



# **AGM Presidents Report (2024)**

## **Anthony DeMarco**

We commenced the Financial Year with Agents and Auctioneers Under the Pump where we answer difficult questions that Agents are faced with and a 2-Day Auction Academy in Adelaide and a South East Regional Workshop In Goonawarra in August.

In September we held the Golden Gavel Launch and Breakfast of Champions with Stefan Siciliano in September. The iconic Society Golf Classic at Mt. Osmond in November won by Marz Harkotsikas, Ray White Mawson Lakes.

In 2024 we held another Under The Pump. These are well attended and cover a list of 49 scenarios Agents & Auctioneers can be faced with and we provide suggested answers to comply with legislation and best practice. The sessions are presented by Chris Gill, Brett Roenfeldt and Garry Topp.

April saw another 2 Day Licence Workshop with all delegates from country South Australia.

In May, another outstanding Golden Gavel Live with Rising Star Heats; Senior judging and the Awards Lunch all held at the HWY with Bronte Manuel noticing up his third win in 2024 after winning previously in 2014 and 2013, James Wardle won the General and Ben Krieg exceeded as Golden Gavel Rising Star for 2024.

Real Estate Finalists were John Morris and Hamish Mill and Rising Star Finalists Angus Barnden and Paul Kilby. Top Auctioneer went to John Morris, Real Estate Group Auction Marketer to Ray White.

We also recognised the Top 15 Real Estate Auctioneers and the Top 10 Principal and Sales Consultants that sold the most properties by Auction and recognised the winners, Peter Kiritsis, and Tom Crawford and the Peter du Plessis Golden Pen Award

to Marc du Plessis as well as highest price single lot for the sale of a complete set of Penfolds Grange for \$460,000, a new world record.

We had enjoyed a vibrant year so far!

In May 2024, Eckermans advised the Society that they would not renew their agreement with us.

The Society's Forms were developed with significant input of Society Members for the exclusive use of its Members.

The Society co-wrote the Forms originally with Lawsoft (Mark Kurtze and Chris Gill) and the Society has actively participated with modifications, updates, and enhancements over the years.

The Forms have always been for exclusive use of Society Members.

For 30 years Lawsoft and the Society had an agreement that reinforced the close working relationship that they enjoyed.

In 2021 Lawsoft sold reafoms to Eckermans Lawyers who initially renewed our longstanding agreement.

This agreement expired on 30<sup>th</sup> June 2023 and the Society was keen to renew however Eckermans put forward some outlandish additional requirements such as they required the Society to become a Registered Training Organization (This would cost \$100,000's and it is not part of our charter). We already had an existing arrangement with Academic Pavilion RTO. Whilst the agreement had expired it continued to run on.

In June 2024, Eckermans advised the Society that they would no longer give exclusivity to the Society and they would rebadge the forms with their logo and not ours. They formally terminated our longstanding agreement to take effect on 30<sup>th</sup> June 2024.

The Society of Auctioneers and Appraisers is well known both nationally and internationally. The Society logo on the Forms was an endorsement of professionalism, integrity and we vetted the content of the Forms.

As the Society now has no input into the content of the Forms, it is inappropriate that our logo should appear on the Forms anyway.

We understand that Great Forms content has been substantially changed so it would be prudent of users of the Forms to get legal advice as to the actual content of what is in the Forms and more importantly what may have been omitted.

The Society is currently investigating other options looking to the future.

I would like to thank and acknowledge the 2024 Board

Trish Johnson as Vice President

**Board Members:**

John Young  
Trent Godfrey  
John Raptis  
Jacob Kinsman

**And Board Advisors:**

Gary Johanson (Parliamentary Issues)  
Chris Gill (Compliance and Finance)  
Ray Brincat (Structure and Training)  
Marc du Plessis (Livestock and General)  
Geoff Watts (Country - South East)  
Geoff Schell (Country - Mid North Riverland)  
Sharon Gray (Trustee Schools Auction Idol)  
Brett Wheatland (Property Management)  
John Morris (School Auction Idol)

**Golden Gavel Trustee**

Oren Klemich and assisted by Matt Smith

We are still talking to REISA about Schools Auction Idol however the future of the Society is uncertain thanks to the actions of Eckermanns.

My thanks to the Members. The Society is unique where we strive for excellence and help each other in irrespective of what banner we trade under.

This is particularly evident in the Chris Gill legislation and Brett Wheatland Property Management Training where we consistently get positive and encouraging critiques after each session, saying out Training is led by the best in South Australia.

Not to mention the camaraderie with the Golden Gavel, Society Golf Classic, Our ever popular drinks and networking Events and where high achievers open up their secrets at our Breakfast of Champions.

I will stand down from the Board today.

I can be on call as a Past President if my advice is required on matters of importance moving forward.

Thank you for your support.