



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

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FEBRUARY 2015



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Society of Auctioneers & Appraisers (SA) Inc.

February 2015

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Marc du Plessis
President



Victor Velgush
Vice President



John Morris



Sandra Berry



Rod Adcock



Ben Clarence





Board Members Report— Victor Velgush

Member Communication, Technology, Social Networking & eBooks



Welcome to 2015 and what a way to start the year!

The market has resumed as hot as it was towards the end of 2014 and if it keeps up at this rate, we are all going to be in for a huge year.

Property enquires are flooding in and good levels of attendance are being recorded at open inspections. We are excited for the year, incredible properties up for offer, outstanding results and growth for the industry as a whole.

On a personal level, I sincerely hope you enjoyed a wonderful Festive season; that you indulged in one too many mince pies and spent lots of quality time with family, friends and loved ones.



The New Year is also of course, the ideal time to set goals and put plans in place for the year ahead.

I hope you have set your goals high and started the year with enthusiasm and the determination to reach them all.

The Board are extremely excited for the year ahead and eager to make it the biggest, best year yet.

All of the hard work and effort contributed last year, has resulted in some monumental outcomes and opportunities, all of which are going to be relished in, as the year unfolds.



We are very proud of our affiliation with **Solitaire Motors, Adelaide's most exclusive Prestige car dealer.**

Not only are we able to marvel at the beauty and craftsmanship of the **Bentley, Aston Martin and Maserati** without any pressure from the sales team or expectation to buy, but we are also given the opportunity to invite our VIP clients on drive days.



Board Members Report— Victor Velgush

Member Communication, Technology, Social Networking & eBooks



The drive days are really something special. You and a partner choose which of the six cars you would like to drive first, are then given the keys and instructed to ‘drive and enjoy’!

You spend the morning or afternoon, switching between the cars and enjoying a beautiful drive to the hills.

A beautiful winery setting awaits you, at this point, you can indulge in some of SA’s best wines and cuisine and try to decide which of the cars has stolen your heart!

If Prestige cars, award winning Wine and gourmet Food are high on your lifestyle agenda, register your interest with us today.



We have also been working hard on strengthening our relationships with the Chinese community and are thrilled to have secured a key Chinese sponsor in **wowu88.com**.

This has been instrumental in the release of our contacts in Mandarin.

This places us in a preferential position with Chinese agents and buyers which have been so valuable in bringing investment and growth to our market.

We have much to be excited about as we commence the year and are looking forward to many more sensational events and announcements as the year progresses.



Victor Velgush M.S.A.A
Vice President



Ben Clarence joins the Board at a young age of 23!



My Real Estate career began straight out of school in 2010; I joined the industry after competing in the grand final for the **Schools Auction Idol**, and was contacted shortly afterwards by **Lindsay Warner**, who offered me a job at *Brock Real Estate*.

I worked under Lindsay as his Sales Assistant for several years, as I learnt about Real Estate, studied the legislation and practiced my auctioneering skills. I promised myself at this stage that I would one day make up for not winning the Schools Auction Idol back in 2010.

In 2013, I finally kept my promise I made to myself when I didn't win the School's Idol, and won the Rising Star category at the Golden Gavel. This was one of my proudest achievements, and something I felt I had worked very hard towards for a long time.

I started working as a Sales Consultant for

“Harcourts Brock Williams” in Adelaide in 2014, but 7 months later I decided to work closer to home in the Northern Suburbs. **I moved to “Harcourts Gawler Sales” to work with Nick Bevan and the team, and it was here I conducted my very first live auction.**

Since starting, I have always aspired to give something of myself back to the Society of Auctioneers and Appraisers. I feel that I owe my career and many of my life skills, to working in real estate, which was only made possible through the society and the Schools Auction Idol Program.

Being appointed to join the board is a huge honour to me, as I have always given as much of my time as possible in assisting with Society events as well as my support for the Schools Idol program, as well as competing in the Golden Gavel.



I was warned when I considered my first real estate job offer that the industry was famous for “using up and spitting out” young employees, however at the Society of Auctioneers and Appraisers I have found nothing but support, care and guidance from the members.

It is with my position on the board, I plan to encourage this kind of care towards young professionals that I was afforded when I started, to become the industry “norm”.

I am certainly looking forward to working on the board of the Society this year and bringing in younger members to the Society through my position. **Ben Clarence MSAA**





Welcome to the board Ben!

Dear Ben,

On behalf of the Board and the Members of The Society of Auctioneers & Appraisers SA (Inc), I would like to congratulate you on your election to the Board. The Board is looking forward to working together with you in making the Society the professional body that people both want and need to be a part of, well into the future. We would like to thank you in advance for the time and energy you are willing to give back to the industry in South Australia.

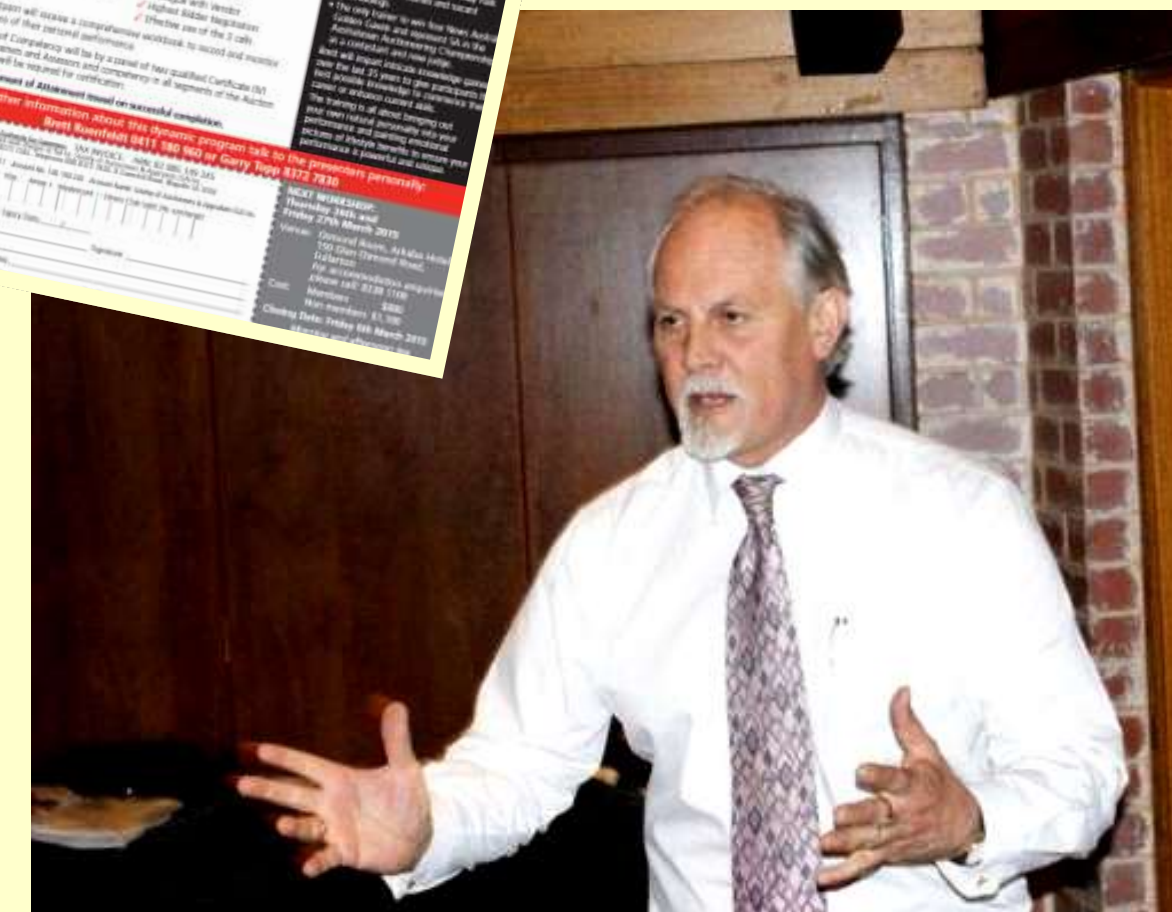
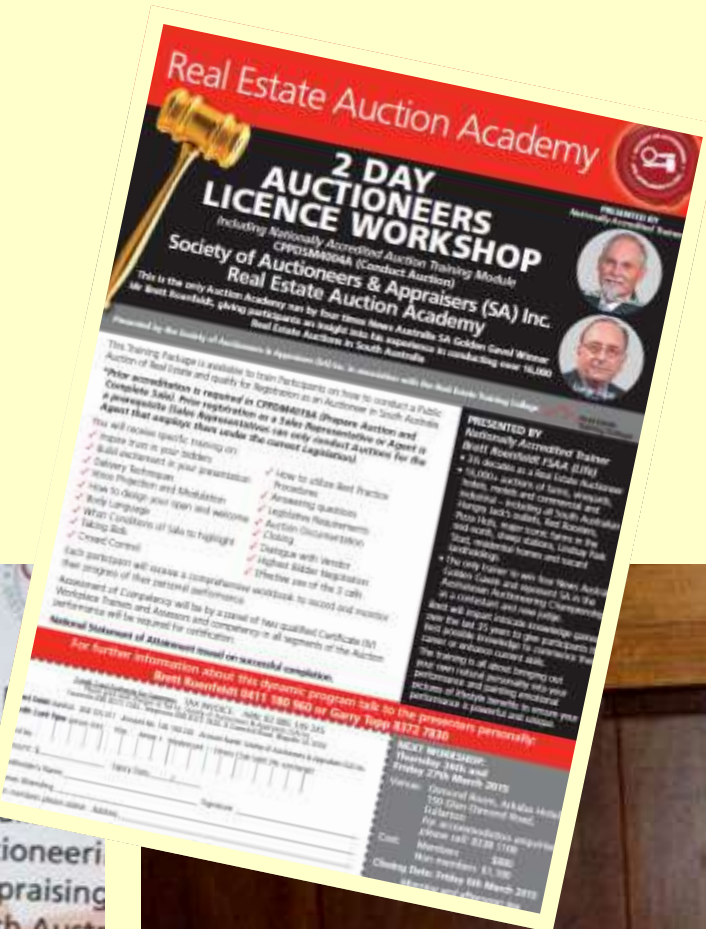
Please do not hesitate to contact myself (or any of the Board or CEO) for any help you may need.

*Kindest Regards,
Marc du Plessis MSA A
President*





Nationally Accredited Auctioneers Workshop



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Nationally Accredited Auctioneers Workshop Testimonials



When asked, what was your highlight from the presentation? Answers were:

“Brett and Garry went out of their way to pass on their knowledge in an encouraging and cheerful manner, they retained control at all times and kept the course on track; Yes, the way we put the script together was brilliant; It was fantastic – really appreciated the willingness of the instructors to impart critical knowledge and share best practices; Nice to get a real life view of the pressures and importance of a quality auctioneer, it was very challenging, thorough and enjoyable.”

What did you like the most?

“The encouragement and the constant highlighting of our strengths and the encouragement to improve; The coaching and the knowledge imparted; The hands on nature of the course; The role playing and practical tips; The breathing and the forced role plays, the energy of Garry and Brett, the mental challenge.”

Were you inspired to change your way of thinking on any issues?

“Yes the proper structure and conduct of the auction process will ensure the best result is achieved for our vendors; Yes, to slow down and think not to add lib, stick to the script and stay out of trouble; I’m auction tuned!

What would you tell others the main benefit of this workshop?

“Attend and learn and then others will recognize your professionalism; Growing confidence even if you don’t want to be an auctioneer you’ll understand the whole industry better; It was practical, insightful, invaluable, with tips and direction from the absolute best.”



[Click here to see details of our next Workshop](#)

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Residential Auction A-M—Suggested Summary



The standard conditions of auction (as required to be made available for perusal before the auction) apply to the auction as binding contractual conditions.

- A. Any person may bid in person or by their proxy representative, subject to the conditions of auction
- B. The property is being offered subject to a reserve price
- C. To make a bid, a person must be registered and display a bidders number allocated by the Auctioneer
- D. The Auctioneer may make three bids on behalf of the vendor, and those bids will be declared as “vendor bids.”
- E. The Auctioneer may refuse a bid that is not considered to be in the best interests of the Vendor
- F. The highest bidder at or above the reserve price will be the purchaser
- G. The Auctioneer will not accept a bid made after the fall of the hammer
- H. At the fall of the hammer, the property will be at the risk of the purchaser and the purchaser will be required to sign the contract and pay a deposit of 10% of the purchase price, with the balance due in cash at settlement (mention variations)
- I. Cooling off rights do not apply to sale by auction



Society's SOLD STICKERS

**50 Stickers for \$50
if you pick them up from our office.**



**Please let us know
when you will arrive
so we can have them
ready!**



Board Members Report— Ben Clarence

Schools Idol – My Own Reflection



I had studied Drama as a subject (once), which I believe gave me some level of confidence to stand in front of an audience of my own classmates, but that was a totally scripted scenario which we had practiced 100 times over in front of each other beforehand.

And when AJ Colman told me that Auction Practice would commence at lunchtime on the school oval, you can easily imagine that I was feeling a little less than confident.

But I went ahead anyway and practiced in front of my schoolmates on the oval, and soon we would often have groups of 15 - 20 students watching the “performance” we would put on, often competing against each other in the bidding and buying crappy 2 bedroom run-down “Renovators Delight!” houses in Elizabeth Park for in excess of \$1.5m, and seemed to think that it was a genuine bargain! (Hopefully no-one tells CBS retrospectively...)

Competing in the Schools Idol on the big day was admittedly a big thrill, but also extremely nerve-wracking. This was my first real test of what I had learnt, with real judges, “real” bidders and a large number of students from the School that hosted the competition watching.

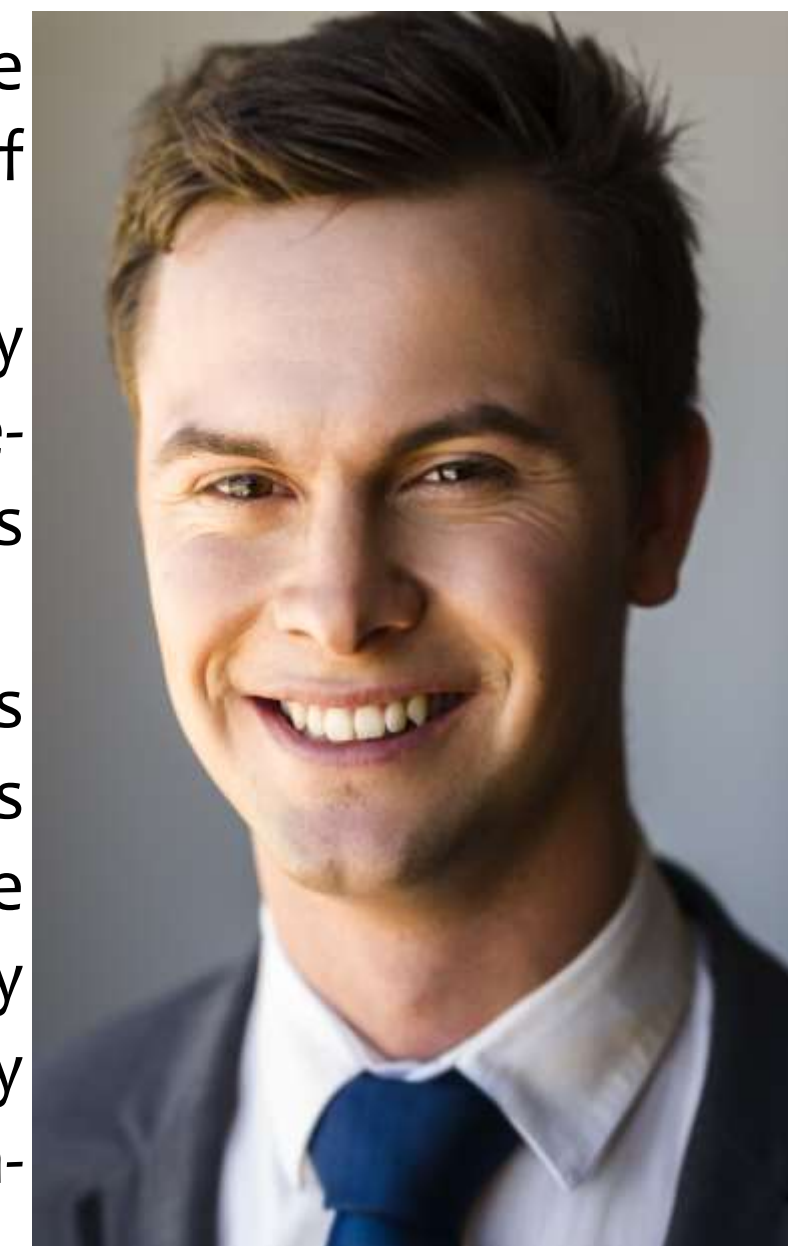
I won't lie; it was the longest 12 minutes of my life.

Anyone who says they don't get nervous before the Golden Gavel is lying.

Any student that says they weren't nervous leading up to the Schools Idol, obviously hadn't been properly told about what was involved.

But I got through it, and sold my “5 bedroom palace in the Spring Hill Estate of Golden Grove, complete with marble bench tops, 10m swimming pool, rumpus room, double garage, formal and informal living areas” for a little over a lazy \$350,000. (Again, hopefully no-one tells CBS retrospectively...)

I even managed a place in the finals, which I did not win, however I met my future boss the esteemed and revered Mr Lindsay Warner, who had taken me to train for the gavel by having me run a lap of the North Beach shores, shouting my auction script at the top of my lungs.



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Board Members Report— Ben Clarence

Schools Idol – My Own Reflection



Looking back, I hate to say it, but my Course Coordinator was right; the Schools Idol certainly gave me a constructive outlet for my energies which turned into a career.

And I owe a lot to the real estate industry, it's provided me with quite a number of life lessons as well as a valuable income.

I tell this story to quite a number of young students I meet, as I encourage them to try their hand at auction in the Schools Idol, and I hope that all of you reading this can re-tell my story to anyone in years 10 - 12 who is probably in the midst of considering what to do with their future.

Schools Idol provided me not only with a job, but it provided me with a level of confidence in myself, and it taught me a lot about hard work and dedication towards an "art". ***The Art of Auctioneering.***

Ben Clarence M.S.A.A



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Important Dates for 2015

News Corp Australia

Golden Gavel and Schools Auction Idol

February 19th (Thursday)

Launch

March 27th (Friday)

School's Auction Idol Coaching by Lindsay Warner at Underdale
High 9am – 2pm

April 10th (Friday)

Golden Gavel Nominations close

May 14th (Thursday)

School's Idol Heats Underdale High School

May 20th (Wednesday)

Golden Gavel Heats

May 21st (Thursday)

Golden Gavel and Schools Auction Idol Finals & Cocktail Party

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Bronte Manuel's 2014 winning
performance!



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23.... NOT OUT!

It's that time of year again...

News Corp Australia

GOLDEN GAVEL LAUNCH

THURSDAY 19th FEBRUARY, 5.30pm

Sir Keith Murdoch House, 5th Floor, 31 Waymouth Street,
Adelaide

Cost: \$45 (includes canapés and beverages)

Official welcome by President Mr Marc du Plessis MSAA and
full details of this exciting calendar of events by Trustee, Or-
en Klemich MSAA and Schools Auction Idol Guardian

Lindsay Warner FSAA

Please RSVP by

Friday 13th February 2015

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the booking form.





GOLDEN GAVEL

Highlights



Click here to watch
21 Years Highlights of
the longest
running auction
competition in the
Southern
Hemisphere!



Marketing to Chinese Buyers— Property Brochures in Mandarin



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

- Printable **Chinese Property Brochures**
- Online property portal
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- 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



- Compatible with Mobile devices

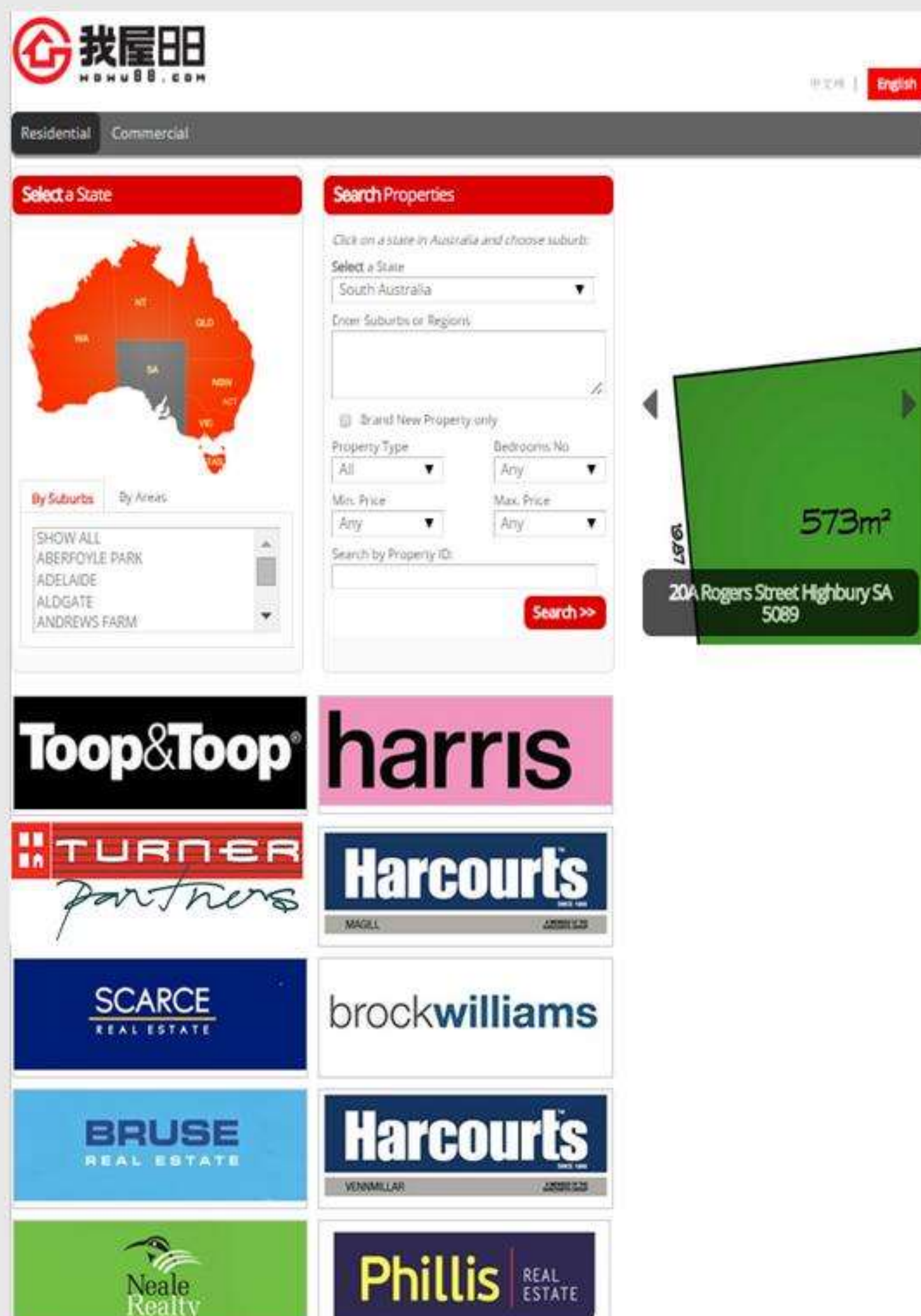


- E-Brochure

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Chris Gill Tel: 7221 4908



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

THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.

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