

The GovDealer

NEWSLETTER: April 2020

Limit Social Contact with GovDeals' Online Features

We always have your best interests in mind. We understand that these are trying times. In the effort to help you continue successful surplus sales, we have compiled a few tips on what you can do to stay safe and how we can help with social distancing.



Electronic Bill of Sale

Mitigate or eliminate physical contact with your winning buyer with Paid Email BOS. After a buyer has made payment, a bill of sale can be sent via email to both you and the buyer automatically. Contact your CAM to enable Paid Email BOS on your account. This feature is available to all FSS clients.

Easily communicate with your buyers using the bill of sale footer. This space can be personalized to provide pick-up information, including available dates and times for removal, or any other messaging you need to convey.



Genius Scan App

Rather than making copies of IDs and signed bills of sale, consider encouraging your buyers to scan these documents. Genius Scan is a free app and is available for iPhone, iPad, and Android. The app will photograph the document, which can then be exported as a JPEG or PDF. You can print a hard copy later or simply save it to your virtual office.

[Download Apple Version](#)

[Download Android Version](#)



Authorization of Release

With many buyers unable or hesitant to travel to pick up their items during COVID-19, use of third-party logistics companies will increase. To assist buyers in making these arrangements, work with your CAM to add the Authorization of Release Form along with instructions to the Removal section on each auction page.



Title Release

Instead of providing a paper copy to your buyer, limit person-to-person contact by sending them the title by certified mail for a nominal fee, charged to and paid by the buyer. Simply advise in your auction description that once payment and pickup are complete, their title will be mailed to them.



Media & Merchandising

Currently, we advise you to discourage or eliminate all asset inspections. Instead, give prospective buyers the confidence they need to bid on your asset by giving detailed and accurate descriptions. There is no limit to the number of photos you can use, so include as many as it takes to show every angle and feature of your asset. Videos are also a great way to showcase running equipment and moving parts. In many cases, videos can serve as a virtual inspection.



Your Time = Your Schedule

We can adjust your payment collection process and auction terms to enable your operation to continue within recommended safety guidelines. Instead of withdrawing your auctions from the site, simply extend the auction end date to whatever future date you want. This allows more potential buyers to have access to bid on your items, which otherwise would go unsold.

We Are Here For You

We are still working hard during this pandemic and can provide additional support if you are short-staffed. We know every situation is different, and we want to reassure you that if any of you are facing unique service situations, please reach out to us and we will find solutions together.

To learn more about any of these helpful features and have them enabled on your account, please contact your CAM.

Please, Take Care, and Stay Safe.