

# THE ART OF AUCTIONEERING

## HOW TO BECOME A SUCCESSFUL AUCTIONEER

The Auctioneers and Valuers Association of Australia and the National Institute of Dramatic Art (NIDA Corporate) unite to present this bespoke two-day Auctioneering Program. Aspiring auctioneers or those wanting to enhance their current skills will benefit from NIDA's unsurpassed training in performance and persuasive communication. This unique opportunity is designed to give participants the essential knowledge and communication skills to be a successful auctioneer.



National Institute  
of Dramatic Art

**NIDA**  
CORPORATE

**21<sup>st</sup> - 22<sup>nd</sup> October 2019**  
**9am - 5pm**

Breakfast, lunch plus morning and afternoon tea provided

### DAY 1: PERSUASIVE NEGOTIATIONS

Enhanced physical and vocal presence  
Techniques to engage and influence your audience  
Increased confidence and expertise in negotiation  
Improved skill responding effectively in the moment  
Methods to read the room and respond with confidence

### DAY 2: AUCTIONEERING - PRACTICAL SKILLS DESIGNED AND DELIVERED BY PHIL DE FÉGELY

The art of bid calling  
Lot structure  
Rhythm and flow  
Content information  
Different auction channels  
Controlling the outcome

National Institute of Dramatic Art  
215 Anzac Parade  
Kensington



**COST \$2,300**  
per person +GST



**CONTACT US NOW**  
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**CLASSES  
LIMITED  
TO 10**  
so you will need  
to register your  
interest early!

The AVAA is Australia's peak national body of Auctioneers and Valuers of fine art, antiques and collectables, goods, chattels, plant and equipment

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