

3 DAY REAL ESTATE AUCTION ACADEMY



Including New Nationally Accredited Auction Training Module
CPPDSM4004A (Conduct Auction) and
CPPDSM4019A (Prepare for Auction and Complete Sale)

PRESENTED BY THE SOCIETY OF AUCTIONEERS & APPRAISERS (S.A.) INC
IN ASSOCIATION WITH THE REAL ESTATE INSTITUTE OF SOUTH AUSTRALIA

Presented by Nationally Accredited Trainers Brett Roenfeldt and Garry Topp

This is the only Training Package 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 registration as a Sales Representative or Agent is a pre-requisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).*

This three-day academy is designed for novice real estate auctioneers or experienced auctioneers wishing to hone their delivery skills and fine tune their performances. It is packed with stimulating activities designed to develop your own unique personal style, and presentation, to give you the winning edge.



- Cultivate your potential as a confident Auctioneer
- Inspire trust in your bidders
- Learn vocal techniques to capture audience attention
- Motivate, persuade and relate to your audience with vital performance and acting skills
- Build excitement in your presentation
- Find your own unique style and identity
- Get focused on producing a powerful Auction performance

You will receive specific training on:

- ✓ Delivery Techniques
- ✓ How to design your open and welcome
- ✓ What Conditions of Sale to highlight
- ✓ How to comply with the Code of Conduct
- ✓ How to utilize Best Practice Procedures
- ✓ The Five Ps of Perfect Presentation
- ✓ Auction Documentation
- ✓ Voice Projection
- ✓ Body Language
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ Answering questions
- ✓ All Legislative Requirements
- ✓ Closing

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

Assessment of Competency will be by a panel of three qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

Morning Tea, Lunch and Afternoon Tea Included

National Statement of Attainment issued on successful completion.

For further information about this dynamic program talk to the presenter personally:
 Brett Roenfeldt 04111 80 960.



Dates: Monday 29th November,
 Tuesday 7th & Wednesday 8th December 2010

Time: 9am – 5pm each day

Venue: Arkaba Hotel,
 150 Glen Osmond Road, Fullarton
 Monday 29th November – Osmond Room
 Tuesday 7th December – Osmond Room
 Wednesday 8th Dec – Fullarton Room

Cost: members \$1,220
 non-members \$1,550

Credit Card Authority for Expenses: TAX INVOICE: ABN: 82 885 149 245

Credit Card Type: Visa Amex Mastercard BankCard Diners Club (3% surcharge) \$ _____

Card No. _____ Expiry Date _____/_____/_____

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Names Attending _____

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Please post with cheque or fax to: Society of Auctioneers & Appraisers (SA) Inc. Facsimile (08) 8272 7545. Telephone (08) 8372 7830. 8 Greenhill Road, Wayville SA 5034

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