

Benefits of Choosing a PAA Auctioneer

The Pennsylvania Auctioneers Association (P.A.A.) was formed by a group of successful businessmen who knew that in order to provide a better business environment for themselves and to strengthen their share of the auction market, they needed to work together. They invested in their future by forming the P.A.A.

Their purpose is to speak with one voice to the auction industry across the Commonwealth of Pennsylvania, to the public, to governmental agencies, to others, and in the process obtain tools to help them make sound and profitable decisions in their businesses.

For 60 years the P.A.A. has been one of the best investments an auctioneer can make for him/herself. The selection of an auctioneer is the most important factor in ensuring that your auction will be a success. The auctioneer you choose must be honest, motivated, knowledgeable and flexible. He or she must recognize his/her responsibility to both seller and buyer and adhere to a strict code of ethics.

The P.A.A. provides its members with a wide range of educational seminars to keep them informed concerning the latest innovations in the field, and raise enthusiasm about the results that can be achieved through auction method of marketing.

Some of the benefits of having an auction compared to other means of selling your merchandise are:

- An auction is a quick and effective means of converting your property, possessions or inventory into cash.
- An auction offers you the flexibility of deciding what and when to sell. Anything in real or personal property can be sold at auction.
- Auctions create a sense of urgency, which results in a maximum return of the property (quick disposal reduces long-term carrying cost, including taxes and maintenance).
- Reserve auctions allow a confidential minimum set by you the seller.
- Absolute auctions guarantees a new owner by the end of the auction, which tends to bring the highest fair market value by producing serious buyers, greater broker participation and more spirited competitive bidding.
- Terms are set by the seller with no mortgage contingencies.
- The auctioneer will work with you to get the best possible results at your auction.

The P.A.A. is an organization of dedicated men and women working together to maintain the highest standard of excellence available in today's world. Our mission reflects our attempt to establish a standard of excellence in the auction industry.

If you are planning an auction or know someone who is, make sure you ask the potential auctioneer if they are a member of the Pennsylvania Auctioneers Association. You will find this person to be a leader in the auction industry.