



# GAVEL & GLASS



OCTOBER 2014

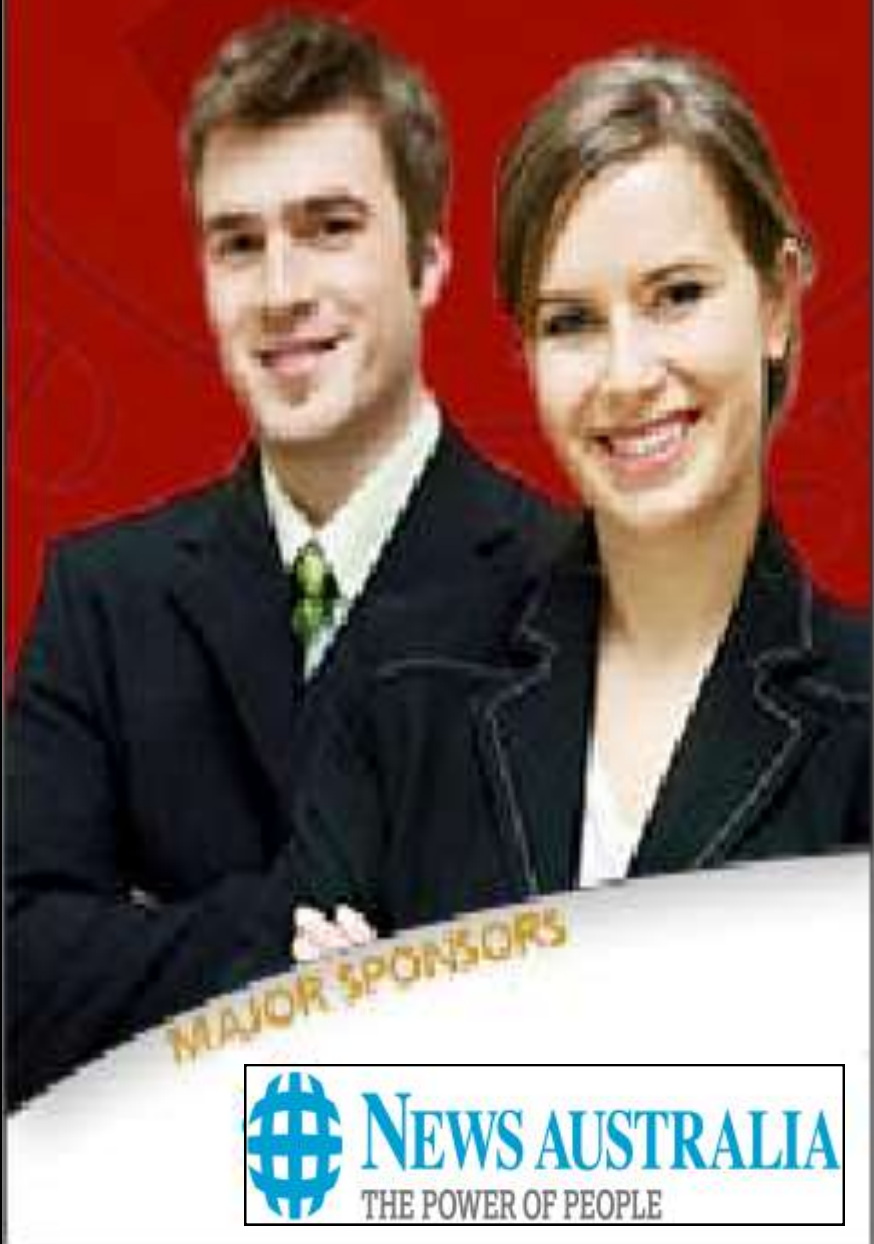
**The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.**

Society of Auctioneers  
& Appraisers (SA) Inc

Established 1981



Representing  
the specialist interests  
of Auctioneers  
and Appraisers in  
Real Estate, Livestock  
and General



# Society of Auctioneers & Appraisers (SA) Inc.

## October 2014

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**Marc du Plessis**

*President*



**Victor Velgush**

*Vice President*



**John Morris**



**Sandra Berry**



**Rod Adcock**



# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.

# A new Beginning for the Society

We have a new President.....

The Society of Auctioneers & Appraisers (SA) Inc. takes pride in announcing our new president elected at our AGM held on Wed 3rd of September is Mr. Marc du Plessis from the well known family business, du Plessis Auction Gallery Pty Ltd at Richmond, valuing and conducting auctions of collectibles, fine art and antiques all over Australia with its head office here in Adelaide.

Marc is the third general auctioneer and appraiser to be elected as president since Colin Gaetjens and Garry Topp in the 90s, and from the only family with three generations as Society members (**Marc's nephew Christopher at the tender age of 15 has just joined the Society as our youngest member ever as he has a keen interest in the family business, and the du Plessis legacy and association with the Society will be carried forward into history**).

Victor Velgush (Refined Real Estate) was elected as Vice Present and other board members are John Morris (Ray White Adelaide), Sandra Berry (Sandra Berry Real Estate-Hahndorf) and Rod Adcock (Regional Manager at LJ Hooker).

Addressing members Mark said “ **My vision for 2015 and beyond is to glean the best from our past 22 Presidents and project that passion and commitment into the future with the focus of increasing the Society's appeal to the younger generation entering the Real Estate, General & Livestock Industries, increasing public awareness of the Society and its Members, whilst moving the Society forward through technology and further innovation.**



Marc du Plessis MSAA

*I have been in the industry for 27 years full time, and have found that whether it is Real Estate, Livestock, Plant & Machinery, antiques & Fine Art or any other area the most satisfying process of sale has to be sale by public Auction.*

*The fall of the Gavel is a magical sound, that generates more emotions than any other, whether you are a bidder, the auctioneer, the winner, the under bidder or just a spectator.”*

At the AGM, **Marc's parents Peter & Robin du Plessis were honoured** with Life Memberships in recognition of extraordinary and outstanding service to the Society and the professions, and a special tribute was made to our 3<sup>rd</sup> President, Mr Christopher McLaughlin of a Gold Plaque commemorating 30 plus years as a Society Member and 50 plus years in real estate and the auction professions. Garry Topp FSAA (Life) CEO

# A new Beginning for the Society



## THE 21 ADVANTAGES OF USING AUCTION AS YOUR PREFERRED MARKETING PROCESS



**Why Auction Real Estate?**  
Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries.

**AUCTION PUTS THE FOCUS ON YOUR PROPERTY**

**What Are the Advantages To Me as a Vendor?**

1. Control, as Vendor you set the terms and conditions.
2. You get a cash unconditional contract.
3. 10% deposit on the fall of the hammer.

The New Board—John Morris, Sandra Berry, Victor Velgush & Marc du Plessis (Absent Rod Adcock)

# Peter & Robin du Plessis Awarded Life Membership

Peter & Robin joined the Society on 15th June 1982 and were both founding members of the Society.

Peter began working with a London based merchant bank in 1961 arranging and conducting auctions of residual barter trade merchandise including tobacco, agricultural equipment and Iranian rugs and developed a keen interest in auctioneering.

Peter worked in 6 continents holding an auctioneers license in Hong Kong, Singapore, and Malaysia and in 1967 was granted his first Australian license when he conducted auctions for Elder Smith Goldsbrough Mort.

In 1966 Robin was a director of an auctioneering and stock liquidating company in Toronto Canada.

Together, Peter and Robin founded du Plessis auction Gallery in Sydney in the late 60s, and then moved their young family to Adelaide.

Their business expanded into all states of Australia auctioning antiques, paintings and collectibles, while also being instrumental in producing legislative changes to most auctioneers Acts across Australia.

Robin obtained her South Australia auctioneers license in 1976 as the first woman to be licensed in metropolitan Adelaide.

Robin served on the committee of the Society for most of the 1980s including editor of the newsletter, and was instrumental in the design of the Society's first logo.



Peter & Robin du Plessis with CEO, Garry Topp

Peter and Robin are both Fellows of the Society participating continually in the Society for over 30 years and of late providing \$2,500 prize money to the General Auction category of the NEWS Australia Golden Gavel Awards.

# Du Plessis Awarded Life Membership

It is with pleasure that we recognise Peter and Robin with Life Membership of the Society in recognition on your extraordinary and outstanding contribution to the Society and the professions.

Dear Garry,

We would ask you to pass on our sincere thanks to The Society members for being awarded our Life Memberships.

As you know we have been around since the first meeting held at the Redlegs Club in 1981 and **have watched the Society “mature” into its present form.**

*We consider it is a privilege – not a duty – to be members of the Society and we look forward to participating in its future growth, and its role in all facets of auctioneering and appraising.*

Sincerely

Robin & Peter du Plessis



# Tribute to Christopher McLaughlin FSAA (Life)

Christopher McLaughlin started his real estate career with Woodham Biggs in 1963 when he was 23 years old and stayed there for 26 years.

Christopher worked as corporate auctioneer working **with Society member Andrew Maros's late father Bruce Maros**, both strong supporters of the Society and its ideals.

*Those were the days when all real estate ads were in the Sunday mail where Woodham Biggs had the centrefold and open inspections were from 2:30PM to 5PM on a Sunday, the contract was on a single A4 sheet there was no cooling off, no Form 1, and you could list a property and sell it on the same day and vendor finance and trade ins were the order of the day.*

After Woodham Biggs Christopher spent 14 months as Associate Director, Auctions for Ballieu Knight Frank, and then started with Bernard H Booth Pty Ltd in 1990 where he remains to this day!

We have a short video of a training film featuring

[Click on the link to see the Video](#)

Bruce Maros and Christopher McLaughlin. Christopher, on behalf of the Society we present you with this Gold Plaque commemorating 30 plus years as a Society Member and 50 plus years in real estate and the auction industry.



Bernard Booth, Christopher McLaughlin, Graeme Whelan & Wally Karpiuk

Garry,  
What you did last night for me surpasses anything that anybody could possibly expect.  
I couldn't believe that Film, it was hard to believe that Auctioneer was me. All those years ago. You did put a lot of work into researching.  
All the best. Christopher McLaughlin FSAA (Life)

# Ruby Membership 30 Years Plus

## RUBY MEMBERSHIP

The Society of Auctioneers and Appraisers (SA) Inc was incorporated in 1981.

This AGM represents 33 years of its proud history so it is proper for us to recognise our founding members who have both supported and guided us through the last 30 years.

We recognise those members who joined the Society prior to 1984 as a Ruby member.

Congratulations to these elite members in achieving this fantastic milestone.

Members being recognised were:

Bernard Booth, John Bruce, Peter Burns, Christopher Codling, Robin du Plessis, Peter du Plessis, Christopher Mc Laughlin, Graham Reynolds & Garry Topp





# Ruby Membership 30 Years Plus



# Auction Marketers



## Auction Marketers



The Top 10 Principal & Sales Consultant Auction Marketers embrace Auction as their preferred method of marketing Property in South Australia.

The Society recognizes the top 10 Principals and Sales Consultants at the News Australia Golden Gavel each year, however these winners were not able to accept their award at the News Australia Golden Gavel so we will present them now;

Stephen Venn accepted his award with John Morris accepting the award on behalf of Bianca Denham



Bianca Denham

# 2014 Annual General Meeting



# 2014 Annual General Meeting



# 2014 Annual General Meeting



# 2014 Annual General Meeting



# 2014 Annual General Meeting



# 2014 Annual General Meeting





# 2014 Annual General Meeting



**SOCIETY OF AUCTIONEERS AND APPRAISERS S.A. INC.**

**THE 21 ADVANTAGES OF USING AUCTIONEERS AS YOUR PREFERRED REAL ESTATE AGENT**

**Why Auction Real Estate?**  
Real Estate Auctions have become one of the most popular methods of buying and selling real estate.

**AUC**  
What Are

# Regional Training

**It's been five years since the major changes and eight months since the more recent changes to the legislation, do you fully understand all the issues and is your office fully compliant?**

Come along for some practical advice and training in agency and contract issues.

Do you feel that you know enough to effectively deal with:

- . GST and margin scheme
- . GST on corner lock cut-offs
- . Your obligations when selling a tenanted property under the new Residential Tenancy Act changes
  - . Contracts and conditions
  - . Land divisions
  - . Sales agency price advertising
  - . Changes and renewal of agency
  - . An associate under section 24G
  - . Form 1 service
- . Swimming pool and spa compliance
- . Foreign investors and review board approvals

*How to deal with your agency agreement when your vendor declines their asking price and subsequent issues with future advertised price*

Please bring your entire office for this real estate documentation update including agency, contract, and Form 1 update and compliance with latest legislation to ensure your current office practice compliant with the new Act and legislation presented by Society Trainer Chris Gill.



**Chris Gill, Garry Topp & Lyn Chow ventured to Mt Gambier on Tuesday 17th September to deliver our popular Documentation Update (Real Estate).**

After driving down the day before arriving at dusk just in time to show Lyn the Blue Lake in the rain and the dark, a quick drink in a local hotel, then a sensational steak and 2 bottles of Di Giorgio Coonawarra Cabernet Sauvignon, we were up and ready at 7am to greet

31 local Agents eager to catch up on the latest issues with the Legislation and Documentation.

**There were plenty of questions and as Chris is from the Industry himself (21 years as a Conveyancer) he was articulate and engaging.** When asked what you gained from Chris's presentation? Answers were "Love the annual refreshers, Loved the examples when answering questions, now I understand an agency extension and the implications to an Agent, **loved the scones and tea.**"

Next: Pt Lincoln Thursday 2nd October

# Regional Training



**Mount**

# David Herbert MSAA Ruby Member



I am honoured to be awarded the Ruby Membership for the Society and extend my thanks to yourself, board members past and present -- with a special thanks to Brett Roenfeldt for his amazing support and training over the years.

I am proud to have been a member of the Society over this time.


Many thanks.  
Regards,  
David Herbert MSAA



**AUCTION**  
**NATIONAL AUSTRALIA BANK**  
**MOUNT GAMBIER**  
Wednesday 12th March, 1997  
RSL Hall, 16 Sturt Street, Mount Gambier at 1.00pm



**DESCRIPTION:** 2 Storey office building renovated and refurbished in 1992.  
**LOCATION:** 1 Commercial Street West (Cnr Bay Road), Mount Gambier's Main Corner.  
**LEASE TERM:** The vendor will lease back for a term of 5 years with 4 additional Rights of Renewal each of 5 years.  
**RENTAL:** The commencing rental is to \$91,000.00 per annum plus outgoings.

  
**The Professionals**  
Herbert Real Estate Pty Ltd  
MT GAMBIER

Chris Burgess  
**BURGESS RAWSON**  
(03) 9670 7255  
126 COLLINS ST, MELBOURNE

7 Helen Street, Mount Gambier, South Australia 5290 Phone: (08) 8725 0500 Fax: (08) 8724 9512  
Email: herbert1@herbert.com.au Website: www.herbert.com.au



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South Australia 5290

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Facsimile (08) 8724 9512  
Email: herbert1@herbert.com.au  
Website: www.herbert.com.au

## Auction Career – David Herbert 25/09/14

David's first auction was a mortgagee sale in 1970 of a small cottage at Glencoe approx 20km North-West of Mount Gambier which sold under the hammer for \$1,200.

Never having conducted an auction the experience was terrifying?

To obtain some training David joined the local Toastmasters Club gaining experience in public speaking, meeting procedure and the confidence needed to be a successful auctioneer.

The 1970's saw the shift from the traditional high street of retailers (including Coles and Woolworths) when larger supermarkets were established. Herbert Real Estate conducted many clearing sales of shop fittings from these businesses during this period. Over the years clearing sales have figured prominently in this diverse business.

Located in a regional centre has meant business has conducted sales and valuations of a wide variety of properties including residential, rural, commercial/industrial, coastal and business sales.

Auction sales have included the National Bank, The former Adelaide Bank property, prominent retail properties in the CBD, an Abattoir, Forest Lands a Piggery and other Rural Properties.

David has been a keen supporter of The Auctioneers and Appraisers Society since inception and was a Golden Gavel Award winner for the South East in 1998.

Auctions are a great way to offer a wide variety of properties and other assets for sale in a competitive market. Herbert Real Estate continues to offer properties for sale at auction.

# Board Casual Vacancy

A vacancy currently exists on the Society Board for a **General Auctioneer or Appraiser for the General & Livestock task Group, any suitable Member can apply**

The Board consists of 6 Society Members who are Practising, Master, Fellow or Life Members. (Associate or Affiliate Members cannot hold a position on the Board).

The Board consists of a President and five other Board Members who shall be required to serve on various Task Groups namely:

- a. Real Estate Auctioneers & Appraisers Professional Development, Training & Membership
- a. Livestock & General Auctioneers & Appraisers Professional Development, Training & Membership
- a. Member Communication, Technology, Social Networking & eBooks
- a. Social Events

Board Meetings are held on the second Wednesday of the Month 5 for 5:30pm at the Meeting Room, Ground Floor, Society Offices, 8 Greenhill Road, WAYVILLE SA 5034 and usually last for approximately 2 hours.

A Strategic Planning meeting is held after the AGM to allocate Board members to the various Task Groups and to plan the direction and calendar of Events and to give the various Task Groups targets and directions as to Events & Training and to define Member benefits and various other business for the ensuing year.

Board Members are allotted positions on Task Groups such that the Chairperson of the Task Group is required to convene a monthly meeting with his or her counterpart and to conduct and carryout various tasks and aspirations of the Society, and to provide a written report to the Board at the end of every month, together with a report for the Members to be published in the eBook advising Members of the happenings and progress of their particular portfolio and to keep them up to date with ongoing matters like Legislation.



Garry Topp FSAA (Life) CEO

The monthly time commitment for each Board member should be in the vicinity of 5 hours per month conducting Society business, plus attendance at ALL Society functions and Board Meetings.

Members can nominate for a Board position at any time & as a result can be invited to fill any casual vacancy as it may become available, or nominations can be received for positions on the Board at the AGM, held in September each year.

To view a Board Nomination pack, please [click here](#) or call CEO, Garry Topp Tel: 8372 7830

# Farming property at Willalooka sells for \$4.3M

## Sarnia & Karingal Property Auction Report

We are pleased to report the successful auction on Wednesday 3rd of September 2014 for the Sarnia and Karingal properties at Willalooka.

These impressive properties represent the very best this district has to offer and have great capacity to produce excellent livestock and crops.

A crowd of some fifty plus onlookers gathered to see the properties offered firstly as a whole being 1852 hectares (4575 acres) where bidding between two parties eventually saw Sarnia & Karingal sold under the hammer for \$4.3 million (\$939 per Acre) to local nearby land holders who had formed a syndicate to purchase the properties.

Sarnia and Karingal have been long held by the Le Messurier family for some 59 Years.



Geoff Watts MSAA  
Landmark Harcourts Keith



Agistment or Lease country urgently required.

We have a client who is in urgent need of some agistment or lease country for his 150/200 Cows.

His property in the Wentworth NSW district is rather dry and the fact that there is 50 years breeding behind these cows he is very reluctant to sell them. He will consider short or long term.

If you can help him out even for just a semi load for 3 months or so please contact me ASAP.

Yours sincerely

Geoff Watts

0427 717 515

[geoff.watts@landmarkharcourts.com.au](mailto:geoff.watts@landmarkharcourts.com.au)

# Travels with the Colonel—Colin Gaetjens in Spain

KEN GARGETT IS ONE OF AUSTRALIA'S LEADING WINE WRITERS, CONTRIBUTING COLUMNS TO THE BRISBANE COURIER MAIL, HERALD SUN, GOURMET TRAVELLER WINE AND CRACKAWINES.COM.AU.

*HE IS AN UNASHAMED LOVER OF THE GOOD THINGS IN LIFE: CHAMPAGNE, CIGARS, FISHING AND TRAVEL. ON A RECENT TRIP TO EUROPE HE RAN INTO A MAN AFTER HIS OWN HEART, OUR OWN COLIN GAETJENS. THIS IS THEIR STORY...*

"Caught up with Colin Gaetjens in Paris to head across to the Mosel. Needless to say, at least to those who know him, he would be doing the driving and navigating.

After forgetting what side of the road he was supposed to be on about 18 times, and over-correcting about 18 times, we finally come to a large flowing body of water. "That would be the River Something," he proudly announces. Marco Polo couldn't have put it better.

We have put down his unexpected grumpiness to the fact that he forgot his Vegemite and as anyone who witnessed 'the Madrid incident' knows,

Gaetjens and his Vegemite are not easily parted.—For those not in the northern hemisphere that fateful day, our hero arrived at the Madrid airport for an internal flight, dressed in his prize blue pork pie hat (who travels with a different hat for each day of the week?).

He had with him, in his hand luggage, a tube of Vegemite. The unsuspecting woman at Spanish Customs advised him that she was confiscating it (under the 'no paste' rule – or possibly the 'good taste' rule).

She was advised, in return, that she was not.

Chaos followed and within minutes, a crowd of, without exaggeration, 400 bemused onlookers had gathered to witness the battle.

She had absolutely no idea what it was or what it could be used for but she was not buying this myth that anyone would be so insane as to actually try eating it.

When that didn't work, Colin tried identifying the shortcomings of Spanish Customs. That worked about as well as you'd expect.

He then moved on to his personal thoughts on Spain itself. As far as I could work out, Spain's greatest crime was... not being France.

Eventually, telling them that this wasn't over, Colin abandoned his Vegemite (to be honest, it pretty much was all over by then).

For the next hour in the airport, I watched little children duck behind the legs of adults to hide when they saw him coming and I am convinced that Spanish parents now put the fear of God into their kids by telling them tales of how the man in the weird hat will come for them in the night if they don't behave.

This is an excerpt from the latest Gaetjens Langley Newsletter



Colin Gaetjens

5th President 1990-1992

## Are Saturdays still the best day of the week for Auctions?

The day of choice for successful auctions are usually on the weekend but Jamie from Platinum Property Network likes not only mid week auctions but conducting them at the end of the day.

**5:30 pm on Thursday 18th September saw Unit 10 at 212 Kensington Rd Marryatville go under the hammer with the auction conducted by Society Member AJ Colman; there were 8 registered bidders.**

Lots of fierce competition and the property was sold for \$480,000. **This figure was \$90,000 above reserve and the highest bidder afterwards told the agent that the competition saw him move past his logical limit by \$30,000.** The power of Auction!!!!!!!!!!!!!!!!!!!!!!!!!!!!

<https://www.youtube.com/watch>



The Society is trying to make everything as convenient as possible to our members in order to record upcoming auctions onto our webpage.

We have created **corporate login for upcoming auctions reporting** for each company that has more than one member in the office.

Instead of login separately into your personal account each time when you enter an upcoming auction, you can now share one login and one person from your office can manage it all!

To login to your company account, please email **Lyn Chow at [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)** to enquire for your username & password if you have not received it via email.

Once someone has logged in with the user/password you have created, you will be able to see tabs for each of the auctioneers in your company.

If you click on a user, you will be able to enter auctions and subsequently post the results after their auctions.

The user highlighted in white is the one you are currently viewing.

Garry Topp   Jason Wall   John Will   George Smith

New Listing

| Auction Type     | Description | Address         |
|------------------|-------------|-----------------|
| Property Auction |             | 487 Port Road   |
| Property Auction |             | 429 Mersey Road |

**For further enquiries, please contact Lyn Chow at [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) or call 83727830.**



# Telstra Business Women Awards— Sandra Berry



## SUPPORT YOUR FINALIST

The countdown to the announcement of this year's winners is on. To give your finalist a boost, why not send them a message?

We'll be showing your messages of support on the big screen at the Telstra Business Women's Awards Gala Dinners.

**Show your support by sending your message now.**

If you have any questions, please call the Awards team on **1800 817 536**.

\* While we'll try to display every message, unfortunately we can't guarantee each and every message will appear.

Our newest board member Sandra Berry is a Finalist in the 2014 Telstra Business Women's Awards on the 14th October as a Business Owner. She is competing for the honour with another 4 women from a range of Industries . This is the first time a Real Estate Business Owner has reached the finals.

To support Sandra, click on the link

<http://finalists.telstrabusinesswomensawards.com/> to send in support message for Sandra to the Telstra team by the 10th October 2014.

# Pop Up Auctions by John Morris



*Brett Pilgrim on  
Channel 7 News*

When Society member and Ray White Adelaide principal Brett Pilgrim listed 2 apartments for auction in the CBD last month, he wanted to go about it a little differently.

Following the craze of pop-up bars and restaurants, and having recently discussed the idea of 'pop-up auctions' with Jason Andrew, Brett thought this would be the perfect fit. Jason holds these types of auctions often in Brisbane in art galleries or bustling cafes as a way of celebrating the community and introducing prospective buyers to the neighbourhood.

So Brett, along with fellow auctioneer and board member John Morris, held Adelaide's first pop-up auction at Panacea in Halifax Street and it was a great success. One selling under the hammer on the day and the other selling within 48 hours.

The result was featured on Channel 7 News.

Copy and paste the link onto your browser to check out the report.

[http://www.sbm21.com/c.cfm?  
l=419430&c=26628002&m=130864&b=1330387](http://www.sbm21.com/c.cfm?l=419430&c=26628002&m=130864&b=1330387)

# 2 Hour Training Workshop at Your Office



## SALES CONSULTANTS TRAINING & MENTORING

2 HOUR AUCTION WORKSHOP  
IN YOUR OFFICE EXCLUSIVE TO YOUR SALES TEAM

***The Strategies and Processes  
From Listing to Settlement on How to  
Conduct a Successful Auction Campaign***

**We will provide you with all the skills needed to achieve  
Sales Success:**

- Accelerate your image through Auction
- Perfect the Auction Process
- Negotiate with Unconditional buyers
- Become a Master Auction Marketer

Nationally Accredited Auctioneer and Trainer Mr Brett Roenfeldt will provide an exclusive two-hour personalised Auction Workshop for your Sales Team to be delivered in your office one on one with your Sales Team convening all aspects of the Auction process including:

- Auction Benefits to Vendors and Agent
- Listing dialogue that will excite your Vendor about the Auction process
- Vendor Reporting
- Vendor To Do Tasks
- Optimum length of campaign
- Buyer's scripts at front door
- Best follow-up techniques to ensure you get them to the Auction
- Best Vendor communication program to ensure most competitive result
- What to do on the day
- When to use a price guide and when not to
- Embracing new Auction legislation to your advantage
- Negotiation techniques during the Auction process to maximize sale price

**AUCTION ON THE RISE IN 2014**

This unique two-hour workshop will discuss topics such as:

- Effective handling of buyer enquiry
- Structured face-to-face Vendor Meetings
- Buyer Pre-auction Meetings
- Bidding Strategic Meetings



**MAJOR SPONSOR:**  
*News Corp* Australia

**KEY SPONSORS:**







**ALSO SUPPORTED BY:**










**COST:** members \$490      **BOOKINGS:** Call Lyn Chow on 8372 7830

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

**Direct Debit:** BankSA    BSB 105 011    Account No. 106 198 240    Account Name: Society of Auctioneers & Appraisers (SA) Inc.

**Credit Card Type** (please tick):      Card No.

Visa    Amex    Mastercard    Diners Club (add 3% surcharge)

Amount: \$ \_\_\_\_\_

Cardholder's Name \_\_\_\_\_      Signature \_\_\_\_\_      Expiry Date \_\_\_\_/\_\_\_\_

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

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

**Society Training—We come to YOU!**

Another first for the Society where      Society  
Head Trainer, **Brett Roenfeldt**  
will come to YOUR office and provide a  
**2 hour motivational Workshop**  
exclusive to your sales staff designed to re-  
vitalize and challenge the entire office into being  
**a Master Auction Marketer.**

**Click on the brochure to book for this excit-  
ing new opportunity and to enhance the image  
and viability of your office utilizing Auction.**

# Solitaire Automotive Group



Solitaire Automotive Group, proud supporter of the  
**THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.**



DL65541

For more information visit our website at [www.solitaire.com.au](http://www.solitaire.com.au)



# Society Golf Classic 2014



**Friday 7th November 2014**

|                          |                           |                    |                           |
|--------------------------|---------------------------|--------------------|---------------------------|
| <b>11.30am</b> Arrive    | <b>Stirling Golf Club</b> | Teams of 4 players | \$88 for golf, on-course  |
| <b>12 noon</b> BBQ Lunch | 35 Golflinks Road         | Ambrose with       | drinks, barbecue lunch    |
| <b>12.30pm</b> Tee off   | Stirling                  | shotgun start      | and snacks after the game |



**BOOKING FORM: 2014 GOLF CLASSIC**

Note: Payment must be received with this booking form. Please post this slip with payment to: Garry Topp, Society of Auctioneers & Appraisers (SA) Inc., 8 Greenhill Road, Wayville SA 5034 or fax to 8272 7545

Team: \_\_\_\_\_

Player 1: \_\_\_\_\_ Handicap: \_\_\_\_\_ Player 2: \_\_\_\_\_ Handicap: \_\_\_\_\_

Player 3: \_\_\_\_\_ Handicap: \_\_\_\_\_ Player 4: \_\_\_\_\_ Handicap: \_\_\_\_\_

Note: Players without official handicap – maximum 24 will apply.

Credit Card Authority for Expenses. TAX INVOICE ABN 82 885 149 245

Credit Card Type (please tick):  Visa  American Express  Mastercard  Diners Club (add 3% surcharge)

Card No. \_\_\_\_\_ Expiry Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ \$ \_\_\_\_\_

Cardholder's Name \_\_\_\_\_ Signature \_\_\_\_\_

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Take an afternoon to relax, socialize and just have fun with us at the annual Society of Auctioneers & Appraisers (SA) Inc Golf Day!

Lots of fun for all, make up a team with your colleagues and friends!

**Time & Date: 11:30am | 7th of Nov**

**Venue: Stirling Gold Club**  
35 Golflinks Road Stirling

[Click here for Booking Form](#)

# Chinese Realestate marketing.....Open more doors with us.



Wowu88 is a leading marketing agency, introducing the first online realestate platform for the Chinese community in Adelaide.

If you're a real estate agent reading this, you most likely have already heard of us or have used our website to advertise your property listings.

As Chinese buyer levels continue to increase, we are experiencing more agencies approaching us to help them attract and target the Chinese buyer market.

Our website portal includes all the necessary features to promote your property listings and Agency profile.

Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

1. The only Chinese marketing property service in SA
2. We provide a Mandarin translation of your full property description
3. Online listings include unlimited photo gallery, link to your website, your logo and contact details
4. Stand out from your competition with Customized URL page links and translated printable eBrochures, these are great to hand out at your Open Home inspections
5. Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome
6. You can benefit from being a Wowu88 customer by updating your marketing materials; use the Mandarin translations in your newsletters, flyers and booklets
7. We're local, and have a hands on approach; we are available to offer our customers assistance and advice on how to engage with the local Chinese community
8. Use our marketing service as a listing tool, and at the end of the day, make more money for you and your vendors

Take control of your marketing and list on **wowu88.com** to reach **Chinese buyers!**  
Contact **Emmaline** today on **08 8113 1833** or **0432 992 885**



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**The Form 1 company** is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, conveyancing and legal professions.

The complexity associated with form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the Purchaser. Chris Gill Tel: 7221 4908

## Important News Update:

[Scammers sell Canberra house without owner's knowledge](#)

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# 2 Day Auctioneers Workshop

The Society of Auctioneers and Appraisers are holding their 2-day Auction Academy for Sales Consultants and aspiring Auctioneers on the 30th & 31st of October, Proudly presented by the well renowned auctioneer Brett Roenfeldt and CEO of the Society, Garry Topp. This 2-day event allows you to get the required qualifications as recognised by CBA to hold an Auctioneers licence and call and conduct auctions here in South Australia.

Train in October.....Auction in Spring – AWESOME!

What a great additional element to your Real Estate repertoire, especially given the documented rise in popularity of auctions here in South Australia. BOOK NOW and use the attached form to secure your place!



**BOOK NOW**





## 2 DAY AUCTIONEERS LICENCE WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A. (Conduct Auction)

### Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by four times News Australia SA-BankSA Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 15,000 Real Estate Auctions in South Australia

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Presented by the Society of Auctioneers & Appraisers (SA) Inc. in association with the Real Estate Institute of South Australia

This Training Package is 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 accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). 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 two-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
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative Requirements
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

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 two qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

**National Statement of Attainment issued on successful completion.**

For further information about this dynamic program talk to the presenters personally:  
**Brett Roenfeldt 0411 180 960 or  
 Garry Topp 8372 7830**

**DATES & TIMES:**  
 Thursday 30th October 2014  
 8am for 8.30am start, finish 6.30pm  
 Friday 31st October 2014  
 8am for 8.30am start, finish 5.30pm

**VENUE:**  
 Osmond Road, Arkaba Hotel  
 150 Glen Osmond Road, Fullarton  
 Accommodation: 8338 1100

**COST:**  
 members \$880; non-members \$1,100

**CLOSING DATE:**  
 Tuesday 30th September 2014  
*Morning & Afternoon Tea and Lunch Included*

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# Sky Vue

The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

We have had superb feedback with this new dynamic way of servicing our data base and delivering up to the minute information to Members.

**We love it!**

**Garry Topp**

**Chief Executive Officer**

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