

What do these INITIALS mean?

Many Auctioneers have a series of initials behind their names. Just like dieticians, nurses, lawyers, accountants, and other professionals, auctioneers can gain certification in specialty areas by attending classes or seminars.

The Education Institute of The NAA offers several of these classes. The most highly recognized designations are:

CAI- Certified Auctioneers Institute

This is designed for the decision makers in an auction firm. Classes focus on the operation of the auction firm.

This is the most prestigious designation awarded in the auction industry. The CAI is an executive development program that focuses on developing the skills and providing the tools necessary to run a top-notch auction firm. Designation holders have the knowledge and skills necessary to provide high-quality services to all types of clients. In addition, their designation indicates to attorneys, trust officers, government officials, financial planners, accountants, and others who seek the services of well-qualified auctioneers that the CAI designation holder is an astute business person whose conduct will follow the highest professional standards.

Once the CAI is earned, the auctioneer must then maintain the designation with 24 hours of continuing education every three years. The Certified Auctioneers Institute has been helping auctioneers discover their potential for nearly 30 years. Auctioneers with the CAI designation are part of an extraordinary network of exemplary auctioneers in the auction industry.

AARE- Accredited Auctioneer, Real Estate

Designed for auction needs and real estate professionals involved in the marketing of real estate at auction.

An auctioneer with the AARE has gone the 'extra mile' to ensure they offer the highest level of professionalism and the most up-to-date information when it comes to selling properties. Whether selling residential, agricultural, commercial or industrial properties, AARE auctioneers have enhanced knowledge in all pertinent areas, such as:

- Marketing techniques
- Financial/ investment calculations
- Evaluating cash flow
- Holding-period analysis
- Tax consequences of buying and selling properties
- Multi-parcel real estate auctions

An AARE auctioneer has successfully completed three (3) classes in order to gain the designation, and must maintain it with continuing education.

GPPA- Graduate, Personal Property Appraiser

This is designed for the auctioneers and appraisers of personal property.

CES- Certified Estate Specialist

This accreditation is designed for the auctioneer that handles sales of estates.

This auctioneer has advanced education in the art of settling estates, from working with family members to dealing with lawyers and accountants.

Certified Estate Specialist are accustomed to dealing with other professionals such as CPA's, tax attorneys, financial planners, and family lawyers. They are familiar with the legal requirements and restrictions on their geographic areas, and will use their knowledge to bring the greatest return to those involved in the sale.