



3 DAY REAL ESTATE AUCTION ACADEMY



Presented by Nationally Accredited Trainers
Brett Roenfeldt and Garry Topp

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 (SA) Inc
in Association with the Real Estate Institute of South Australia**



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 0411 180 960

Dates:

Tuesday 5th,
Wednesday 6th
and Thursday 7th
April 2011

Time:

9am – 5pm each day

Venue:

Osmond Room
Arkaba Hotel
150 Glen Osmond
Road, Fullarton

Cost:

members \$1,320
non-members \$1,650

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 _____ / _____

Cardholder's Name _____ Signature _____

Names Attending _____

Non members please advise: Address _____

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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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