

## Paul Green – South Australia

### **What is your background in the industry?**

I have been a livestock agent for Elders Kingscote for the last 5 years. I have been under the watchful eye of my dad, Ian Green, who has 45 years' experience in the livestock game, including the last 29 years with Elders Kingscote.

### **Tell us about your agency business?**

I service the best part of 100 clients island wide, with the main focus being on fat lambs. I also sell wool growers and cattle, but on a lesser scale.

### **How does AuctionsPlus fit into your business?**

Given the unique geography of Kangaroo Island, AuctionsPlus has given my clients an opportunity to engage in the physical market in a way that was not available to them before. Being able to watch the sale of their stock and set reserves provides peace of mind.

In a way, I believe that AuctionsPlus has put Kangaroo Island on the map creating a strong reputation for quality store lambs that finish well.

### **Where do you believe you excel as an Assessor?**

I believe where I excel as an assessor comes from the large numbers of stock I see. If the season isn't working in our favour, I can be selling the best part of 60,000 lambs over a 12-week period. It's a great way to get your eye in.

The key is maintaining good relationships with buyers and giving them the confidence that when they are buying stock I have endorsed, they will get the desired results.

Every client is unique and no two jobs are the same. It forces you to think on your feet and make some mistakes. The great thing is you learn from those mistakes. At the end of the day it makes you a better assessor and a better salesman in general.

### **People you would like to thank?**

I would like to thank the Elders Kingscote team for their support. This is seen as an individual award but Greg Downing, Neil Kirk, Stu Were and most of all Ian Green, should be credited too.

I would also like to thank my partner Annie who puts up with my long nights in front of the computer and constantly being on my phone. She understands it comes with the territory.