

## Cowboy Auction Exchange Guidelines

*By Sandy & Enhanced by Lori*

Some of you suggested you may want to do this with your neighbors or friends. Some said they would like to do this again with our group. Here are some suggested guidelines so you can have more success.

THE GOAL OF THIS EXCHANGE IS TO OFFER YOUR ITEM, AND SEE WHO AND WHAT ITEMS ARE OFFERED TO YOU. It is rare that the item you want, wants your item, so this board allows other inventory to present, that may have something you are interested in, but would not know about unless that person has an interest in some item being offered on the board.

A offers their item at the top of the board,  
& B wants A so B offers their item to A,  
but A does not want B  
But C wants B, and C offers their item to B  
and happily A sees C and wants C's item.  
So... A chooses C,  
and C chooses B,  
and B chooses A

A presents their item  
B offers to A  
C offers to B  
A likes C, C likes B, and B likes A, so that is a 3 way exchange!!!  
Everyone gets what they offered on and what they want.

If A does Not see anything on the entire board that they like, they can withdraw their A item  
And anyone that offered into other items can see if any of the items offered will do an exchange.

No one has to accept something if they do Not want it.  
The goal is to generate offers, and find

1. Someone that wants what you have first!
2. Someone that has what you want, even if it has to go 2 or 3 or 4+ layers deep before you see what you want.
3. Everyone should end up with what they want, because except "A", the rest are only OFFERING on what they are interested in & offering on, IF THEY SEE WHAT THEY WANT on the board.
4. "A" at the top has not made offers, so they can choose Anything they want on the Board.
5. ***ANYONE CAN OFFER ON ANY ITEM ON THE BOARD AT ANY TIME, WHEN IT'S OUR TURN.***

### Setting up the exchange:

- This is a way to get to know others, and to learn to build trust with them in your group & friends, plus a way to learn what others have, and how they do things in the group.
- Build a local group of friends in your neighborhood or among relatives, and do a few exchanges to have fun, to build skills and get to know each other better, as well as to learn what is important to others and what they have that is of interest to you, etc.

- Have fun while there is no stress. (It could be a pot luck too)
- Choose a willing person to run the exchange and be kind to the leader, as each should take a turn & practice running a board. Others patiently can help the leaders as they take their turn, if they get nervous.
- Set a value range for gaining experience. Value is in the eye of the sender and receiver. Value may differ, but start somewhere, with an approximate value of perhaps \$5 - \$25 in the beginning. Saturday will be \$10, and also \$25. (\$10 can be 2-\$5 items, etc)
- Bring something you are actually willing to exchange. Do not just “practice.” We learn better when we do things for real, rather just for practice or by watching and learning.
- Think about potential situations that could occur. What would be of potential interest to others? Food, medicine, candles, flashlights, alcohol, herbal medicine, skills, services, etc.
- More than one item can be brought. These can be offered at the same time (such as two items in the \$5 - \$10 range) or separately (such as two items valued at \$25).
- It is ideal to set up the room with seats in a U-shape, with the exchange board (blackboard or poster-size paper\*) at the end of the U, so that everyone can see.

### **During the exchange:**

- *It is against the rules to make exchanges off the board (doing side deals), before or during the exchange. Once the ITEM IS POSTED, it stays on the board until the exchange is finished. One can always do a side deal afterward if nothing else is acceptable. It is a violation of the group’s trust to make deals before or during the exchange IF THE ITEM HAS BEEN POSTED ON THE BOARD, until complete.*
- Before starting the exchange, each person should stand or sit, and show & explain to the group what they are offering, handling questions as needed. (about 30 seconds to 1 minute). Items to exchange can be held by the person offering, or placed on a large table near the exchange board.
- Once the exchange begins, everyone needs to maintain a quiet atmosphere and our focus needs to be on the exchange board. Once something is up on the board, those interested in offering an exchange can raise their hands & offer your item, FOR ANYTHING ON THE BOARD. One at a time so everyone is heard and all offered items make it to the board on the item they are offering on. This continues until all offers are on the board.
- Once something is on the exchange board, all parties need to wait to see all offers presented on every item in turn, as one never knows what someone will present, and the third or fourth option offered may turn out to be the best one for the top item on the board, .... Or you may want to offer on 1 of the items on the board, or offer on the bottom item on the board .
- Once all offers have been put up on the board by the leader, the person with the item at the top of the board is given permission by the leader to choose any item on the board, at any level, or no item (if none are acceptable). The leader then goes down that line, with the next person in line choosing anything in that line that is acceptable to them.
- Checking each line of items, multiple exchanges could occur, in different lines. We will check each line, to see if there are any other exchanges possible, and, if not, then the board is officially closed by the leader.
- *\*If no board is available, have people line up according to their offers, so the structure is visible to all. Thus the initial person making the offer stands at the apex of a triangle; those offering on that item form a row behind that person; those offering for an item in the second row stand in a row behind the person offering that item, and so on*

- ***REMINDER: ANYONE CAN OFFER ON ANY ITEM ON THE BOARD AT ANY TIME, WHEN IT'S YOUR TURN.***