

# DISPEL THE MYTHS

## SALES AGENCY AND PRICING COMPLIANCE



CHAired BY  
SOCIETY TRAINER,  
CHRIS GILL

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

- 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

**THURSDAY 18th February 2021**

8:30 for 9am start  
to 12 noon

.....

**Arkaba Hotel**

150 Glen Osmond Road  
Fullarton SA 5063

.....

Members and employees \$44  
(groups of 3 or more from the  
same office \$36)

*Non members are invited to  
join in order to attend*

.....

**BOOK BY**

**THURSDAY 11th February 2021**

### MAJOR SPONSORS



### KEY SPONSORS



### ALSO SUPPORTED BY



### PARTNERS



**Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245**

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NON-MEMBERS Please advise Address \_\_\_\_\_

Ph \_\_\_\_\_ Email \_\_\_\_\_