



**The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.**

# GAVEL & GLASS



**FEBRUARY 2016 - Celebrating 35 Years**



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INDUSTRY  
CHOICE OF  
PROFESSIONALS



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**GAVEL&GLASS**

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# Knock out pitch by Dressed for Sale Boss!

## Dressed for Sale

Selling your home faster

**Mark Bouris 'The Apprentice' TV Star and business guru chooses Adelaide entrepreneur Tiffany Murray, Founder/CEO of Dressed for Sale as the winner at the sold out event – Investible's 'UberPITCH' Sydney, held at CUB Network, Potts Point.**

*UberPITCH brought together some of Australia's biggest entrepreneur superstars and gave attendees the chance to pitch their idea to top-tier angel investors and business leaders.*

The interactive workshop, based on unique methodology designed by Creel Price for the Branson Centre of Entrepreneurship, allowed attendees to crystallize their business model and learn how to create a multi-million-dollar pitch.

The event was bursting at the seams with amazing entrepreneurs from all over Australia coming together to learn from the best in the industry. Of the 100 start ups in attendance, Tiffany Murray pitched her way through the day to make the final round and pitch to the impressive line up of judges...

**Mark Bouris—Founder of Wizard Homes Loans and Yellow Brick Road Wealth Management's Chairman**

**Creel Price—Founder and Director of global start up generator Investible**

**Lisa Messenger—The Collective**

**David Rohsheim—UBER Australia**

**Trevor Folsom—Angel Investor and Founding Director of Investible**

With a unanimous decision from the judges **Tiffany Murray's Adelaide based business Dressed for Sale was selected as the day's winner.**

Tiffany Murray has won a place on the Branson Centre Bootcamp powered by Investible (valued at \$5,000) and an appear-

ance on The Mark Bouris Show. With potential to win funding, mentorships and an overseas trip.

Tiffany and husband Angus launched Dressed for Sale in Adelaide in March 2014, she has since been nominated for Telstra Business Woman of the Year, was a national finalist for Optus My Business Awards Business Woman of the Year, and has been **signed by Australasia's premier** speaking and entertainers bureau ICMI as one of their key speakers.

Dressed for Sale have worked with 120 agents since starting 18 months ago, have now styled over 500 homes in Adelaide and employ 17 staff.



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# Knock out pitch by Dressed for Sale Boss!

## *Dressed for Sale*

Selling your home faster

The home styling business has transformed the pre-sale styling industry, offering a suite of trade services to prepare homes for sale including gardening, painting and flooring, as well as the furniture hire.

**Dressed for Sale's Magill warehouse** houses their stylish furniture and accessories, with enough stock to furnish 75 homes at a time, the level of stock, number of staff with an in house delivery team, and system development have meant agent/vendor contact to furniture placement can be turned around seamlessly in a 24-hour period, even at peak times.

**Dressed for Sale's scalable from ground up** processes made the business ideal for a franchise model, which Tiffany has developed across the past 12 months and franchises are now for sale nationally.





# Lights Camera Auction!

## GOLDEN GAVEL LAUNCH 2016

Celebrating **24 Years** of the longest running auction competition in the Southern Hemisphere, Adelaide.  
At **2KW, 8th floor 2 King William Street.**

We have secured this fantastic venue to make this an exciting evening where you can take in the city lights and enjoy a cocktail while we unveil what this years Golden Gavel has in store for the next round of brave contenders. Please support the auction process and give this competition the sense of occasion it deserves.



Please join me, as Trustee, to make this years Launch something that will encourage all Auctioneers to strive for the ultimate reward in respective professions.



Regards,  
Sharon  
Gray  
MSAA





# No One Does It Better Than Harry!

## LIVE AND ONE DAY ONLY!

Harry Li! 2015 Australasians Auctioneering Championship Winner! (And now, iSell Group member with Michael Choi!)

**Auctioneers, Sales Consultants & Principals take note!**

Harry will be showcasing an **"Australasian's Auction Competition Preparation"** session in the morning. Harry will also talk about the most efficient way to prepare for weekend auctions, and demonstrate his training regime and techniques.

The Victorian Real Estate market as a whole Auctions a significant number of properties every year, and consistently holds a 70% clearance rate. Come and see why auction is such a popular method, and see, first hand, **Harry's own Auction Listing Presentation** in person!

Hear how he educates his sellers on the process, overcomes objections and deals with such a huge variety of different vendors in his marketplace.

Finally, we will be hosting a **Live Mediated Debate** on the hot industry topic of **"To Price or Not to Price, in Auction Marketing"**!

With two teams, battling it out in front of the audience and a panel of judges, it will be an entertaining and lively debate, but providing some very thought provoking arguments and responses. Definitely an event not to miss!

*(Free entry—Live Debate Only)*

**Ben Clarence 0435 424 581**

Download Booking  
Form!





# 2 DAY AUCTION WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A (Conduct Auction)

This is the only Auction Workshop Academy run by four times NewsAustralia SA Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

PRESENTED BY  
Nationally Accredited Trainer



Presented by Brett Roenfeldt FSAA (Life)

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

***\*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).***

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative Requirements
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

## PRESENTED BY

***Nationally Accredited Trainer  
Brett Roenfeldt FSAA (Life)***

- 3½ decades as a Real Estate Auctioneer
- 16,000+ auctions of farms, vineyards, hotels, motels and commercial and industrial – including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes and vacant landholdings.
- The only trainer to win four NewsCorp Australia Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and now judge.

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

For all enquiries and booking form please contact:  
**Garry Topp FSAA (Life)**  
CEO, The Society of Auctioneers & Appraisers (SA) Inc.  
Email: [ceo@auctioneers.com.au](mailto:ceo@auctioneers.com.au)



National statement of Attainment will be issued on successful completion.

## NEXT WORKSHOP:

**MARCH 2016**

Thursday 10th 8am for 8.30am to 6.30pm  
Friday 11th 8am for 8.30am to 5.30pm

Cost:	Members	\$880
	Non members	\$1,100

For further information about this dynamic program talk to the presenters personally:

Brett Roenfeldt 0411180960 or Garry Topp 08 8372 7830



# Exciting News: 2016 Schools Auction Idol

Some outstanding news to lead us into 2016

Following the huge result of the inaugural Australasian Schools Auction Idol Championships in Melbourne early this year, it is very exciting to announce that QLD will be participating in this program in 2016 and beyond.

Please [Click Here](#) to read the article for further information.

We look forward to more updates in just a few months time.

Regards



**Lindsay Warner**  
**Guardian of the Schools Auction**

# SCHOOLS AUCTION IDOL



# Major Partnership Announcement

**For further information as to how you may become a supporter and Mentor of Schools Auction Idol, and make a difference in your community, Please contact:**



LINDSAY WARNER

0414 627 888

[lwarner@brockwilliams.net.au](mailto:lwarner@brockwilliams.net.au)

[society@auctioneers.com.au](mailto:society@auctioneers.com.au)

The Society of Auctioneers and Appraisers Schools Auction Idol is very proud to announce the most exciting new partnership with HYPA in South Australia.

HYPA, standing for Helping Young People Achieve is a division of SYC, a not for profit organisation centred on employment, education and youth services.

In the last year HYPA assisted over 4,800 young people to access and maintain safe accommodation and reconnect with family, school, employment and the community.

SAA members will be mentoring students at HYPA to compete in the 2016 Schools Auction

Idol event. The main focus shall be coaching life skills such as public speaking, professional presentation, legal knowledge, negotiating skills and introducing students to Real Estate via the Art of Auction.

SAA and HYPA look forward to the challenge of supporting many young people to realise their full potential.

HYPA works across 4 key focus areas:

**“HOME, WELLBEING,  
LEARNING AND WORKING”**

and fits hand in glove with the SAA Schools Auction Idol program of community participation.



# Legal Update - Size Does Matter

Baju Henley Square v Bruce  
Supreme Court October 2105

## Facts

- 1.1 The (noted in the architects plan as a rounded figure) of 130 sqm.
- 1.2 The purchaser wanted out of the Contract and on reviewing the apartment had it surveyed and said it varied from the size represented (130 sqm) by more than 5% and terminated.
- 1.3 **The Court said the architect's plan was not binding and then did the maths.**

However

Did the area include internal wall spaces , go to the slab edge.. etc

Did the measurement work from the architects actual building plans (which were more than 130sqm) ?

Did the measurement calculate on the CTA (Community Titles Act) method ?

or

Did the measurement calculate on the Residential PCA Guidelines ?

All fertile ground for large legal costs.

- 1.4 The calculations of the Court came in just under 5% variation. The developer was within the agreed variation.

## Court Determinations

- 2.1 The Court more significantly found that even if it was wrong, that the variation if over 5% *would not be a significant difference* and could not be relied on to terminate by the purchaser anyway.
- 2.2 The Court also ordered specific performance by the Purchaser, meaning they still have to settle the purchase.

The case is linked here for members to read and consider should they wish. <http://www.austlii.edu.au/au/cases/sa/SASC/2015/169.html>

Mark Kurtze  
Corsers





# FIRB Service for Foreign Buyers

## SERVICE TO AGENTS—Corsers Lawyers

Dear Members,

**Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to.** Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

Contact Karley Thomas( [karley.thomas@corsers.net.au](mailto:karley.thomas@corsers.net.au) ) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at [corsers@corsers.net.au](mailto:corsers@corsers.net.au):

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

Instruction Authority & Tax Invoice	
FIRB Application Service and Advice	
Payment to <i>Corsers Lawyers Pty Ltd</i> ABN 38 132 171 227	
I _____	
of _____	
email _____	mobile _____
hereby request and instruct <i>Corsers Lawyers</i> to apply for FIRB approval in relation to a Contract to purchase property located at: _____	
<i>Corsers</i> agree to advise me regarding a proposed Contract I am considering entering into and <i>Corsers</i> will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.	
<i>Corsers</i> charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.	
Signed _____	Dated ____/____/20__
Date of Invoice: ____/____/20__ It is acknowledged that the services are the date of invoice.	
Payment by credit card Card                      Visa                      Mastercard	
Card Number	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Name on Card *	_____ * put in name and initials as on the card
Expiry Date	_____ Card Verification Number * _____
Amount	\$550.00                      Signed _____
<small>*this is the number on the rear of the card . For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we carry are passed on to you too.                      Corsers do not accept Diners Club or American Express</small>	

Click for form (credit card only)

# Taking Auction Marketing to a Whole New Level!

Our website shows instant Auction results and the latest four auctions completed will appear on our home page!

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on [www.auctioneers.com.au](http://www.auctioneers.com.au)

OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time!

*When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.*



[www.auctioneers.com.au](http://www.auctioneers.com.au)

## GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

## GAUGE THE MARKET

The best way by monitoring Auctions!

## DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

## SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

## INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

## LIST

Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

Upcoming Auctions App - To be seen by over 180,000 Smartphone users in Adelaide!

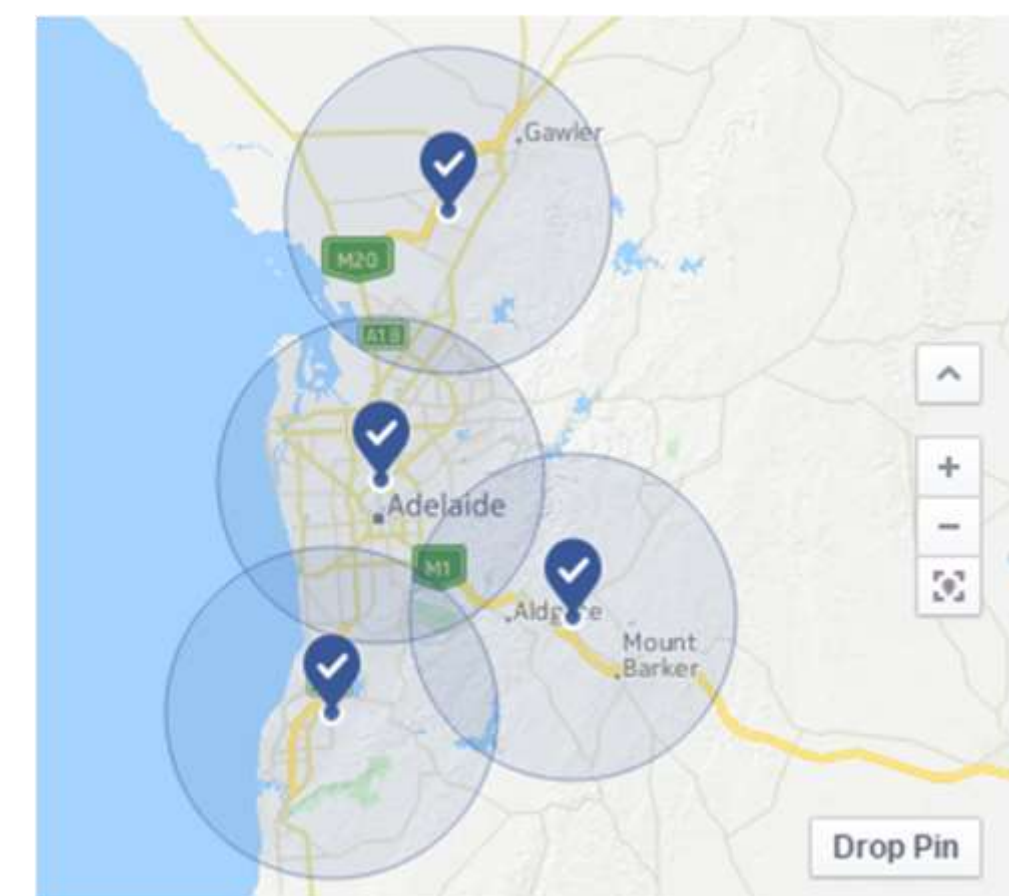


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website!

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



# Sunset Kangaroo Island

[www.sunset-wines.com.au](http://www.sunset-wines.com.au)



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery.

Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards



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**South Australia 5222**

Phone +61 8 8553 1378

Fax +61 8 8553 1379

[cellardoor@sunset-wines.com.au](mailto:cellardoor@sunset-wines.com.au)

'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further .....

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Society mail  
order form**

*Sunset Winery  
...share the experience.*



# Marketing to Chinese Buyers— Property Brochures in Mandarin



Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

- Printable **Chinese Property Brochures**
- Online property portal ([www.wowu88.com](http://www.wowu88.com))
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome



- Compatible with Mobile devices

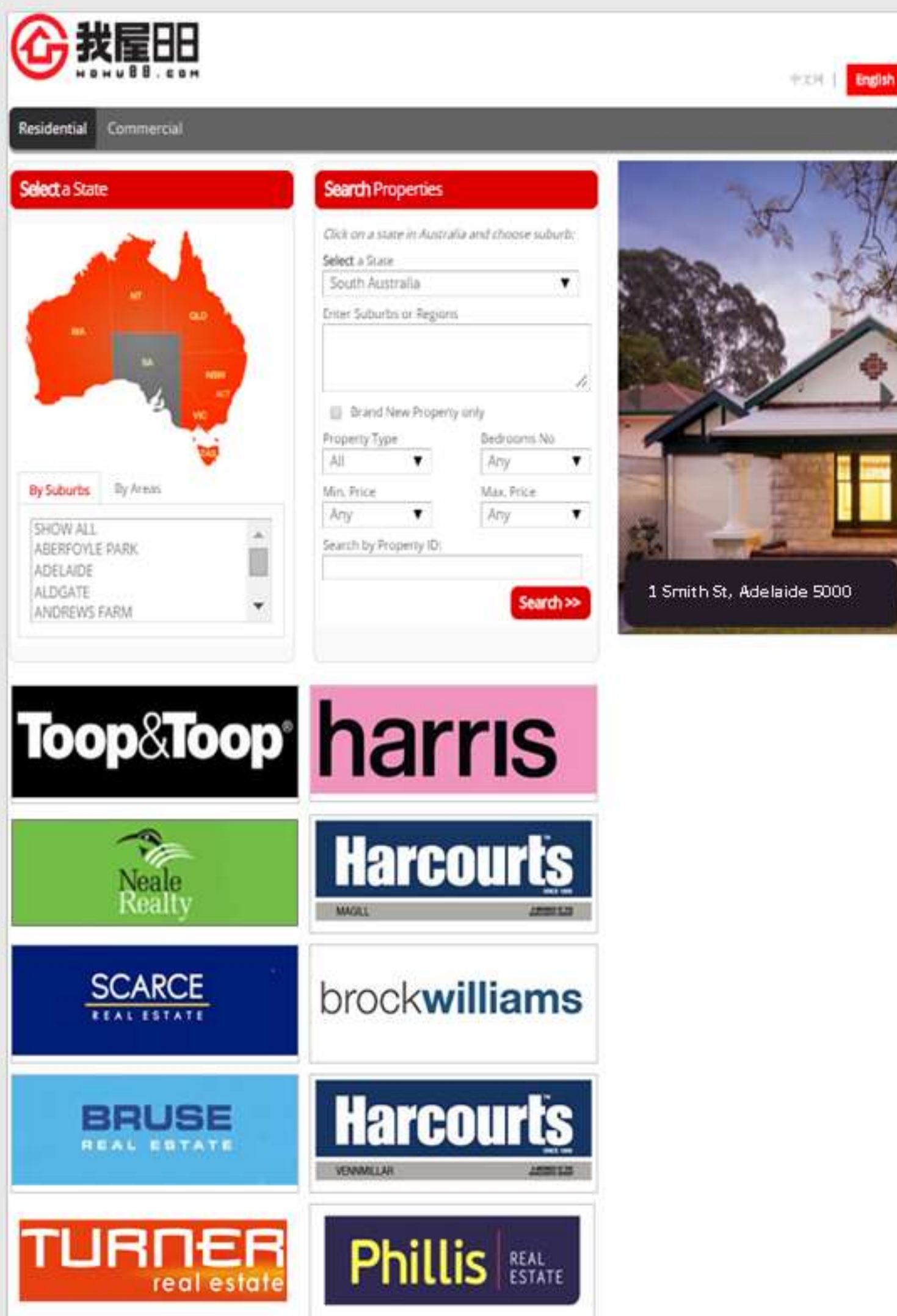


- E-Brochure

**ALL FOR \$66  
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UNTIL SOLD**

R4-R7 Government Forms translated into Mandarin available from  
**[sales@wowu88.com](mailto:sales@wowu88.com)** or call **Emmaline Sibila 08 8113 1833**

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# Dressed for Sale

Selling your home faster



We take the headache out of preparing properties for sale

Research has shown that time spent preparing your home for sale is more effective than lowering your price.

The Dressed for Sale team has styled over 450 homes and has the experience to get a **faster sale** and a **better price**.

[dressedforsale.com.au](http://dressedforsale.com.au)

To book a **FREE CONSULTATION** call 08 8333 3443





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For sales and valuations contact us.

**Chris Gill      0412 062 112**

**Mark Kurtze 0419 888 485**

**[www.rentrollsales.net.au](http://www.rentrollsales.net.au)**

# Solitaire Automotive Group



**Solitaire** Automotive Group



Complete Motoring Excellence [www.solitaire.com.au](http://www.solitaire.com.au)

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***The Form 1 company*** is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, conveyancing and legal professions.

The complexity associated with form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the Purchaser.



# †The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

Contact Chris Gill  
The Form 1 Company

Phone: 08 7221 4908  
Fax: 08 7221 4909  
Email: [form1@form1.net.au](mailto:form1@form1.net.au)  
[www.form1.net.au](http://www.form1.net.au)

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**Chris Gill Tel: 7221 4908**



## Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

*Need to close an auction?*

*Need an unconditional contract?*

**Call Corsers.**

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



**KARLEY THOMAS 8223 6788**

## The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

Contact:

Karley Thomas  
Corsers Lawyers

**8223 6788**

EMAIL: [corsers@corsers.net.au](mailto:corsers@corsers.net.au)



# Sky Vue

**The Society's SkyVUE eBook has taken the Society to a new level of professionalism.**

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

**We have had superb feedback with this new dynamic way of servicing our data base** and delivering up to the minute information to Members.

**We love it!**

**Garry Topp**

**Chief Executive Officer**

**THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.**

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