



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.

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

[CLICK HERE](#)

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

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

CBS WORKSHOP

Ensure your office
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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



As we enter 2018 I would like to wish everyone a happy new year!

Agents in the field are reporting a lively active start to 2018 with strong auction bookings, buyer enquiry and attendances at open inspections.

The working year is well underway and The Society of Auctioneers and Appraisers have 2 inspiring events to be held in February which are not to be missed.

Firstly, the SALIFE Golden Gavel Live in its second year running with enhancements including; auctions can now be performed between the 1st of January and the 30th of April 2018 which will make the event even more successful than the previous year.

We've made changes to make it better and more convenient for you to participate and **it's now even easier** for those in regional SA to compete; to hear about it make sure you are at the 2KW Launch.

Secondly, the super popular Breakfast of Champions – Master Series.

[Learn how these super high achievers took their careers to great heights and no matter where you are in your career you can make this year great too.](#)

In March as a follow on from the extremely successful oversubscribed CBS Q&A workshops held in Adelaide we will travel to regional areas;

Port Lincoln – 8th March, 9am

Naracoorte – 22nd March, 8:30am

Please ensure all sales staff and support staff attend these once only workshops to hear firsthand from CBS officer David Sedgwick on all matters of compliance with the legislation in South Australia.

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Society of Auctioneers & Appraisers (SA) Inc President's Message

You will get a far better understanding of what to do and what not to do and subsequently come through an onsite or office audit with flying colours.

Please put our calendar in your diaries; we will assure you great events.

Make this the year that you attend all Society **'Events and Training'** to propel your career to the next level.



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**

**SA LIFE
GOLDEN GAVEL
LAUNCH 2018**

**GOLDEN GAVEL
CHAMPION**

**SALIE
THE GOLDEN GAVEL**

The poster features a red circular seal with a white gavel and magnifying glass, and two large gold trophies on a dark wooden base. The background is a dark, textured surface with a subtle pattern.

FIND OUT MORE

About Us

CLICK HERE

A yellow circular button with a thin red border, containing the text 'FIND OUT MORE' at the top, 'About Us' in a large, red, italicized serif font in the center, and 'CLICK HERE' at the bottom.

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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!!!

(\$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.

Birth of a baby Auctioneer—Loxton



On behalf of everyone here at the Society, we would like to congratulate Genevieve and Bronte on the birth of beautiful baby Loxton.

We wish you all the best in the future!

From your friends at the Society of Auctioneers & Appraisers (SA) Inc.

**Real Estate Auction
Clearance Rates for 2018
Average 75% last 4 Weeks**

**See Auction Results on
the Society's Web Page
posted from
"Upcoming Auctions"**

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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

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to admin@auctioneers.com.au



Celebrating
26 Years

SALIFE
GOLDEN GAVEL
LAUNCH 2018





Society of Auctioneers & Appraisers (SA) Inc. Breakfast of Champions

Tuesday 27th of February

7:15am - 9am

Lexus of Adelaide

164 West Terrace, Adelaide

\$36 per person

RSVP with booking forms
by Friday 16th February

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

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

BREAKFAST

of Champions

Master Series



KATE SMITH
Raine & Horne
Semaphore



BRONTE MANUEL
Toop & Toop



JASON SPAGNUOLO
Ray White Norwood

*"MY FIRST YEAR IN REAL ESTATE
AND HOW I GOT TO WHERE I AM
TODAY!"*

Tuesday 27th February 2017
7:15am for 7:30am start

Lexus of Adelaide
164 West Terrace, Adelaide

\$36 per member, or bring a friend!
2 or more tickets for \$30 each
(Non members are invited to join prior to attending)

**PLEASE BOOK BY
FRIDAY 16TH FEB 2018**

**JOIN THE ICONS OF OUR
PROFESSION AND GAIN AN INSIGHT
INTO THEIR SUCCESS:**

- How they started
- Leverage their success and make it yours





Form 1 Potential Conflict

FORM 1 PREPARATION OUTSOURCING - IS THERE A CONFLICT OF INTEREST IN ALSO ACTING IN THE SETTLEMENT ?

The Form 1 Company is the only Form 1 provider that solely undertakes Form 1 preparation and does not undertake Conveyancing.

The question often gets asked about the relationship between the Vendor, the Agent and Form 1 provider when the Form 1 provider, or its related Conveyancing or law practice, acts in the settlement for a property where the same firm or related firm prepared the Form 1.

There has been conjecture about who can sign the Form 1

for an Agent and who accepts liability and it is very clear that the Agent is responsible for the Form 1 irrespective of who prepared it.

Given the liability issues care needs to be taken when selecting the Form 1 provider.

If you as the Agent ask the Vendor to find their own Form 1 provider, whether it be a conveyancer or lawyer you need to be mindful that you as the Agent are still responsible for the quality of the **work provided by the Vendor's selection.**

This is not best practice.

Form 1 preparation is a skill and its accuracy determines if you will

get paid for your hard work. A defective Form 1 could mean you will have worked for some months for nothing.

It has been my view for some time that the Form 1 provider should not act in the settlement of a property given the Form 1 provider acted in a capacity in the same dealing for both the Vendor and the Agent.

A Form 1 provider to also act in the settlement could be a conflict of interest in the event there is an error or omission in the Form 1. They may not properly criticise their own work which may result in a failed contract.

Most Form 1 providers have an associated Conveyancing or law practice.



Form 1 Company

When selecting the Form 1 provider you need to know that the Form 1 will be accurately prepared by a specialist who will stand by their work.

Some Conveyancers are being drawn into Form 1 preparation for fear of a Form 1 provider seeking other business from their client.

That does not happen with The Form 1 Company.

When you use The Form 1 Company the Vendor can always use the conveyancer or lawyer of their choice, or your recommendation.

The Form 1 Company prepares Form 1s for both Conveyancers and lawyers, as well as Agents, as they know we do not compete for the Conveyancing work.

When you are consider who is to be your preferred Form 1 provider, take these issues into account.

If you wish to discuss outsourcing Form 1 preparation to the only truly independent Form 1 provider give me a call on 7221 4908 or email me at cgill@form1.net.au



Chris Gill—The Form 1 Company



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.

SALIFE

The best of Adelaide and South Australia





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

PLEASE CONTACT
GARRY TOPP (08) 8372 7830
SOCIETY@AUCTIONEERS.COM.AU

- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line



Designed by Agents for Agents
www.auctioneers.com.au

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REAL ESTATE AUSTRALIA FORMS™
 UPDATE TO "AUCDOCS IN THE CLOUD"



AGENTS PRACTICE FORMS

ALL PROPERTY MANAGEMENT FORMS

ALL RESIDENTIAL, COMMERCIAL, AGENCY, RURAL & SALES FORMS

Why use AucDocs?

- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
- 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.
- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)



- Edit and Print anytime, anywhere
- You can create Forms offline - The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- 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.

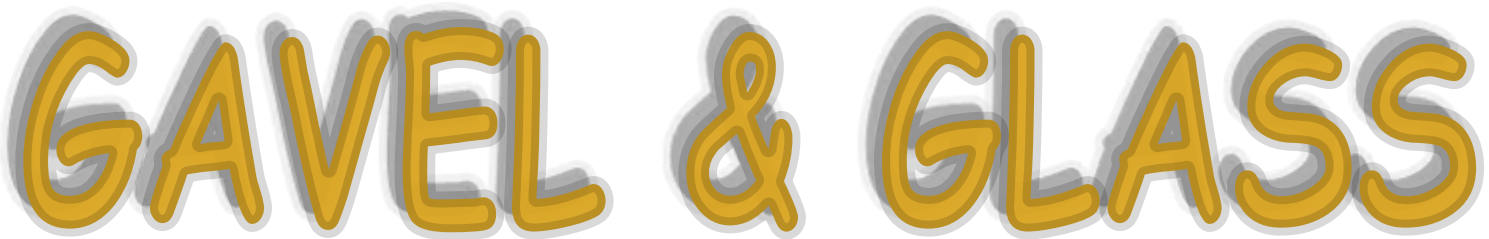
Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

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

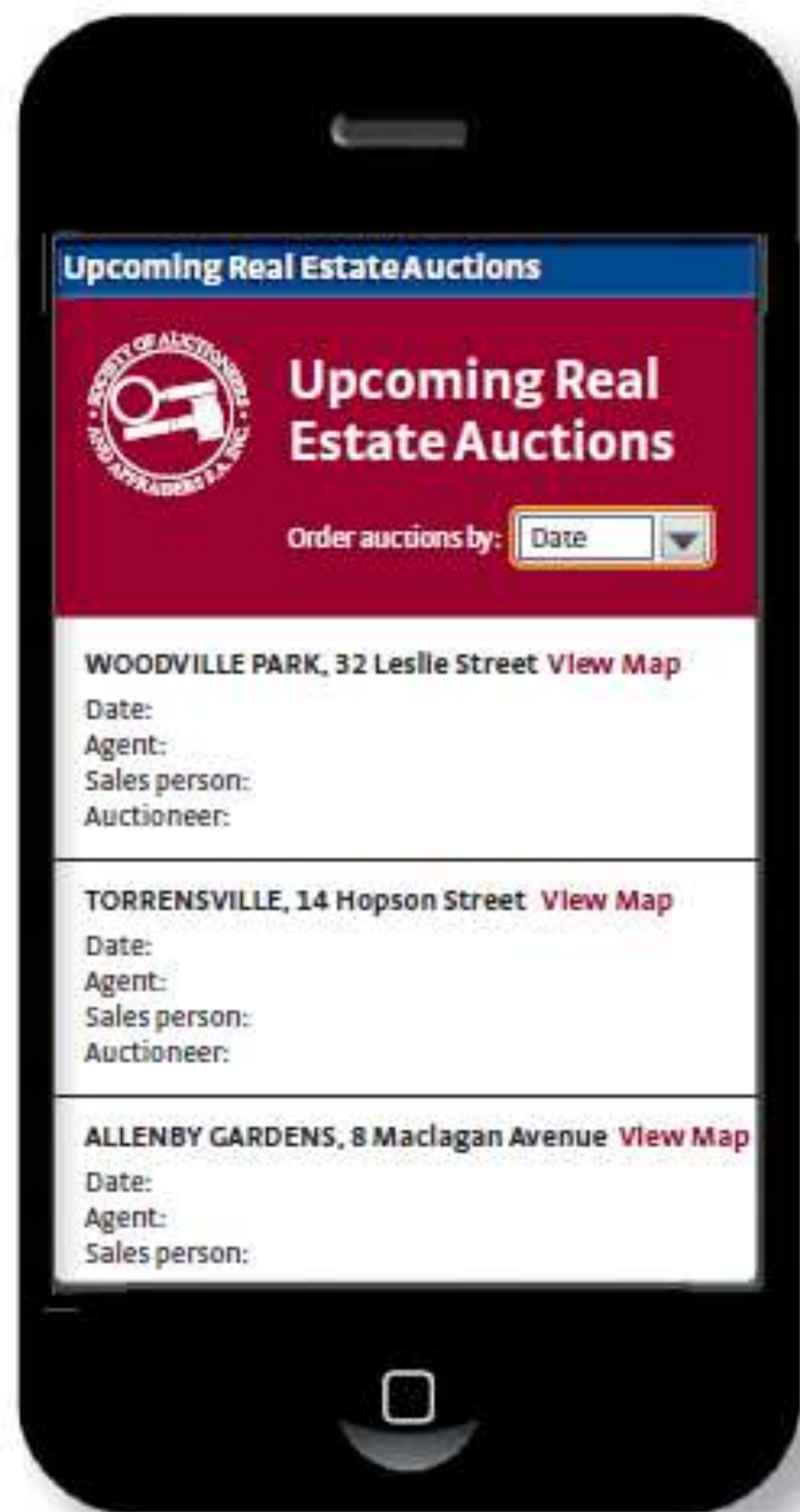
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

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!

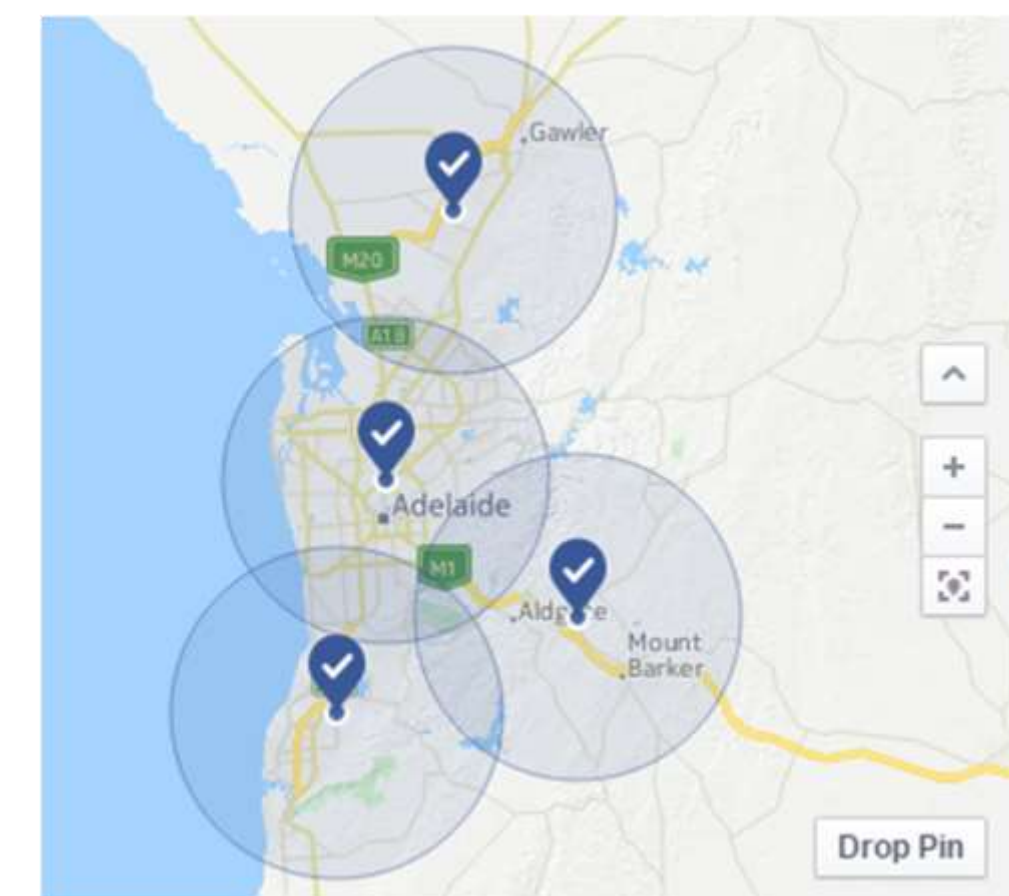


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!*



**SELLING?
Call Us**

Rent Roll Sales

The most experienced and effective team in South Australia

For sales and
valuations contact:

Mark Kurtze
0419 888 485

Chris Gill
0412 062 112

www.rentrollsales.net.au

†The Form 1 Company™

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.

Make your searches and Form 1 compliance easy.

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

**Contract
Cooling Off
Waivers**

CORSERS
Lawyers

**Need a Cooling
Off Waiver?
Call us**

The only specialist provider of
"cooling off" waiver services
online and via conference calls

Karley Thomas
8223 6788
karley.thomas@corsers.net.au

**Agent Legal Advice
Services**

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



Previously known as Proactive VUE



whitesky LABS

Award winning dynamic ePublishing software



Ray White.



harris real estate

Raine&Horne.

R&W

1300 309 865

info@whiteskylabs.com

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The Society of Auctioneers and Appraisers (SA) Inc



IN-TRUST? IT'S A MUST!

ENGAGING AN AUCTIONEER ?

SOCIETY OF AUCTIONEERS & APPRAISERS
MEMBERS CONDUCT EVERY AUCTION
UNDER A PROFESSIONAL CODE OF ETHICS.



PROTECT YOURSELF. LOOK FOR THE LOGO &
ENSURE YOU ENGAGE WITH A SOCIETY MEMBER

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

MAJOR SPONSOR

PARTNERSHIP

SALIFE™

The **best** of Adelaide and South Australia

BusinessSA

South Australia's Chamber of
Commerce and Industry

KEY SPONSORS



ADELAIDE



SUPPORTED BY

†The Form 1 Company™

CORSERS
LAW & PROPERTY

LawSoft 
LawSoft Pty Ltd | ACN 068 458 024

COWDEN (SA) PTY LTD

(THE INSURANCE BROKERS)



 SkyVUE
eBook Publishing System
Previously known as Proactive VUE