



PROFESSIONAL DESIGNATIONS POLICY & PRINCIPLES

SOUTH AFRICAN INSTITUTE OF AUCTIONEERS

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Definition

Professional designation

Professional designation indicates registration of the individual with a professional body, and, where relevant, the right to practice in the particular field of expertise governed by the professional body.

Professional Designation Introduction

SAIA designates its individual members as either a **Candidate Auctioneer, Associate Auctioneer** or a **Certified Auctioneer** depending on the applicant's education and experience.

SAIA's designation awarding strategy and process has been built around these 3 categories.

The candidate phase is similar to a period of Internship or Articles. SAIA sees this category of individual members as an essential part of its membership strategy as Candidate Auctioneer creates a category to bring new entrants into the industry and into the profession. Candidates who successfully complete the candidacy auctioneer phase will be awarded the SAIA Associate Auctioneer professional designation.

Similarly, Associate Auctioneers that complete the relevant experience and education requirements for Certified Auctioneer will be awarded Certified status.

As part of establishing itself as the preeminent professional body in the South African auctioneering sector, SAIA aspires to attain **SAQA REGISTRATION** for the following two professional designations:

- Associate Auctioneer
- Certified Auctioneer



Professional Designation Categories

Candidate Auctioneer:

Entry level / Basic

New entrant to the auction industry or Junior employees of corporate members aspiring to further their career.

Experience level: 0 - 2 years of auctioneering experience.

Associate Auctioneer:

Mid-level / Skilled

Auctioneers & employees of corporate members with mid-level auctioneering experience, aspiring to further their career.

Experience level: 2 to 5 years of auctioneering experience.

Certified Auctioneer:

Highest level / Advanced

Auctioneers or employees of corporate members with high level auctioneering experience.

Experience level: 5 years or more of auctioneering experience.

Professional Designation Awarding

SAIA is committed to ensuring persons who are awarded SAIA Designations are able to function according to the standard expected of them by its stakeholders, its clients and the public at large.

Regarding the two professional designations, SAIA follows a 4-step approach in awarding these two professional designations

E1 Education

To meet this step, SAIA will accept a South African NQF registered cognate qualification or duly recognised equivalent as the underlying qualification required by a designation applicant.

Note: Where an applicant does not have an appropriate cognate qualification, the applicant can follow an RPL route as set out in the SAIA RPL policy.

E2 Experience

SAIA in benchmarking global best practice has set the following standard for relevant related and appropriate experience required per designation.

E3 Ethics

The applicant is required to annually submit a declaration of commitment to the SAIA code of ethics and practice.

E4 Exam - Professional Designation Assessment

(Associate)

Persons applying for Associate status are required to successfully complete the SAIA relevant Professional Designation Assessment.

(Certified)

Persons wishing to be conferred the SAIA Certified designation need to successfully complete the SAIA relevant Professional Designation Assessment.

Only applicants that meet all requirements will be awarded the relevant designation by the SAIA board.

Professional Designation Grading

Process for grading Professional Designations

- Candidate to write Professional Designation Assessment to move up to Associate Auctioneer.
- Associate Auctioneer to write Professional Designation Assessment to move up to Certified Auctioneer.
- The grading process will be done once a year with the membership renewals.

Exams – Professional Designation Assessments

- Online exams – Professional Designation Assessments which are monitored / controlled

THE FOLLOWING DIAGRAM SUMMARISES THE APPROACH:

	E1 Education	E2 Experience	E3 Ethos	E4 Exam
Candidate Auctioneers	National School leaving certificate [matric] or equivalent or RPL.	0-2 years or relevant experience as aligned to the SAIA professional competencies	Signs [annually] agreement to comply with the SAIA codes of practice, standards and ethics as well as provides a declaration of good standing.	During the candidacy phase a logbook showing experience gained at the BASIC level of the 9 SAIA competencies needs to be compiled, signed off by a SAIA Certified Auctioneer and approved by the SAIA Education Committee.
Associate Auctioneers	PD: FET Certificate: Auctioneering Support Services NQF 4 150 credits SAQA ID 80546[1] or equivalent or RPL.	2-5 years or relevant experience as aligned to the SAIA professional competencies	Signs [annually] agreement to comply with the SAIA codes of practice, standards and ethics as well as provides a declaration of good standing.	Successfully completes the SAIA exam - Professional Designation Assessment which assesses the candidate's readiness in terms of all the SAIA professional competencies SKILLED level.
Certified Auctioneer	IPD: National Certificate: Auctioneering Practices NQF 5 125 credits SAQA ID	More than 5 years or relevant experience as aligned to the SAIA professional competencies	Signs [annually] agreement to comply with the SAIA codes of practice, standards and	Successfully completes the SAIA exam - Professional Designation Assessment which assesses the associates advanced expertise in terms of all the SAIA professional competencies ADVANCED level.

[2] This Qualification is for individuals who would like to enter into a career in the Auctioning sector. This qualification will provide the skills and knowledge required to work effectively in Auctioneering and provide the necessary administrative and support functions. The core unit standards cover aspects pertaining to general processes conducted at an auction, and the learner may further choose to specialise in either Real Estate, Agriculture or Movable Assets, with specific competencies related to the specialisation area being included in the elective category.

[3] This Qualification is for individuals who are required to practice as an auctioneer at an auction. It goes beyond merely calling the bid, and includes all other aspects related to the auction, such as classifying and lot allocation of the auction stock, valuation of moveable assets and the legal background pertaining to conducting an auction. The core unit standards will cover aspects pertaining to General Assets, and the learner may further choose to specialise in either Real Estate, Movable Assets or Agriculture, with specific competencies related to the specialisation area being included in the elective category.

The 9 SAIA Professional Competencies standard fields against which the applicant's experience will be assessed in the Professional Designation Assessment:

1. Auction Rules
2. Code of Conduct
3. Different types of Auctions
4. Source Auctions
5. Asset Assessment
6. Secure mandate
7. Marketing and selling
8. Auction preparation
9. Auction

NOTE: as per a 2019 'pilot study' these Competency Standards can be categorized into three levels.

The three levels are:

1. **BASIC** - for Candidates that aspire to enter the industry and profession.
2. **SKILLED** - Competency Standard for Associate Auctioneers.
3. **ADVANCED** - Competency Standard for Certified Auctioneers

This matrix provides the basis for the development and implementation of the Professional Designation Assessment for Associate and Certified applicants.



Professional Designation Monitoring

CPD HOURS

Proof of CPD hours will be required - CPD Hours upload available on the SAIA Portal
Please also refer to attached CPD Policy

DESIGNATION	CATEGORY		
	INDUSTRY-SPECIFIC KNOWLEDGE AND SKILLS	PERSONAL DEVELOPMENT	TOTAL REQUIRED POINTS PER ANNUM
	At Least (Minimum)	Up To (Maximum)	
Candidate Auctioneer	12	6	18
Associate Auctioneer	12	6	18
Certified Auctioneer	12	6	18

PROFESSIONAL DESIGNATION REQUIREMENTS

PROFESSIONAL DESIGNATION	MEMBERSHIP FEES	CPD HOURS	UNDERPINNING QUALIFICATION	NQF LEVEL
Candidate Auctioneer	R500,00 per annum	18 hours per annum	Further Education and Training Certificate: Auctioneering Support Services (SAQA ID 80546) OR Equivalent (as confirmed by Designation Committee, based on NQF level and content)	4
Associate Auctioneer	R1000,00 per annum	18 hours per annum	National Certificate: Auctioneering Practices (SAQA ID 80547) National Diploma: Real Estate Property Marketing: Property Practice and Property Valuation OR Equivalent (as confirmed by Designation Committee, based on NQF level and content)	4
Certified Auctioneer	R2000,00 per annum	18 hours per annum	Advanced Diploma: Property Valuation and Management (SAQA ID 80547) Bachelor of Commerce Honours in Property Valuation and Management OR Equivalent (as confirmed by Designation Committee, based on NQF level and content)	5

NOTE: The fees will be determined annually by the SAIA board of directors.

Professional Designation Non-Compliance

CONSEQUENCES FOR NON COMPLAINT

Each SAIA Professional Designation (candidate, associate and certified) needs to comply with the E4 system (education, experience, ethics, exam/Professional Designation Assessment) annually, as set out in the Professional Designation Requirement table.

Failing to do so will result in the member being suspended as outlined in the SAIA disciplinary procedure.

