

# SOUTHEAST REGIONAL WORKSHOP

- Sales Agency and Pricing Compliance - Presented by Chris Gill
- Form 1 Q+A Session - Presented by Chris Gill
- Challenges Agents/Auctioneers are facing - Presented by Brett Roenfeldt

New Form 1  
Changes due  
1st July 2021

Tuesday 8th June  
At Chardonnay Lodge  
15006 Riddoch Highway,  
Coonawarra SA 5263  
8:30 AM for 9 AM start to 11:30 AM  
Cost \$44 each or \$38 each for two  
or more from the same Office  
Bookings by Monday 31st May, please.

- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the new Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and he has had constant contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Brett Roenfeldt OAM has conducted in excess of 20,000 Auctions in South Australia of Residential, Commercial, Industrial, and Rural.
- Brett is an Accredited Trainer, Business Coach and Mentor.



- 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 that may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

**Did you know the answer to the following:**

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- There has been a violent death at the property, do you have a duty to disclose it?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- Online Auctions - what are the potential problems?
- If a purchaser bids by telephone with a person in the employ of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it to the auction, and they want to bid, what can you do?
- Is there any white ant or pest problem with this property?
- Have all the building and improvements located on the property been approved by the council?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?
- Is GST payable even if the Vendor is not registered for GST?
- When is GST payable on Residential Sales?

**KEY SPONSORS**

**BOWDEN** Print + Media & Marketing = Solutions

**WAVEMAKER** MEDIA, CONTENT, TECHNOLOGY

**READ BROTHERS**

**ALSO SUPPORTED BY**

**The Form 1 Company**

**COWDEN (SA) PTY LTD** (THE INSURANCE BROKERS)

**PerspectiveMedia**

**Estate & Downsizing Services**

**WALLMANS LAWYERS**

**PARTNERS**

**BusinessSA**

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

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

**Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034**

**Email: admin@auctioneers.com.au**

**Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers**

**Credit Card Type (Please tick)**     Visa     Mastercard     Amex

**Card No.**   

**Amount \$** \_\_\_\_\_ **Expiry** \_\_\_\_/\_\_\_\_ **CVV/CVC** \_\_\_\_\_

**Name on Card** \_\_\_\_\_

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

