



16 October 2007

DO YOU ASPIRE TO BE AN AUCTIONEER?

“AUCTIONEER, n. The man who proclaims with a hammer that he has picked a pocket with his tongue. - Ambrose Bierce (American Writer, Journalist and Editor, 1842-1914)

G'day there,

Back when I was a lad of ten years of age, my father (a formidable auctioneer in his own right) gave me a copy of a 78" record *The Auctioneer* that was written and sung by country music star, and now my friend, Leroy Van Dyke. To say this gift had an effect on my life is massive understatement!

Part of the lyrics of the song go:-

*“And from that boy who went to school,
there grew a man who played it cool,
he came back home a full fledged auctioneer*

*And as the people came from miles around
Just to hear him make that rhythmic sound,
He filled their hearts with such a happy cheer*

*His fame spread out from shore to shore
he had all he could do and more,
had to buy a plane to get around”*

Well, I did get to “have all I could do and more” and indeed did buy a plane to get around and the creation of my Fountain Auction Academy came simply from my desire to put something back into the industry that has been my love and passion.

It with great pleasure that I am writing this email to advise you our first **FAA Bronze Level auctioneering course** will be conducted at Bowral on Thursday 15th November 2007.

The course will be open to six attendees only as the day, which will include filming, is about taking you through the basics of what it takes to be an auctioneer and, I guess, in the process, make you aware of whether you wish to go further ahead in this wonderful profession.

You will conduct a number of auctions that are designed to give you the widest experience possible on the day and they include chattel auctions, on sites, in rooms and other variations as well as stance and voice critiquing and training.

The enrolment fee is \$440 and this includes your own DVD of your day, a workbook and morning/afternoon tea, luncheon and a many laughs. Enrolment

will be strictly on the “first come-first served” basis.

Over the 44 years I have been auctioneering across Australia and in Indonesia, New Zealand and the USA, I have been fortunate to have worked with, and observed, some of the best and I am hopeful that much of this will come through to you on the day.

Please email us at tony@fountainandco.com for your enrolment form and/or any questions you may have.

If “chasing the dream” of being a gun auctioneer is what is driving you, step right up!!

Carpe diem

Tony

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(Author: *The Complete Guide to selling Real Estate by Auction* and the e-book *The Vendors Guide to selling Real Estate by Auction*)

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