

Real Estate Auction Academy



2 DAY AUCTIONEERS LICENCE WORKSHOP

Including Nationally Accredited Auction Training Module
CPPDSM4004A (Conduct Auction)

Society of Auctioneers & Appraisers (SA) Inc.
Real Estate Auction Academy

PRESENTED BY
Nationally Accredited
Trainer

Brett Roenfeldt;dt



This is the only Auction Academy run by four times SA Life 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 the Society of Auctioneers & Appraisers (SA) Inc. in association with ACG Global



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.

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

National Statement of Attainment issued on successful completion.

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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 SA Life 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 further information about this dynamic program talk to the presenter personally:
Brett Roenfeldt 0411 180 960

Credit Card Authority for Expenses: TAX INVOICE: ABN: 82 885 149 245
Please post cheque or fax to: Society of Auctioneers & Appraisers (SA) Inc.
Facsimile (08) 8372 7833 • Telephone (08) 8372 7830 • 22 Greenhill Rd, Wayville SA 5034

Direct Debit: BankSA BSB 105 011 Account No. 106 198 240 Account Name: Society of Auctioneers & Appraisers (SA) Inc.

Credit Card Type (please tick): Visa Amex Mastercard

Card No. CVC

Amount: \$ _____ Expiry Date ____/____/____

Cardholder's Name _____ Signature _____

Names Attending _____

Non-members please advise: Address _____

Ph _____ Fax _____ Email _____

NEXT WORKSHOP: JULY 2017

Tuesday 18th July 8am for 8.30am to 6.30pm
Friday 11th August 8am for 8.30am to 5.30pm

Venue: Osmond Room, Arkaba Hotel
150 Glen Osmond Rd, Fullarton
For accommodation enquiries
please call 8338 1100

Cost: Members \$770
Non-members can join prior to
attending

*Morning and afternoon tea
and lunch included!*