 25 points
    - Interview - 40 points
- The lowest scores will be eliminated, and the remaining scores will be averaged for the contestants' final scores
- If a tie score occurs in either the preliminary or finals portion of the competition, scores will be recalculated to include the contestant's low score. In the event there is still a tie, the contestant with the highest score in the Chant/Voice category will be selected. If necessary, the third tiebreaker would go to the contestant with the highest score in the Effective Auctioneering category.
- The scores from the preliminaries determine who enters the finals.
- The number of finalists will be determined by the following scale:
    - 9 or fewer contestants = three finalists
    - 10 or more contestants = five finalists
- Finalists will be announced at the completion of the preliminary round.
- All finalists will be asked a pre-published interview question prior to selling their two auction items during the finals round of the competition
- The **IJAC finalists** will **compete on Friday, July 17, at 6 p.m.** Winners of the IJAC contest will be announced at the end of the finals round of the NAA's International Auctioneer Championship (IAC) competition scheduled from 6 p.m. – 9 p.m. on Friday.

Recognition

- The following prizes will be awarded:
    - Second Runner Up – Second Runner-up trophy, medallion and a complimentary conference registration for the 2027 NAA Conference and Show.
    - First Runner Up – First Runner-up trophy, medallion, and a complimentary conference registration for the 2027 NAA Conference and Show.
    - Champion – A champion trophy, champion medallion, complimentary conference registration for the 2027 NAA Conference and Show and a complimentary registration into the International Auctioneer Championship, once the winner meets the minimum age requirement for the IAC.