



# DISPEL THE MYTHS

## CBS WORKSHOP

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

**CHAired BY SOCIETY TRAINER CHRIS GILL, WITH CBS AUTHORISED OFFICERS PAUL BERTRAM AND 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.

**Wednesday 22nd November**  
8:30am for 9am start  
to 11.30am

Osmond Room  
**The Arkaba Hotel**  
150 Glen Osmond Road  
Fullarton

Members and employees \$55  
(groups of 5 or more \$44)  
Non members are invited to  
join in order to attend.

**BOOK BY**  
**FRIDAY 10th NOVEMBER**

**Please ensure all sales staff and support staff attend this workshop.**

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Names Attending \_\_\_\_\_

Non members please advise: Address \_\_\_\_\_

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