What Happens After the Auction

Hello everyone!  I hope you have had a wonderful year with all kinds of auctions.  I want to wish everyone Happy Holidays and a Happy New Year!

I was thinking the other day as I was driving down the road about all the things that have to happen in order for an auction to go smoothly.  If you really think about it, there are a lot of moving parts that depend on other moving parts to make it work. Sometimes people, including myself, forget about all of the important things that go on *after* the auction.

The auction is done, everything is sold, and it’s time to start thinking about the next auction.  I believe this is something that happens to most of us. Before you move on to the next thing, remember how important it is to finish what you started.  Make sure you leave the place, in some cases, looking better than when you arrived. Keep in contact with everyone who has purchased items, as the seller will be anxious for everything to be picked up and off their property.  These are simple but important things to remember. One thing that comes to mind are the Internet Buyers...sometimes you have one Combine that has been sold to someone at the live auction. The combine head that fits has been sold to another person online who happens to live in another state.  This has happened to me before and yes, I was a little worried. However, in most cases there are simple solutions to correct this. My biggest concern would be that the combine would be gone before we could use it to load the head. Again, the importance of keeping in contact with everyone to make sure things run smoothly as they are picking up large equipment is huge!  Sometimes it’s just out of our control and that is why a ‘Plan B’ is always a nice thing to have in your back pocket. Another thing to keep in mind is to constantly remind buyers of the time frame they have to pick up the items they have purchased. Get out your phones, tablets, or make that face to face contact to be sure the process is a smooth one. Remember to have that Plan B for the unexpected and you will leave your sellers happy.

A lot of us find ourselves in these types of situations.  Buyers will always try to make their problems your problems.  However, there are also a lot of good buyers that understand how it all works.  Every situation is going to be different so remember to keep an open mind.

Sincerely

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