



Gavel & Glass

January 2018

The Official Newsletter of the Society of Auctioneers & Appraisers S.A Inc.



January 2018



Victor Velgush
President



Attilio Cavuoto
Vice President



Jarrah Holmes
Board Member



Matt Smith
Board Member



Angelo Bartemucci
Board Member



Andrew Monks
Board Member

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

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Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Launch

Thursday 15th February @ 5pm for 5:30pm
Rooftop, 2 King William Street, Adelaide

2K.W.

\$38.50 per person | cocktail food | open bar at cost

RSVP with booking forms
by Friday 2nd February

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

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2K.W.

ROOFTOP
2 KING WILLIAM STREET, ADELAIDE

Thurs | 15th February 2018

5pm for 5:30pm

\$38.50 per person

cocktail food | open bar at cost

RSVP by Fri 2nd February 2018

to admin@auctioneers.com.au



Celebrating
26 Years

SALIFE

GOLDEN GAVEL LAUNCH 2018





Society of Auctioneers & Appraisers (SA) Inc.

CBS Workshop—Port Lincoln

Thursday 8th March @ 9:30am
 Port Lincoln Hotel | 1 Lincoln Highway,
 Port Lincoln

Members & Employees \$44 each
 [Groups of 3 or more—\$33 each]

RSVP with booking forms
 by Friday 23rd February

Email: admin@auctioneers.com.au

Phone: 8372 7830

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PORT LINCOLN

DISPEL THE MYTHS

CBS WORKSHOP

Ensure your office
 fully complies with
 legislation in all aspects
 of agency and pricing

CHAired BY SOCIETY TRAINER CHRIS GILL,
 WITH CBS AUTHORISED OFFICER DAVID SEDGWICK
 FROM CONSUMER & BUSINESS SERVICES
 (COMPLIANCE & ENFORCEMENT OPERATIONS)

- 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 which may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Get guidance from CBS on these issues and hear first-hand what issues Authorised Officers are looking for when they carry out an audit.

Please ensure all sales staff and support staff attend this workshop.



Thursday 8th March 2018
 9am for 9.30am start
 to 11.30am

Port Lincoln Hotel
 1 Lincoln Highway
 Port Lincoln

Members and employees \$44
 (groups of 3 or more from
 the same office \$33)
 Non members are invited to
 join in order to attend.

BOOK BY
 FRIDAY 23rd FEBRUARY 2018



Society of Auctioneers & Appraisers (SA) Inc.

CBS Workshop—Naracoorte

Thursday 22nd March @ 8:30am

Naracoorte Football Club | Sports Centre Dr
(off Steward Terrace), Naracoorte

Members & Employees \$44 each

[Groups of 3 or more—\$33 each]

RSVP with booking forms
by Friday 9th March

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

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NARACOORTE

DISPEL THE MYTHS

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Thursday 22nd March 2018
8:30am for 9am start
to 11.30am

Naracoorte Football Club
Sports Centre Drive
(off Steward Terrace)
Naracoorte

Members and employees \$44
(groups of 3 or more from
the same office \$33)
Non members are invited to
join in order to attend.

BOOK BY
FRIDAY 9th MARCH 2018



Society of Auctioneers & Appraisers (SA) Inc

President's Message



attendances and membership climbing to 360 members—**We commence the new year with an exciting calendar of events commencing with the SALIFE Golden Gavel Launch on Thursday 15th February 2018, and followed by regional events in Port Lincoln and Naracoorte where we present the Q&A interactive sessions with Consumer and Business Affairs in relation to areas of compliance where we could all use a better understanding to ensure that we pass an office or on-site audit with flying colours.**

In 2018 we will introduce some exciting new changes to the SALIFE Golden Gavel with an extended period of time where Real Estate, General and Livestock auctioneers can upload their auction performances to the Society's Facebook anytime between

January 1 and April 30 2018.

Last year, auctioneers could only upload one auction, however this year there is the ability to override your previous auctions as many times as you like if you perceive it to be better than the previous one submitted.

I encourage all Real Estate, General, and Livestock auctioneers to enter – the nomination fee is only \$175 so there is no reason why all auctioneers should not compete this year! **Raise your profile – be stamped as the best. You could win the 2018 SALIFE Golden Gavel Live – Enter now!**

In an endeavour to increase more

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Society of Auctioneers & Appraisers (SA) Inc

President's Message

country involvement, the prize for the Livestock winner is \$750, however this year if 5 or more Livestock auctioneers enter the competition the prize money will be raised to \$2000 courtesy of Evans Clarke National (Andrew Monks).

Please note: Real Estate Rising Stars will perform in the conventional way where you will be given a property and asked to perform in front of a panel of judges to a set script and bidding plan. Full details and nomination form please click here.

This year, the awards and dinner will be held once again at the trendiest boutique hotel in Adelaide – The Mayfair on May 31st 2018.

We invite you to get in early and

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book for a sensational night of fine South Australian Cuisine, Wines and Beers and the most exquisite dessert you would ever have tasted!

I wish you all the best for 2018 and to get maximum value from your Society membership – please attend as many events as possible to take advantage of the networking amongst Society Members, guests, and sponsors. The Board of Management and I look forward to seeing you all in the New Year starting with the SALIFE Golden Gavel Launch (15/2/18), regional events, and the Breakfast of Champions Master Series which we envisage will be held on Tuesday 27th February in the prestige showrooms of Lexus of Adelaide. Invitations will be sent shortly in the New Year.

We have a vibrant Board and if you

have any questions or suggestions please call me personally at 0419 815 933.

Victor Velgush MSAA President





Society of Auctioneers & Appraisers (SA) Inc

Beneficial Interest Requirements Changes

I write to inform you of changes to 'beneficial interest' requirements - often referred to as 24G.

From 29 January 2018 there will be more stringent guidelines that deal with circumstances where a real estate agent or their associate wants to buy a property the agent has appraised or is authorised to sell. This will ensure that real estate agents are not unfairly taking advantage of vendors to receive a beneficial interest. This also applies to real estate sales representatives, managers and directors.

The changes will affect who is covered by 24G:

- The definition of an associate has been expanded to cover all employees of an agency and their relatives, including step-relatives.
- General managers and managers of individual real estate branches will be liable for the actions of their employees in most circumstances. However, managers of individual branches will not be liable for transactions occurring in other branches.
- Directors of real estate agencies will be vicariously liable for a beneficial interest obtained by their company, unless they could not have prevented the offence through due diligence.

Consumer and Business Services (CBS) has developed an associate table to provide guidance to the real estate industry about when individuals, their colleagues and associates will be affected by 24G. This is available at www.cbs.sa.gov.au

How breaches can be dealt with will change:

- Penalties will increase from \$20,000 to \$50,000 for many offences. Offences will be aggravated if vendors are aged over 70, are under guardianship, or are suffering from a mental incapacity. The maximum penalty for an aggravated offence will be \$100,000 or 2 years imprisonment.
- Prosecution action may be taken up to five years after the event, or up to seven years in extenuating circumstances.

If there will be a beneficial interest in a property transaction, the agent must disclose this conflict of interest, in particular the agent or sales representative's relationship to the potential purchaser and any benefit the agent or sales representative stands to gain from the sale. The agent must also seek approval from the Commissioner for Consumer Affairs for the sale to proceed.

Dear Members, of the Real Estate Industry

Please find attached important information regarding changes to 'beneficial interest' requirements - often referred to as 24G.

From 29 January 2018 there will be more stringent guidelines that deal with circumstances where a real estate agent or their associate wants to buy a property the agent has appraised or is authorised to sell.

For full details please refer to the attached letter and visit cbs.sa.gov.au/agents-conflict-of-interest/

An alternative to the 24G requirements is for the agent to offer the property for sale by public auction to ensure that the sales process is transparent.

There may be a higher number of property transactions covered by the new 24G requirements, however the process will be streamlined to avoid delays in the application and assessment process. A new electronic application form is now available.

Where possible, agents should aim to have settlement of their property before 29 January 2018 or from March onwards. For settlement that occurs from 29 January to 28 February an application to obtain beneficial interest will need to be completed at least three weeks prior to the settlement date to allow enough time for CBS to give the application due consideration.

For further information please visit the page 'Apply for a 24G approval' at sa.gov.au

The Land and Business (Sale and Conveyancing) (Beneficial Interest) Amendment Bill 2017 is available at legislation.sa.gov.au

Yours sincerely

Dini Soulio
Commissioner
Consumer and Business Services

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Society of Auctioneers & Appraisers (SA) Inc

Nominate! SALIFE Golden Gavel Live

There will be some **changes to the Senior Real Estate, General, and Livestock Category** of the 2018 SALIFE Golden Gavel Live!

1. You will be judged live in the field by uploading your performance to the Society's Facebook Event Page.
2. Auctions must be **performed between 1st January to 30th April 2018**, Nominations close 28th February 2018.
3. **You can upload as many auctions as you wish, however the last one uploaded will be the one that is judged.** We suggest you **get in early and upload an auction to enter**—then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction (and not upload it). **You can keep doing this as many times as you wish.**

Rising Stars will perform by auctioning a property from a brochure at a designated location and judged on site.

Nominations close 28th February 2018.

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I am very excited to bring on this new innovative concept again this year and remember to nominate to be part of the 2018 SALIFE Golden Gavel Live Competition!

TO NOMINATE click here: <http://bit.ly/2hudy9t>

Remember to read and fully understand the Terms and Conditions of Entry!

I hope to see you at our 2018 SALIFE Golden Gavel Awards & Dinner on May 31st 2018.

Victor Velgush
M.S.A.A.
President





Society of Auctioneers & Appraisers (SA) Inc
Nominate! SALIFE Golden Gavel Live

RAISE YOUR PROFILE - BE STAMPED AS THE BEST

You could win the 2018 SALIFE Golden Gavel Live – ENTER NOW!

Innovative enhancements for 2018 include:

- You can upload as many auctions as you wish – only the last one uploaded will be the one that is judged.
- For a once-off \$175 nomination fee (payable before you submit your entry or no later than Wednesday 28th February.
- Auctions can be performed any time from 1/1/2018 – 30/4/2018.

REAL ESTATE AUCTIONEERS

Don't leave it to the last minute, as the property may be sold – leaving you high & dry

Upload one early in the New Year and replace it if you perceive you have a better one for the judges.

GENERAL & LIVESTOCK

General & Livestock Auctioneers are to submit 10-15 minutes of an auction including opening, terms and conditions, and selling. You will need to submit a live Facebook Feed from a Smartphone or iPad.

Upload one early in the New Year and replace it if you perceive you have a better one for the judges.

\$6000 in Prize Money!!!

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(\$2000 for each category - Contingent on more than 5 entries in the Livestock)

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Society of Auctioneers & Appraisers (SA) Inc. Nominate! SALIFE Golden Gavel Live

REAL ESTATE RISING STARS

Rising Stars will perform at a designated location and will be judged onsite by a panel of judges conducting an Auction of a property from a brochure and details supplied.

To be eligible:

- You must have performed no more than 10 Real Estate Auctions in the field prior to the Launch (Thursday 15th February 2018)
- You have not won this award previously.

Rising Star Heats will be held on Wednesday May 16th 2018, and nominations for Rising Stars must be in by Wednesday 28th February 2018.

All participants will Auction the same property and the subject property will be provided to you several days prior to the event to allow for preparation.

Join us in celebrating Auction and the 26 years of the SALIFE Golden Gavel at the 2018 SALIFE Golden Gavel Launch at the Rooftop Bar of 2KW Restaurant & Bar on Thursday 15th February 2018!

2KW.

RSVP by Friday 2nd February 2018.



SOCIETY OF AUCTIONEERS AND APPRAISERS S.A. INC.

THE CHOICE OF INDUSTRY PROFESSIONALS

Representing the specialist interests of Auctioneers, Appraisers and Agents of:

- Real Estate
- General
- Livestock

LEADERS IN AUCTION INNOVATION



RAISE YOUR PROFILE - BE STAMPED AS THE BEST

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Society of Auctioneers & Appraisers (SA) Inc. CBS Workshop—Adelaide



On Thursday 22nd November, The Society held its second CBS Q&A Workshop with CBS Authorised Inspectors with Chris Gill due to the unprecedented demand at the previous workshop held two weeks before which was over-subscribed!

With a smaller crowd, questions were more prevalent with everyone gaining a far better understanding of how to best handle

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the Legislation and appreciating CBS' role in administering the Legislation with the goal of minimizing public complaints.

David Sedgwick explained the areas of concern that become evident with audits and participants acknowledged that they need firm business practices with checklists to ensure full compliance.

We are holding two regional events with CBS in 2018 in Port Lincoln (8th March) and Naracoorte (22nd March).





Society of Auctioneers & Appraisers (SA) Inc Christmas Drinks 2017



On Thursday 30th November 2017 Society Members, Sponsors and guests celebrated another successful year at the trendy atrium rooftop bar at the newly renovated Mayfair Hotel at 45 King William Street, Adelaide.

The Mayfair Hotel shouted everyone's first drink, followed by sumptuous food, exquisite wines and South Australia beers.

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The Society has had a successful year with more events held this year than any other previous years, enjoying record attendances - especially the Master Series - Breakfast Series held in the luxurious Lexus Showrooms, and with a record membership climbing to 360 members at the close of 2017 representing a 11% increase from the previous year.

This year, in collaboration with Consumer & Business Services, we held an interactive workshop to dispel the myths and Chris Gill hosted a Question & Answer Session with CBS on Sales Agency, Pricing, and other issues to ensure every office complies with the current legislation.

To All Members - Thank you for your support, and to get the most out of your Society Membership, please attend all our vibrant events in 2018

We wish you a safe, healthy and joyous festive season as we move into



2018 to explore and capitalize on the opportunities that become available as the year ensues.

All the best for 2018 and beyond!
Victor Velgush M.S.A.A.

President





Society of Auctioneers & Appraisers (SA) Inc Christmas Drinks 2017



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Society of Auctioneers & Appraisers (SA) Inc Christmas Drinks 2017





Society of Auctioneers & Appraisers (SA) Inc Christmas Drinks 2017



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Society of Auctioneers & Appraisers (SA) Inc. **21 Advantages of Auction**

The 21 Advantages of using Auction
as Your Preferred Marketing Process



Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

[CLICK HERE](#)

Powerful Marketing Tool

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SALIFE



Include us in your marketing plan

Book now for the October Issue of SALIFE magazine, on sale **Thursday, October 5**. With a quick lead time and prime positioning at the front of the magazine, your new property listing will be delivered in high quality to a targeted market. Full page and half page spaces are available to list one or more properties.

Booking deadline **September 20**
Material deadline **September 22**

Call Brooke on 0407 312 699 or Cassandra on 0400 997 044 today to receive more information and our competitive rates.

Book now to have a copy of SALIFE opened to your advertisement during open inspections.

Exclusive offer to all Society of Auctioneers and Appraisers (SA) members:

Book a full page advertisement and receive a one-year SALIFE gift subscription for your vendor to remind them each month of your support.

Subscribing is simple:

Phone 08 8408 0200

Subscribe online at salife.com.au

A gift subscription makes a great vendor or purchaser gift.

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AucDocs Member Practice Forms are now in the Cloud Online!



Prices inc GST & are per annum
 Sole Trader (1 user) - \$350
 Small User (2 - 4 users) - \$990
 Medium User (5 - 9 users) Licence - \$1,760
 Large User (10+ users) licensing - \$2420

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ALL RESIDENTIAL, COMMERCIAL, AGENCY, RURAL & SALES FORMS

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- Professionally presented Documents with your Company Logo
- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
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- Edit and Print anytime, anywhere
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- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions



- Pre-determined Special Conditions included; copy and paste into Contacts
- Subject Clauses (Finance, Sale of another property etc) is included; not as an addendum.



FIRB SERVICE FOR FOREIGN BUYERS SERVICE TO AGENTS—CORSERS LAWYERS

**Instruction Authority & Tax Invoice
FIRB Application Service and Advice**

Payment to *Corsers Lawyers Pty Ltd* ABN 38 132 171 227

I _____
of _____
email _____ mobile _____

hereby request and instruct *Corsers Lawyers* to apply for FIRB approval in relation to a Contract to purchase property located at: _____

Corsers agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.

Signed _____ Dated ____/____/20____

Date of Invoice: ____/____/20____
It is acknowledged that the services are the date of invoice.

Payment by credit card
Card Visa Mastercard

Card Number

Name on Card * _____ * put in name and initials as on the card

Expiry Date _____ Card Verification Number * _____

Amount \$550.00 Signed _____

*this is the number on the rear of the card. For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we carry are passed on to you too. *Corsers* do not accept Diners Club or American Express

Dear Members,

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to. Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

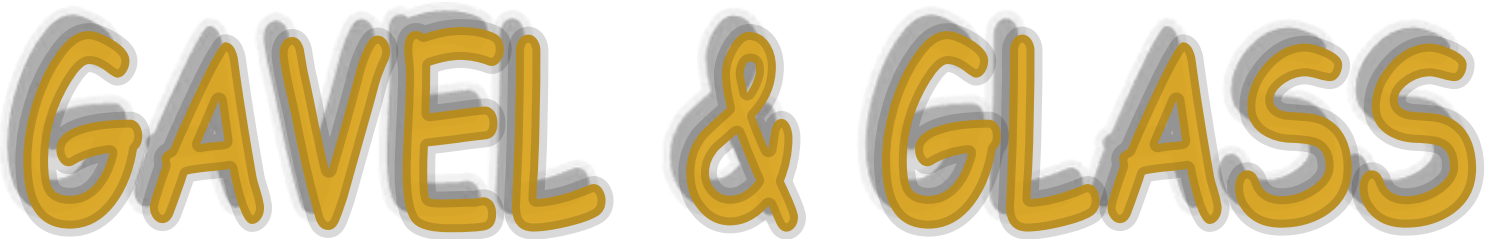
Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

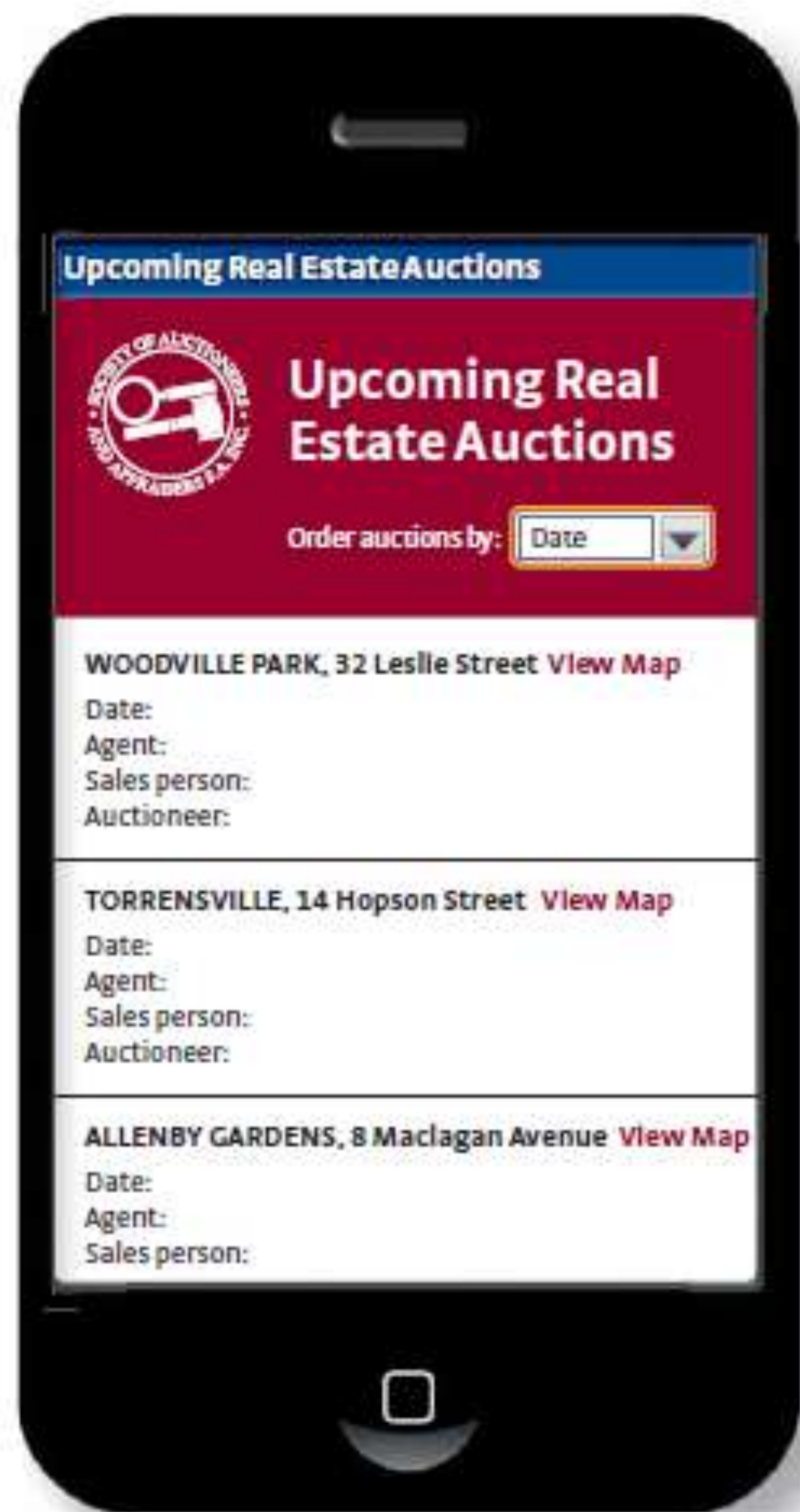
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at corsers@corsers.net.au:

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications



Taking Auction Marketing to a Whole New Level!



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!

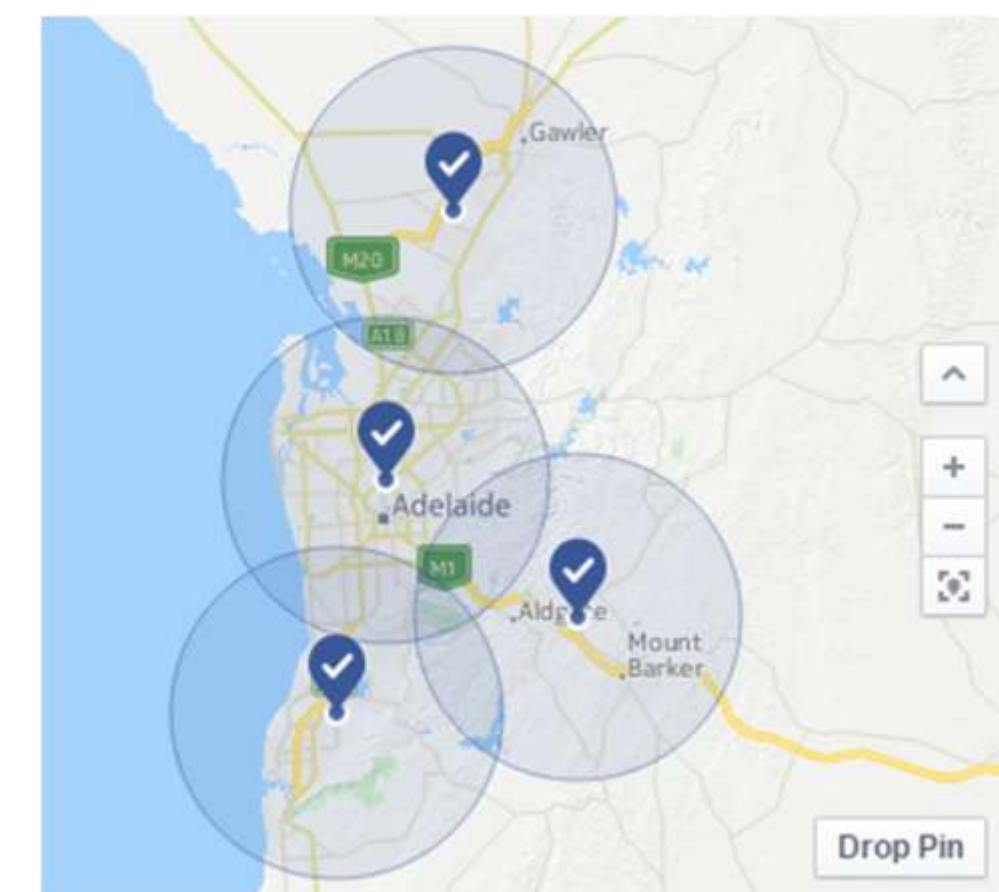


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!



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



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The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing 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.

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The first and only independent Form 1 service provider in South Australia

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

For Form 1 preparation please contact Chris Gill on 7221 4908



FORM 3 COOLING OFF WAIVER SERVICE

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CONTACT

Nadia Shivarev

nadia.shivarev@corsers.net.au

CORSERS
Lawyers

122 Pirie Street, Adelaide SA 5000



SkyVue

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



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Commerce and Industry

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(THE INSURANCE BROKERS)



 **SkyVUE**
eBook Publishing System
Previously known as Proactive VUE