SALES AGENCY & PRICING COMPLIANCE

PRESENTED BY SOCIETY TRAINER CHRIS GILL.
MEET DAVID SEDGWICK, PAUL BERTRAM
& JOSIE SHIMMIN (AUTHORISED OFFICERS
COMPLIANCE & ENFORCEMENT OPERATIONS
CONSUMER & BUSINESS SERVICES)

SEMINAR FORMAT WITH OPEN DISCUSSION AND Q & A SESSION

Government of South Australia
Consumer and Business Services

PLEASE ENSURE ALL SALES STAFF AND SUPPORT STAFF ATTEND THIS WORKSHOP

THURSDAY 29TH AUGUST 2019
8:30am for 9am start
to 12.30pm
Arkaba Hotel 150 Glen Osmond Road
Fullarton SA 5063
Members and employees $44
(groups of 3 or more from the same office $37)
Non members are invited to join in order to attend

DON'T RELY ON YOUR OWN INTERPRETATION OF THE LEGISLATION - HEAR DIRECTLY FROM CBS & CHRIS GILL

- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Get guidance from CBS on these issues and hear first-hand what issues Authorised Officers are looking for when they carry out an audit.

BOOK BY WEDNESDAY 21ST August 2019

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