

OCTOBER 2015



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

GAVEL & GLASS





CONTENTS

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



**Look for the logo
– its your guarantee**

auctioneers.com.au

Welcome Sandra Berry	Page 3
Past President Report	Page 4-5
2015 AGM & Cocktail Party Photos	Page 6-7
2015 Patron Award	Page 8-9
2015 Life Member Award	Page 10-11
2015 Ruby Member Award	Page 12
2015 Platinum Member Award	Page 13
Upcoming Events	Page 14
Documentation Update	Page 15
2 Day Auction Workshop	Page 16
2015 Golf Classic	Page 17
Upcoming Auction Application	Page 18
Sunset—Society Mail Order Form	Page 19
Marketing to Chinese Buyers—Wowu88	Page 20
Top Dollar	Page 21
Dressed for Sale	Page 22
Rent Roll Sales	Page 23
Solitaire Automotive Group	Page 24
The Form 1 Company	Page 25
Corsers Lawyers—Form 3 Service	Page 26

Sandra Berry
President



Marc du Plessis
Vice President



Victor Velgush



Lindsay Warner



Ben Clarence





Welcome Sandra Berry

2015/2016 President

2014 Telstra South Australian Business Owner of the Year, Sandra Berry, has been elected as the 2nd only female president in the 34 year history of the Society of Auctioneers and Appraisers.

*Announced at the Annual General Meeting, Sandra was an overwhelming choice for this prestigious position. As **one of South Australia's leading auctioneers, she operates a high performing, auction based, real estate company in the iconic Adelaide Hills town of Hahndorf.***



The Board—Ben Clarence, Victor Velgush, Sandra Berry, Lindsay Warner & Marc du Plessis

Sandra has been a senior finalist in the News Corp Australia Golden Gavel Auctioneering Competition, a mentor of students in the Schools Auction Idol for 9 years and recently a judge in the ACT Auctioneering Championships and the Victorian Schools Auction Idol Auctioneering Competition.

Sandra's recent Telstra Business Women's Award

was an accolade in recognition of her skills in building her own business of Sandra Berry Real Estate, but more importantly, her firm belief in employing, training and mentoring students into the Real Estate Industry.



Sandra has clear and precise goals to improve the skills within the real estate general & livestock industries, which will in turn, build and improve the experience for vendors, purchasers, agents and auctioneers.



Past President report 2015 AGM

Marc du Plessis

Since being elected to the position of President a year ago, the Society, and therefore I as your representative, have faced some challenging times. My words to follow, are therefore said without prejudice towards any members or organizations.

The first decision that the Board of the Society had to make was never going to be a simple one. This was the "In principal proposal" put forward by the Operational Working Party, made up of both Society and REISA members.

After an inordinate amount of passionate deliberations, the decision of the Board was to reject the proposal. The response by our membership to this rejection was overwhelmingly positive with all except a couple of passionate (& vocal) people.

Unfortunately, due to the "confidentiality" imposed on the document in its entirety by REISA, we were unable to release it to our membership as we wished for them to view it, so Members could see why we rejected it.

During the lead up to (and for a considerable time after) talks between the Society and REISA, sponsorship of the Society was considered irrelevant by many, as word being spread was "it was a given that the Society and REISA would be merging". Sponsorships were not renewed by some and reduced by others. This depletion in funds has slowly been reversed with some great new sponsors seeing the benefits of the Society, and will hopefully be turned fully around with announcements in the near future of more sponsors, including major ones.

The support of members came to the front with this years News Corp Australia Golden Gavel Competition. With extra funds spent on it and under the guidance of its Guardian, Mr Oren Klemich, entries were substantially up from last years competition, and over 150 people attended the Cocktail Awards. This again proved that it is the most respected auctioneering competition in South Australia.

Changes are envisaged to be implemented to the competition for next years event, to keep it as the only one auctioneers will want to win in South Australia.



The Schools Auction Idol Competition continues to go from strength to strength. This year saw the Inaugural Australasian Schools Auction Idol Competition held in Melbourne. Thanks must go to all those involved for their support especially the mentors who give up their own time to support the education of (students) interested in competing in both these competitions.

GAVEL & GLASS

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



Past President report 2015 AGM

Marc du Plessis



Most importantly my utmost thanks go to its Guardian, Mr Lindsay Warner. Throughout the past year, the Board of the So-

ciety, has implemented new ideas and started work on further ones to benefit our members and help to secure the future of the Society of Auctioneers & Appraisers, as the unique body that represents not just Real Estate, but Live-stock and General auctioneers as well.

Personally, I would like to thank the Board for their unwavering support in decisions made throughout my term, and their friendship and time which has been freely given.

Their dedication to the Society and the industry they represent is superb. Furthermore, I would like to thank our CEO, Mr Garry Topp. His passion towards auctioneering and appraising is amazing. Working with him has been privilege.

We have had a few heated debates over the year, which have always resulted in the right decision being made.

My final thanks go to the membership of the Society. I do not know of any other organisation in which their members are so happy to talk openly and freely to each other to the benefit of an industry. I have met some truly amazing and inspirational people whilst being your representative.

Let me leave you with this thought: "The pessimist sees the difficulty in every opportunity. The optimist sees opportunity in every difficulty".

The Society of Auctioneers & Appraisers is full of optimists.



GAVEL & GLASS

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



2015 AGM & Cocktail Party





2015 AGM & Cocktail Party





2015 Patron Award

Hon. David Pisoni M.P.

David Pisoni Patron of The Society
At the AGM we awarded Hon. David Pisoni M.P. as the second Patron in the Society's 34 year history.

A Patron is a person who gives support to a cause within an organization.

I refer to the Member for Unley and Shadow Minister of Education, Hon. David Pisoni M.P.

David has supported the Schools Auction Idol since inception, he has assisted as judge and mentor, has presented the Schools Auction Idol Trophy each year and given his upmost recognition and backing to this creative concept designed by Lindsay Warner.

We are pleased to advise that the inaugural Australasian Schools Auction Idol was held in Melbourne on the 1st of September at the Crown Casino where students from South Australia and Victoria competed for

the International title of **"Australasian Schools Auction Idol"**. In 2016 Queensland and New Zealand will participate when we envisage the competition will be held in Alice Springs, Northern Territory.

We honour David Pisoni and would like to pay tribute to you for your outstanding service, passion and dedication to the Society and to the Schools Auction Idol. Your support has helped to endorse the entire program.





2015 Patron Award

Hon. David Pisoni M.P.



I will make a spot for that on the wall, I really appreciate it.

What encouraged me to be involved in the schools auction idol in particular was that I believe that schools are about students becoming independent so that they are able to contribute to the community.

I think that it is terrific that the Society has taken the bull by the horns and taken real estate and auctioning into schools and shown the students and the teachers and the parents what a terrific career real estate and auctioning can be here in South Australia.

With these stories about the construction sector, mining sector and the housing sector, they create jobs but what we forget is the most important job in any of those areas is selling the product. In my furniture business I did not enjoy making the furniture as much as I did selling it.

Unless you can sell it, it's worthless.

Auctioneering is a terrific career and with the Schools Auction Idol going International, I am very excited that the head office is here in Adelaide.

Congratulations to Lindsay Warner and the Society of Auctioneers and appraisers, thank you very much for the award.

Hon. David Pisoni M.P.





2015 Life Member Award

Peter Economou

Life membership is awarded in recognition of extraordinary and outstanding contribution to Society and to the professions.

Peter Economou has been a member of the Society since 1984 and he was the 15th President of the Society from 2003-2004.

Peter's request for unity and cohesion in finding workable outcomes to legislation for the industry Reform Bill was well received by members. Forming an alliance with the HIA and the rebranding of AucDocs Computerised Documentation system and the public release of the 21 Advantages of Auction were just some of the marketing initiatives. We recognized at the Golden Gavel Awards the Top Principal & Sales Consultant Auction Marketers for the first time.

In accepting the award Peter talked about the power of auction, and his professional experience.

Over the years in my experience of

real estate, with the position of responsibility of the Presidency for Society, and have found myself in all sorts of awkward and difficult situations – that's part of it as far as sales is concerned.

I think to educate ourselves and present ourselves as market leaders as much as custodians if you like of the art of auctioneering.

Involved in the LJ Hooker organisation, it's all important and educational to me, but more importantly, society I think is a very passionate organisation as much as the obvious and I have most certainly enjoyed my journey with them, and grouped together particular at times where we have been challenged and because we have got this passion and love affair that's going on with the society of auctioneers.

Mr. Topp is indicative of what I am talking about. The energy permeates through all of us. Well done everybody and congratulations to Sandra.





2015 Life Member Award

Richard Thwaites

Richard was instrumental in the creation and design of our computerized documents which were released in 20 years ago in 1995 - then known as Corporate Forms now branded as AucDocs which are now well accepted and used by most of the larger franchise groups and independents.

Richard has been a strong supporter of the Society and hosted the Board Meetings at his Kensington Park premises for some 8 years back in the 90's. As Richard was overseas his award was accepted by his business partner Nick Ploubidis.

In accepting the award, Nick acknowledged the one year anniversary of taking over Richards's business, and how it has grown significantly since then. Already an outstanding company, in the last 12 months what has been learnt with Richard has been sensational. 3 weeks ago, I recently took over Peter Economou's business.

So I am now blessed to have two of what I consider to be the ultimate legends of the industry by my side.

With a very successful business, how can I go wrong with Richard Thwaites and Peter Economou sitting next to me and pulling me in line, because I don't claim to know it all.

Having myself accept the award on Richards behalf, I am certainly on the other end of the spectrum of where Richard sits as far as his service to the society, it just goes to show that the new generation is going through and you will notice this with Ben Clarence on the board which I think is absolutely fantastic.

I hope we can do as well as what past presidents and board members have done.

So thank you very much.

Nick Ploubidis MSAA



Richard Thwaites





2015 Ruby Members Awards

David Smallacombe, Paul du Plessis and Peter Economou

We recognise members who joined the Society prior to 1984 as Ruby Members. I refer to David Smallacombe, Paul du Plessis and Peter Economou.



“ Thank you Sandra, I just want to support what Sandra's said about pushing auctions. And there is two ways we can do it. Those in residential, do not let your sales representatives sell before auction because every time they do I get a phone call on Monday morning “Ahh I was going to bid on that, why did you sell it!” so teach your sales people to hold their nerve, and then another way, maybe a bit controversial, the price styles on the auction ad you will get much more inquiry.”

David Smallacombe



2015 Platinum Members Awards

Kathryn McCann, Rosalind Neale & Tony Tagni

At the AGM we also recognised those members who joined the Society prior to 1989 as a platinum member. Congratulations to these elite members in achieving this fantastic milestone. I refer to Kathryn McCann, Rosalind Neale, and Tony Tagni.

Kathryn McCann: “ I would just like to thank the Society who is the most professional body I have been involved with. It is a pleasure to be involved. “

Rosalind Neale: “ I used to be on the board, and I did enjoy those days. Society is a place for people of all ages, and I will encourage my daughters to become a part of Society.”

Tony Tagni: “ Thank you very much indeed. I would just like to support what David Smallacombe was saying about agents holding their nerves prior to auction. Now if I could just convey a little trivial scenario just to reiterate the importance of this service. We had a property close to \$1 million, and we had an offer prior to actuation that the vendor4s were very very keen to take, we talked them out of taking it. Started at \$1 million reserve, it's a true story, you wont believe me, commercial reality didn't matter, the property was sold for \$2,155,000.





UPCOMING EVENTS

13th October (Tuesday) - *Document Update - Chris Gill*

16th-19th October (Friday & Monday) - *Two day Auction Academy*

6th November (Friday) - *Golf Day at Grange Golf Club*

10th December (Thursday) - *Christmas Drinks*



**SAVE
THE DATE
CHRISTMAS
PARTY
ON**



FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF

If you haven't had an update since the new legislation and regulations – it's time!

Documentation Update (Real Estate)

Agency, Contract and Form 1 Update and Compliance with Latest Legislation

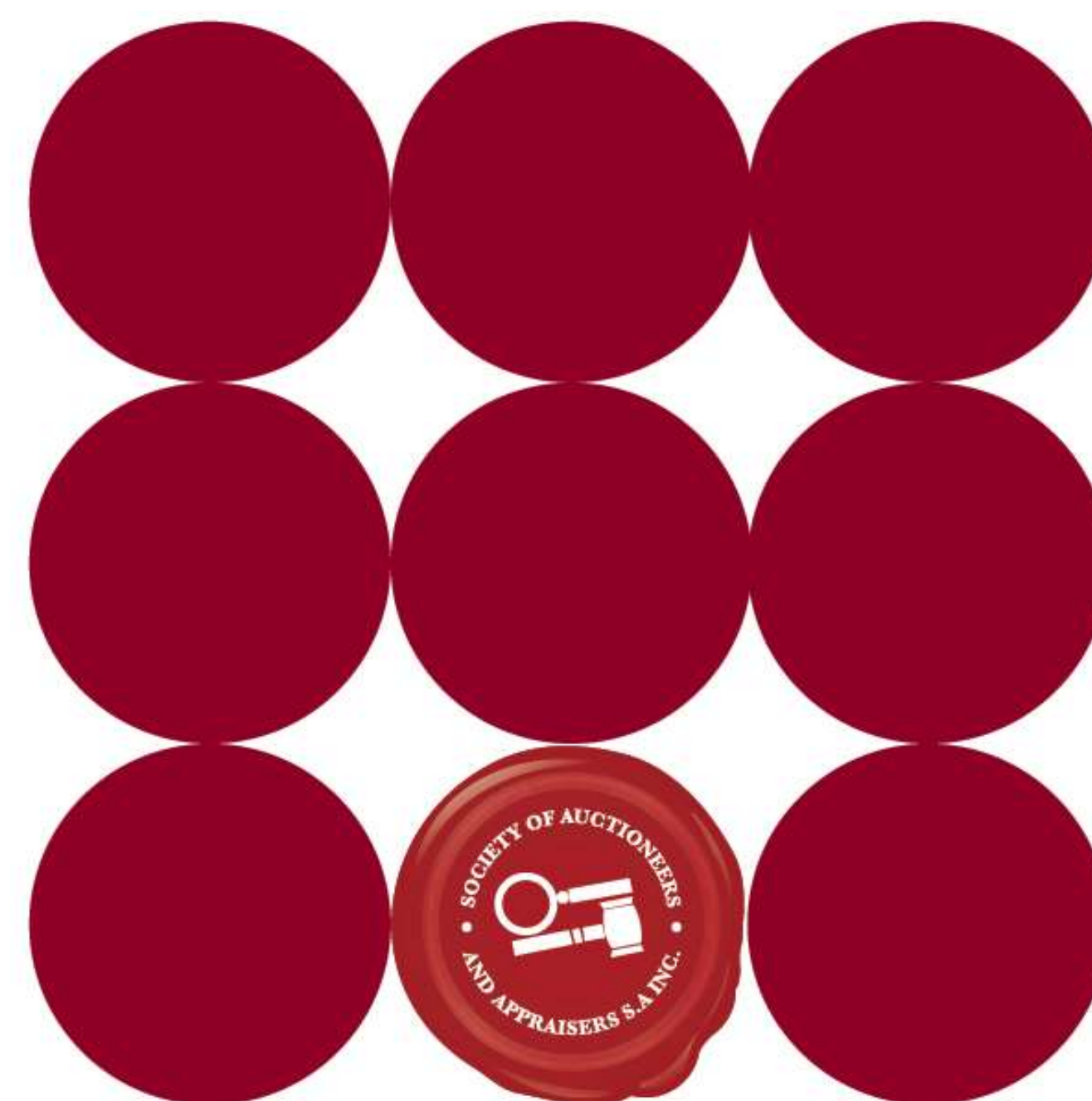
ENSURE YOUR CURRENT OFFICE PRACTICE COMPLIES WITH THE NEW ACT AND REGULATIONS

Topics include:

- New rules relating to and or nominee
- Proxy bidding – who signs the contract?
- **Pitfalls and Common Mistakes causing Defective Form 1s** (Planning Approvals, Encumbrances, Strata and Community, Court Orders, Warrants of Sale, Interpreting Council Searches)
- New compliance issues
- Completion of documents
- New questions
- Legislative misconceptions
- Common errors
- Market Appraisal and Advertising Range
- Environmental Protection



PRESENTED BY
CHRIS GILL



[Click here for booking form](#)

DATE
Tuesday, 13th October 2015

TIME
8.30am for 9am start to 12noon

VENUE
Osmond Room, Arkaba Hotel
150 Glen Osmond Road
Fullarton

BOOKINGS CLOSE FRIDAY 2nd OCTOBER 2015

Training Workshops of Professional Excellence are designed by the Society of Auctioneers & Appraisers (SA) Inc. to raise professional standards of Practitioners and to provide a genuine network amongst Society Members.



2 DAY AUCTION WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A (Conduct Auction)

This is the only Auction Workshop Academy run by four times NewsAustralia SA Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

PRESENTED BY
Nationally Accredited Trainer



Presented by Brett Roenfeldt FSAA (Life)

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 prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).**

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ 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.

PRESENTED BY

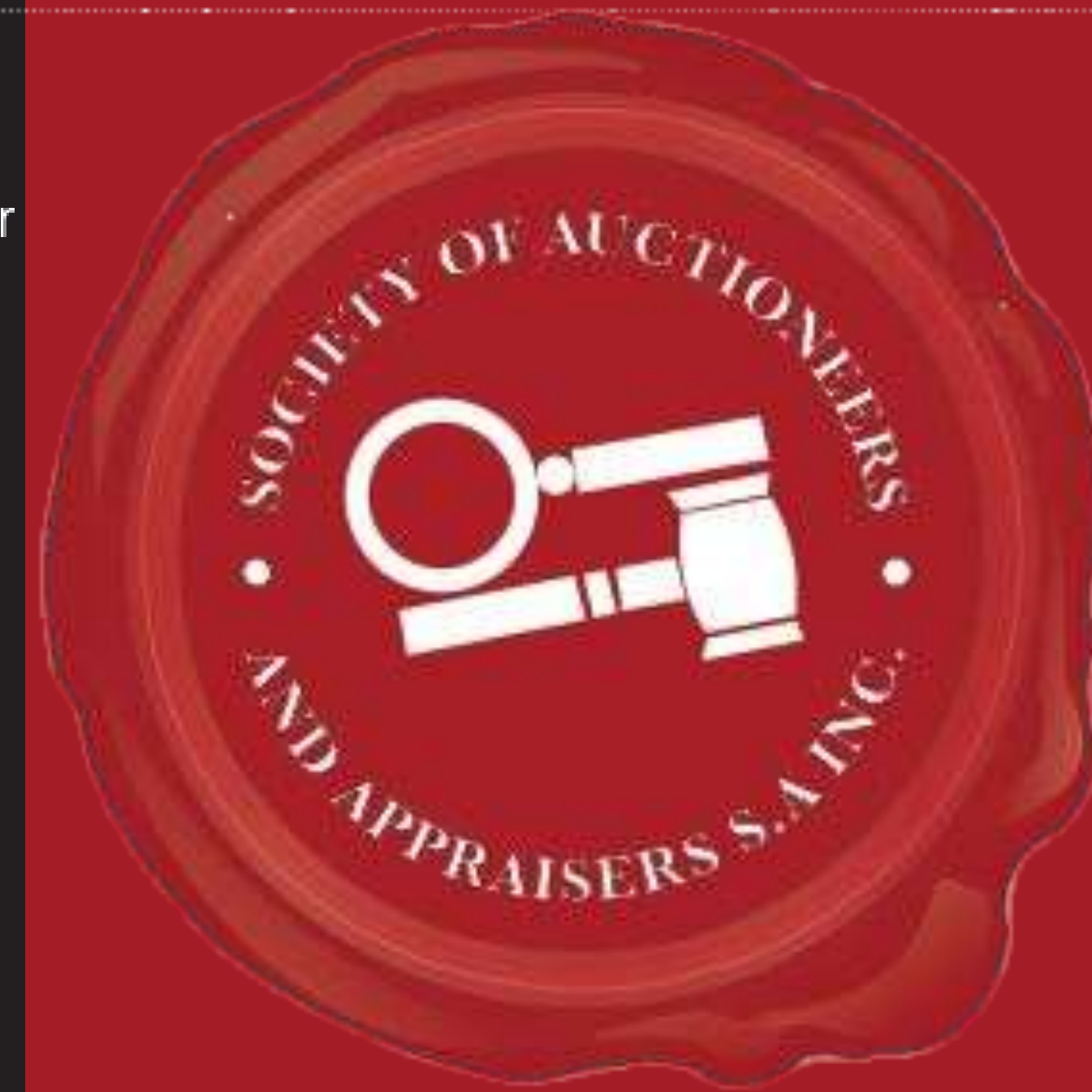
*Nationally Accredited Trainer
Brett Roenfeldt FSAA (Life)*

- 3½ decades as a Real Estate Auctioneer
- 16,000+ auctions of farms, vineyards, hotels, motels and commercial and industrial – including all South Australian Hungry Jack’s outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes and vacant landholdings.
- The only trainer to win four NewsCorp Australia Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and now judge.

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

For all enquiries and booking form please contact:
Garry Topp FSAA (Life)
CEO, The Society of Auctioneers & Appraisers (SA) Inc.
Email: ceo@auctioneers.com.au



National statement of Attainment will be issued on successful completion.

NEXT WORKSHOP:

October 2015

Friday	16th	8am for 8.30am to 6.30pm
Monday	19th	8am for 8.30am to 5.30pm

Cost:	Members	\$880
	Non members	\$1,100

Closing Date: Friday 2nd October 2015

For further information about this dynamic program talk to the presenters personally:

Brett Roenfeldt 0411180960 or Garry Topp 0427667112

2015 Golf *Classic*

Click here to
download the
booking form!

18 Hole Championship East Course *designed by Greg Norman*

The \$3 million redevelopment features 18 unique holes offering a world class golfing experience. Greg Norman and his team have produced a fantastic and challenging golf course that players will enjoy for years to come and one that they believe will be highly regarded within golfing circles around the country.

Friday 6th November 2015

11.30am	Arrive	Grange Golf Club	Teams of 4 players	\$165 for golf, on-course drinks, barbecue lunch and snacks after the game
12 noon	BBQ Lunch	White Sands Drive	Ambrose with	
12.30pm	Tee off	Grange	shotgun start	



180,000 see our Upcoming Auctions App

Taking Auction Marketing to a Whole New Level!

Our website shows instant Auction results and the latest four auctions completed will appear on our home page!

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on www.auctioneers.com.au

OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time!

When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.



www.auctioneers.com.au

GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

UpComing Auctions App - To be seen by over 180,000 smartphone users in Adelaide next month!

Big news coming this month, with our state of the art *Upcoming Auctions App* to be advertised heavily, coinciding with the Spring selling season!

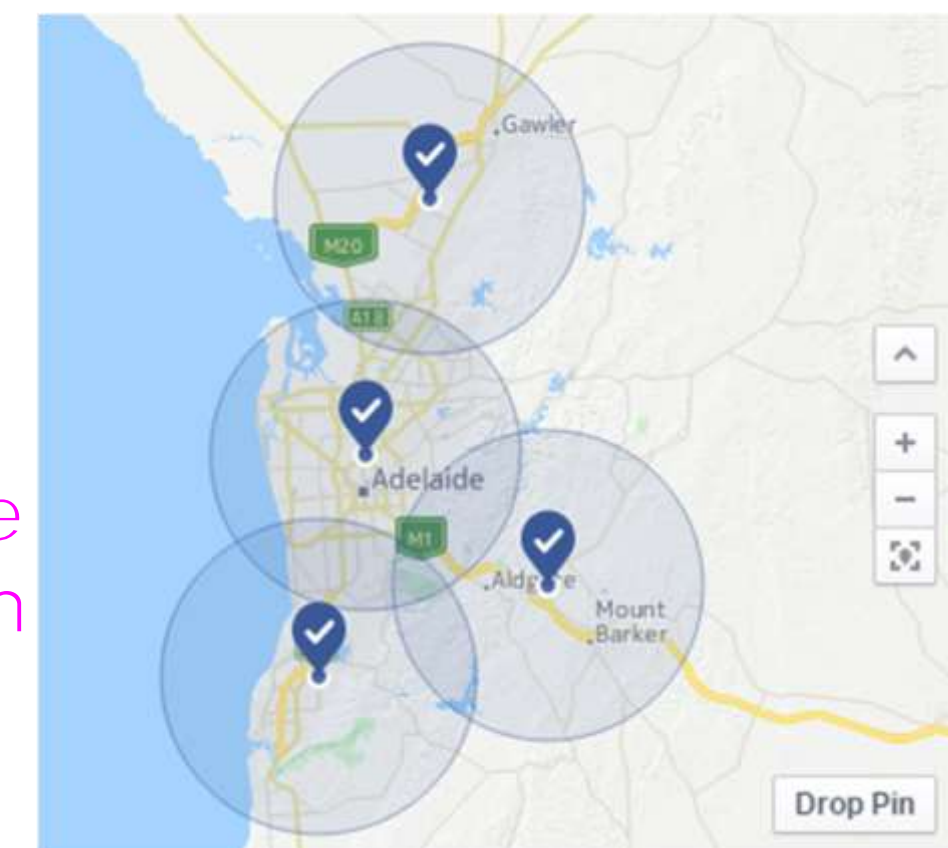
We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website!

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!

Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free through this smartphone app!*



Sunset Kangaroo Island



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery.

Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards



Sunset Winery
Kangaroo Island
Abn. 67 099 878 850

PO Box 133
Penneshaw
South Australia 5222

Phone +61 8 8553 1378
Fax +61 8 8553 1379

cellardoor@sunset-wines.com.au
www.sunset-wines.com.au

'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further

Sunset Winery
...share the experience.

Click here for
Society mail
order form



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 (www.wowu88.com)
- 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

**ALL FOR \$66
PER PROPERTY
UNTIL SOLD**

R4-R7 Government Forms translated into Mandarin available from sales@wowu88.com or call **Emmaline Sibila 08 8113 1833**

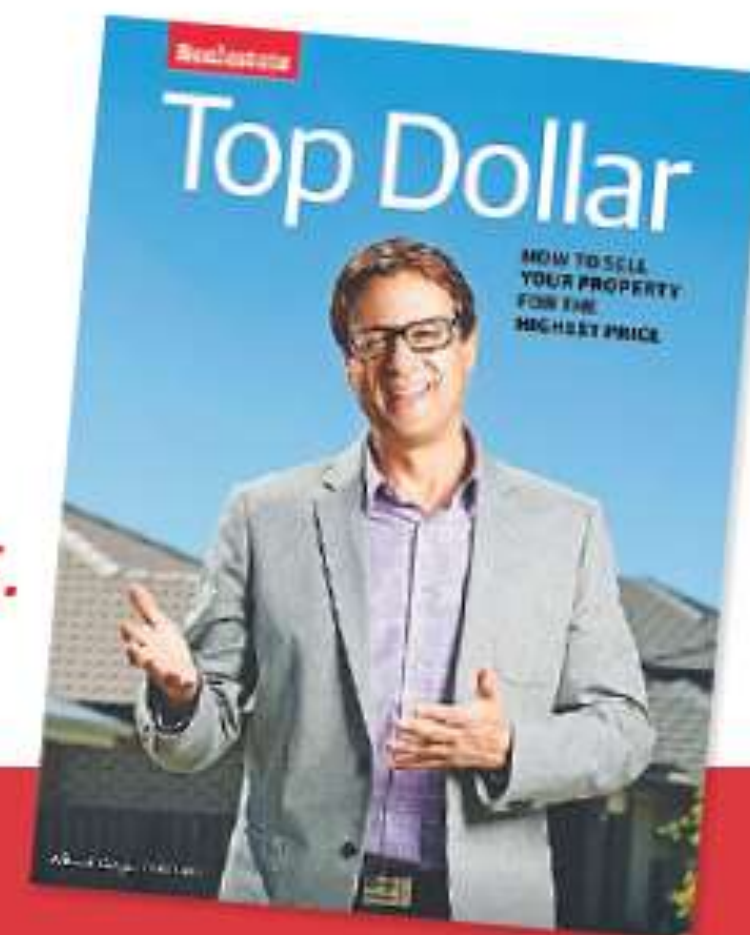


SELL YOUR PROPERTY FOR **Top Dollar**

- 1 FIND A GOOD AGENT**
- 2 INVEST UP TO 1% OF YOUR PROPERTY VALUE IN MARKETING. TELL YOUR AGENT YOU WANT THIS**
- 3 USE PRINT AND ONLINE IN YOUR MARKETING CAMPAIGN**

Andrew Winter is one of Australia's leading residential property experts. He hosts the award-winning "Selling Houses Australia" and "Selling Houses Australia Extreme", exclusive to the Lifestyle Channel.

Get Andrew's **FREE** booklet *Top Dollar - HOW TO SELL YOUR PROPERTY FOR THE HIGHEST PRICE.* Visit www.newscorpaustralia.com/content/top-dollar or ask your agent.



Realestate | The Advertiser | Messenger

I'll show you how to reach all potential buyers.

Dressed for Sale

Selling your home faster



We take the headache out of preparing your home for sale

Research has shown that time spent preparing your home for sale is more effective than lowering your price.

The Dressed for Sale team has the experience to get you a **faster sale** and a **better price**.



Rent Roll Sales

Rent Roll Sales
australia

**SELLING?
Call Us**

The most experienced and
effective sales team in SA

Chris Gill
0412 062 112
www.rentrollsales.net.au



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



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.



†The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908
Fax: 08 7221 4909
Email: form1@form1.net.au
www.form1.net.au



Corsers Lawyers

are a specialist provider of Form 3 (the “cooling off” waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



KARLEY THOMAS 8223 6788

The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

Contact:

Karley Thomas
Corsers Lawyers

8223 6788

EMAIL: corsers@corsers.net.au



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.

Tel: 8372 7830



Award winning dynamic ePublishing software




Ray White.



harris
real estate

Raine&Horne.

R&W

1300 309 865
info@whiteskylabs.com
www.whiteskylabs.com

MAJOR SPONSOR:

News Corp Australia

KEY SPONSORS:



Dressed for Sale

Selling your home faster



SUPPORTED BY:

†The Form 1 Company™

