



## Terminology Definitions

### AuctionNow™

**Auction Now** is IAA's new online auction bidding platform, replacing I-bid LIVE.

### Auto

The **Auto** button allows you to enter the highest bid you are willing to place when a vehicle is **On the Block**. The **Auto** feature then bids for you until you win the vehicle or bidding goes higher than your maximum bid. If someone outbids you during the auction, you can bid again.

### Bid History

**Bid History** is a listing of bids from all bidders for a particular vehicle. It also shows the source of the bid: on-site or online.

### Counter Offer

When you're the high bidder and your bid doesn't meet the reserve price, you may see **Counter Offer** on your bid screen. You will have 6 seconds to accept the **Counter Offer**. If accepted, you'll win the vehicle instantly, and it will be listed as Sold in **Messages**. It will also be shown on the auction **Run List**. If the **Counter Offer** is not accepted, the vehicle will become an **If Bid**.

### Follow Auction

When you select **Follow Auction**, your **Run List** will automatically scroll as a new vehicle reaches the block. This feature can be turned on or off. Leave this on to make sure the vehicle **On the Block** is always at the top of your **Run List**.

### If Bid

When the highest bid doesn't meet the reserve price for the vehicle **On the Block**, it will be listed as an **If Bid** in **Messages**. The auctioneer will then say, the vehicle is "on a call." IAA will call the seller to potentially approve selling the vehicle at a lower price than the reserve.

### Jump

The **Jump** button lets you raise your bid to more than the amount being asked for in the live auction. When you click **Jump**, you can then pick one of three higher bid options that will be shown in the bidding area.

### Messages

An auction clerk may put a note in the **Messages** section of the bidding screen to tell you if a vehicle on the **Run List** will not be running in the auction that day, if a vehicle **On the Block** is sold, or if a vehicle is listed as an **If Bid**.

### On the Block

**On the Block** refers to the vehicle currently being auctioned in AuctionNow.

### Run List

The **Run List** is a list of all vehicles that are for sale in a particular lane at a given location for that day's auction. It includes a picture of the vehicle, the stock number, item number, VIN, year, make, model, and type of title document.