

How to buy the right tractor for you!!



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Session 3

- Today's Lesson
 - Closing the Deal & Auction Bidding





Auction Bidding Tips



- Stage 1 Prep – Rules of the Road
 - **Bring your Checkbook**
 - If Married:
 - Tell your wife that you are going with your buddy, and he is interested in something, you are just there for Support
 - Optional: Ask your wife if she wants something at the sale
 - **Arrive Early**, meet or bring your sale buddy
 - Inspect the sale items
 - Split items being bid on with your buddy, i.e. Make sure you **don't bid against your buddy** - Otherwise known as - **D-BAYB**
 - Loosely set your limits – Optional





Auction Bidding Tips



- Stage 2 Warm-up

- **Get Comfortable** in the crowd
- **Break in your number** on Hayrack Items
- **Practice by Buying** one of those Smorgasbord stashes



- Example – Hydraulic cylinder that comes with a 3 tine pitch fork missing 1 tine, an Egg turner, 1 un-identifiable item, a broken electric timer, a box of used rusty bolts, and a barley used toilet seat (for your wife)

- If you bring your kid's – Practice **Best Auction Bidding Behaviors – BABB**

- Don't wave at them across the parking Lot – Waving could accidentally buy you a JD tractor
- Use the Evil Eye, and the Silent Claw when behaviors are unacceptable
- Provide rewards – Candy, Food, Promise to bid on a 4-wheeler, etc.





Auction Bidding Tips



- Stage 3 **The Right Stuff** – Big Ticket Items
 - **Position** yourself & Have a plan
 - **Wait** – Auctioneers always start High, Let them drop down to start the bidding
 - **Pounce** – After bidding has started up, join in
 - **Watch** your limit – If you stay in your limit, you can go on to buy another day (or another item today)
 - Reaching the limit – Now you can use your 25% margin. Slow the bidding, let the auctioneer **PULL IT OUT** from you, make your opponent sweat as much as you are
 - **Consult** your buddy – Does he have his checkbook? Is he willing to chip in? Does this tractor need you? **BID SOME MORE!!!****
- ** Remember – Lesson's 1 & 2 – Tractor Value - A little better tractor can have lower repair costs, i.e. you can go a bit higher with your bid



Auction Bidding Tips



- Remember **Winners must be BIDDERS!!!**
 - Bask in your Glory, Remember, you are one step above the other guy, so you must be paying a fair price.
 - After the buzz of winning wears off, then you can worry about transportation home



But that's another Lesson!!!



Our Lessons Continue.....

- Transportation home
- Repairs/Restoration
 - i.e. Justification for new tools
- Buying tractors for your Wife

