

## LIVE AUCTION BID SPOTTER (VOLUNTEERS)

1. Don't be shy! Your job is to direct the audience's attention to the current bidder, so be loud!
2. As the Auctioneer is describing each new Live Auction package, someone may be promoting it.
3. Be BOLD! Encourage people to bid!
4. When there is a bid near you, extend your arms in a big "L", with one in the direction of the bidder and one straight up so the AUCTIONEER can see where the current bidder is.  
WAVE YOUR ARMS!
5. Be Bold! When you spot a bid and move your arms, holler out, "YYYEEEEPPPPP!" This is called "yipping"! It makes everyone look in the bidder's direction and puts positive peer pressure on to keep them bidding.
6. Also, move in close to each bidder near you and playfully encourage them... "come on, once more...just one more time, I think you've got it...can WE go again? Can WE go \$2500? You will love this..." mainly just encourage and cajole SWEETLY, no pressure, and either congratulate them when they win or back away if they decline to bid further. Most of all, have fun! The happier you are, the more fun the audience will have...and more fun = more money for your cause!