



NOMINATION AND SELLING GUIDELINES

PHOTOS

- A minimum of one photo is mandatory.
- *We STRONGLY encourage Sellers to make the effort to provide decent quality photo/s that accurately represent the dog.*
- We recommend submitting multiple, quality photos of each dog if possible.
- Show the dog from different angles and stances to show type, colour, markings, coat etc.

VIDEOS

- A minimum of one video is mandatory.
- Videos must be a MINIMUM of three minutes long.
- *Honest, transparent videos will be what makes the online auction process successful for Buyers AND Sellers!*
- Videos do not need to be a multimedia masterpiece! They are there to showcase honestly and transparently what the dog can and can't do.
- Videos are to be submitted to our Google Drive via the following link
<https://driveuploader.com/upload/YZhr1aLBeM/>
PLEASE LABEL YOUR VIDEO FILE CLEARLY BEFORE UPLOADING!!
- We will upload your video to the Australian Working Stock Dog Auction website, YouTube, and social media accounts. We may also use your videos in other advertising.
- We encourage you to upload your video to your own YouTube and social media accounts as well, if you have them.
- *We encourage Sellers to submit as much video as required to accurately represent their dog.* We will accept one video per dog. We recommend using simple editing to incorporate as many clips as possible into the one video. If the dog is capable of completing certain tasks or working different types of livestock, show some footage to prove it.
- If you are not a competent video editor, please contact us for advice.
- *The more accurately and honestly a video represents a dog's capabilities, the more chance of matching that dog to a suitable Buyer.*

- ***We ask that Sellers DO NOT use background music in their videos.***

We have noticed a trend in recent auctions of heavily edited videos with inspirational soundtracks. While they may be entertaining, they aren't necessarily showing a decent representation of the dog!

Don't be discouraged if your video appears boring. Its role is not to entertain, it is to accurately represent how your dog works. It is beneficial to potential Bidders to hear things like:

- Commands from the handler, or absence of. Does the handler and dog work calmly, or are things loud and action packed? Does the dog work to voice and/or whistles? How obedient is the dog? Does the dog require a lot of command or is it completing its work with minimal command?
- The reaction of the livestock. Are gates and chains banging, are the livestock stressed, or are they calm?
- Is the dog working silently, or does it bark? What is a strength to one Bidder, may be a weakness to another.
- Sellers are welcome to add commentary to their videos in the form of a voice over.
- Videos showing dogs abusing livestock will be rejected at the discretion of Australian Working Stock Dog Auction.

DESCRIPTION

- *We STRONGLY encourage Sellers to disclose any traits that could be seen as a potential weakness to an online Bidder.* Not all faults or weaknesses are deal breakers. What is a nonnegotiable to one potential Bidder, may be completely acceptable to another. Better to be honest and transparent as a Seller, than to find yourself in dispute resolution. If a Seller is concerned about the general quality of a dog, perhaps it is not suitable to the online auction format.

BIDDING START PRICE

- Please note that the bidding start price is \$2,000. This is to ensure a minimum standard of quality in the sale.
- We are looking to sell quality over quantity. This means dogs that are –
 - Trained, experienced or well started.
 - Have breeding and a physical phenotype that will generate buyer competition.
- *If you are not confident that your dog will make \$2,000 or more, maybe the auction format is not for you.*
- Please contact us if you would like to discuss the suitability of your nomination.

RESERVE PRICE

- We recommend that you set your reserve price as low as you are willing to accept for your dog. It is well known in the auction world that once a lot is on the market, it encourages more bidding.

ENQUIRIES & INSPECTION OF LOTS

- It is the Buyer's responsibility to research every lot you intend to bid on.
- *We STRONGLY recommend that Sellers offer and encourage inspections and demonstrations of their dog by appointment.* If a Seller is not willing to do this, take caution.

- *We STRONGLY recommend that potential Bidders contact Sellers prior to auction, to gather as much information as possible about a dog, and their potential suitability.*
- Seller's phone number, email address and location are displayed clearly for potential Bidders to see. If the Seller is difficult to contact or won't return calls or emails, take caution.
- *We STRONGLY encourage potential Bidders to arrange to inspect a dog in person.* We realise that Australia is a big place, and this may not always be feasible. If you are considering bidding a significant amount of money for a dog, an inspection may be a worthwhile investment.

DISPUTE RESOLUTION

- To promote and maintain the integrity of the Australian Working Stock Dog Auction we have a formal dispute resolution process that may be entered into if required.
- The following responsibilities of the Seller MUST be met in addition to all terms and conditions listed:
 - To advertise and describe the lot as accurately, honestly, and transparently as possible, through detailed description, videos and photos.
 - Make themselves as contactable as possible by phone and email and return any messages as promptly as possible.
 - Make themselves and the dog available for inspections and demonstrations by appointment.
- To be eligible for dispute resolution, a Buyer MUST have contacted the Seller directly, prior to having bid on a Lot. If the Buyer has not contacted the Seller previously to research the suitability of the dog, the Buyer must accept responsibility for purchase of the Lot 'as is'.
- The following responsibilities of the buyer MUST be met in addition to all terms and conditions listed:
 - Satisfy all terms and conditions regarding payment and collection or transport.
 - Collect or arrange transport of the dog as soon as possible after the sale.
 - Raise any concerns as soon as possible via telephone to the Seller and the Auctioneer.
- If any dispute cannot be resolved via telephone:
 - Either party may submit a formal complaint to the Auctioneer in writing via email.
 - The other party may then respond to the complaint in writing via email.
 - The written submissions will be considered and discussed by the directors of the Australian Working Stock Dog Auction Pty as well as their choice of one independent working stock dog industry expert.
 - The dispute will go to a three way vote to decide if either the Seller, the Buyer, both or neither party have operated against the best interests of each other, the auction platform and/or the wider working stock dog community.
 - The dispute resolution process will operate under a 'strike' policy against a Seller or Buyer's profile.
 - The Auctioneer reserves the right to suspend or cancel a Seller or Buyer's profile if they are found guilty of one or more strikes.