

AucDocs Launch

Chris Gill introduced AucDocs - the new plain English computerised documentation program incorporating the recommendations from the Rau report and other major advancements in technology. This new dynamic product will ensure Society Members are at the leading edge of the Real Estate Industry in South Australia.

Corporate Forms have recently provided similar computerised documentation for the entire Real Estate Institute of NSW. It has now been nine years since the introduction of the Society's Real Property Forms Program and technology has advanced to the point where the current system has reached the end of its useful life.

Whilst it is functional and remains better than other products in the market making changes to the system were cumbersome and limited. AucDocs not only incorporates the latest technology but also includes a re-write of the Society's property forms after extensive industry consultation.

Welcome to the Launch of 'AucDocs', the new and improved Form Delivery System for the Society's property documents. AucDocs features the following improvements on the 'Real Property Forms Program':

- WYSIWYG form completion
- PDF Conversion of Forms
- Emailing of Forms from within AucDocs
- Copy/Paste and Attachment of Annexures
- Simple Site Licensing
- Updates Available Online
- Inbuilt Help
- Right-Click Menu for Quick Access to Form Sections
- Print Blank Form 1

AucDocs retains many of the useful features of the old system including:

- Automatic Insertion of Agency Details
- Automatic Creation of Annexures
- Print Preview (now improved)
- Residential Tenancies Database

- Networkable
 - Intuitive Interface
- In developing AucDocs we also took the opportunity to review the Society's Property Documents.

- Some of the changes made include:
- GST Clauses
 - Market Appraisal and Advertising Range
 - Rural Sales Agency Agreement & Contract
 - Commercial Sales Agency Agreement
 - Commercial Contract
 - Tenancy forms
 - Revised Property Management Agreement
 - Business Sale Agreement
 - Commercial Lease Agreement

AucDocs is an evolving system for members and any input and ideas, be it function or content, will be considered for future upgrades.

Chris Gill



The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Incorporated

AUGUST 2004

Society launches its cutting-edge website

www.auctioneers.com.au

If you hadn't noticed our web page has changed dramatically.

The new look was created and designed by Remy Woods, who currently works for Lawsoft as their IT Manager and has her own web design business called **remy who**.

The Society had a charter of improving the web presence and raising the profile on the web of its Members and after months of extensive consultation and trying different designs and many options we created our new, fully functional and informative web page which is **auctioneers.com.au**

The old one was **auctioneersSA.com.au** so drop the **sa** and go to **auctioneers.com.au**.

This entirely new image in the market place is very Member and Public friendly.

This interactive page includes a full Member search so the public can find you easily and quickly and more importantly, communicate with you.

Home Page

The Home page features pictures of some of the items that Members appraise and auction and the Current Board of Management.

There is a link to Society Major Sponsors Messenger Newspapers, Adelaide Bank, to Key Sponsors Bowden Printing, Adcorp and the Stock Journal and to Lawsoft, Konica, Malaysia Airlines, *The Advertiser*, RSB, T&R and Livestock Markets.

About the Society shows our Mission Statement and Vision Statement and lists all the areas of expertise of our Members from agricultural machinery, plant and equipment, from Real Estate to wine.

Auction Advice

At the recent Seminar "Meeting the New Industry Challenges", Members stated loud and clear that they wanted the Society to market the auction process to the public and to provide back-up promotional material to help them list and sell more auctions.

Now two months down the track the Society has developed two new promotional products aimed at Vendors and Purchasers.

"The 21 Advantages of Auction" is available now on the web or printed on glossy card from Bowden Printing for use in listing presentations. Vendors will be able to see the enormous benefits available to them through this dynamic marketing method.

For prospective buyers we have developed a three panel brochure "Buying Property at Auction . . . How to Get the Edge" jointly with strategic alliance partner Adelaide Bank. This brochure is unique in the Adelaide market and is only available to Society Members free of charge for distribution at open inspections.

The Advertiser every third Tuesday are also available on the web page, currently going back to September 2003.

Members Search

Very important. This interactive page includes a full Members Search so the public can find you and in turn communicate with you and, if you have a web page, see your properties for sale or General Auctions. It is very user-friendly and, like the feedback page, does not have compulsory fields. It also enables you to search by any field you wish to. Please log on to the new site and check that all your details appear and are correct. Let Garry Topp know if you have any changes.

Golden Gavel

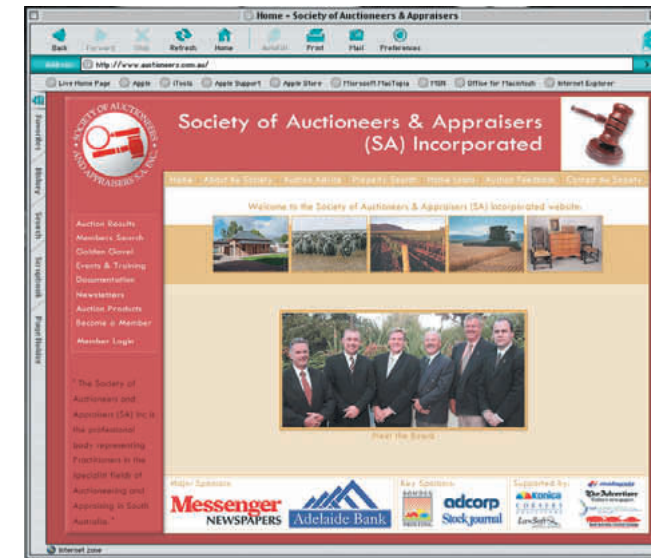
The Messenger Newspapers Adelaide Bank Golden Gavel Page highlights the current winner, Rod Adcock, the five Finalists and all other category winners. The Golden Gavel Journal also appears on this page.

Events & Training:

All Society functions and Training Workshops appear here and you can view or print a brochure and booking form for any Society Event.

Documentation & Log In

Has details of Corporate Forms AucDocs and Genuact, the General Auction system, and Member log in where extensive Forms are available to Members including Terms and Conditions of



Property Search

Enables buyers to search from three different sites: Domain, Real Estate and Property.com

Home Loans

Links to Adelaide Bank and pictures the New Business Managers and shows their particular areas. The Adelaide Bank logo links to their home loan page on their web site.

Provide Auction Feedback:

We encourage public feedback about Auctions and now it will be easy to do. None of the fields are compulsory, so its very easy to provide us with valuable feedback from people attending your Auctions.

Auction Results

The Auction Results that appear in *continued on back page . . .*



Events & Training

AucDocs - Best Use Procedures
Tuesday 24th August
HIA - 9 am

2004 AGM & Cocktail Party
Wednesday 8th September
Adelaide Rowing Club - 5.15 pm

General Auction School
Thursday & Friday 7-8th October
Airport Club - 9 am both days

Diploma Real Estate Agency Course
Commencing September 2004
HIA - 9 am

Breakfast of Champions - Judy Morris
Thursday 28th October
Hotel Adelaide - 7.15 am

Christmas Drinks
Thursday 25th November
Oyster Bar Holdfast Shores - 5 pm

Invitations and Booking forms on the web under Events and Training:
www.auctioneers.com.au

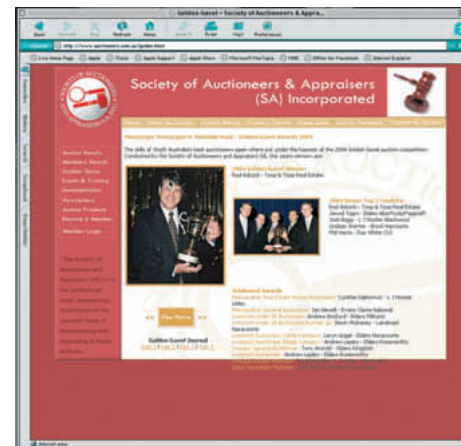
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Sale, Best Practice Procedures, Bidder Registrations, Letter of Offer to purchase, Proxy Bidding Forms, Appointment of Auctioneer etc.

The user name and password have changed for the new site and these details will be emailed to you in the next few days.

Newsletters

Features all the Society regular



Newsletters with a graphic of each newsletter.

Products

All Society products can be ordered online.

Access Statistics for 2004

We get between 15,000 and 25,000 hits per month, which is a lot of people utilising our web page so don't under-estimate the power of the Society as a market force in South Australia.

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Five New Real Estate Auctioneers Hit the Streets

On Tuesday 27th and Thursday 29th July Society Trainers Brett Roenfeldt and Rod Adcock delivered another dynamic interactive two-day Auction School entitled "Conduct Property Sale by Auction", the new Nationally Accredited Course held in association with Real Estate Training College (a division of HIA).

Participants praised the program and unanimously recommended this Workshop to any real estate salesperson looking to develop their presentation, speaking and negotiation skills and wanted a unique insight into how auctions work and the skills required to become a professional auctioneer.

Personal mentoring and coaching saw participants' performances vastly improve

over the two days, with enhanced confidence clearly evident. Non-industry participant Fons Caminiti from Adelaide Bank who participated to gain confidence in public speaking and an enhanced understanding of the Real Estate Industry said "I enjoyed every minute of it."

Head Trainer Brett Roenfeldt thought that Fons' performance was one of the best on the day and it was refreshing to see such a great performance with much empathy coming for a Banker! Well done Fons and congratulations to the others and best of luck in your auction performances.

For details of the next Auction School, please contact CEO, Garry Topp 8372 7830.



Society meets new recommendations head-on!

Actions already taken:

1. Consults with Membership for Strategic Plan of Attack! - **done 18th March 2004**
2. Forms Strategic Alliance with HIA to deliver Nationally Accredited Training including Traineeships - **released 7th May 2004**
3. Promotion of auction to the public at the Hot Property Expo - **2nd, 3rd & 4th June 2004**
4. Creates dynamic new Auction Marketing Listing Tool - **released 15th July 2004**
5. Creates dynamic new Buyer Education Brochure - **released 15th July 2004**
6. Development of new dynamic innovative Plain English Computerised Documentation Package - **released 15th July 2004**
7. Developed cutting Edge new Web Page linking the Public with Members - **released 15th July 2004**

Major Society Product Launch



Principal and Sales Consultant High Achievers were presented with their Certificates.

Hot Property Expo

