# Port Lincoln

CONSUMER & BUSINESS SERVICES WORKSHOP

# DISPEL THE MYTHS

**Ensure your office fully complies with legislation in all aspects of agency and pricing**

**Meet David Sedgwick, Consumer & Business Services Authorised Officer at an Open Discussion Q&A Session!**

**THURSDAY 8th MARCH 2018**
9am for 9:30am start
to 12 noon

**Port Lincoln Hotel**
1 Lincoln Highway
Port Lincoln

Members and employees $44
(groups of 3 or more from the same office $33)
*Non members are invited to join in order to attend*

**BOOK BY**
**FRIDAY 23rd Feb 2018**

**CHAIRED BY SOCIETY TRAINER, CHRIS GILL, WITH CBS AUTHORISED OFFICE DAVID SEDGWICK FROM CONSUMER & BUSINESS SERVICES (COMPLIANCE & ENFORCEMENT OPERATIONS)**

- 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.

**PLEASE ENSURE ALL SALES STAFF AND SUPPORT STAFF ATTEND THIS WORKSHOP**


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