



Gavel & Glass

May 2018

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



June 2018



Victor Velgush
President

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CHOICE OF
PROFESSIONALS



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– its your guarantee*

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CONTENTS

- Reports..... Page 3-5
- Agents & Auctioneers accreditation Page 6
- Upcoming Events..... Page 7-9
- SALIFE Golden Gavel Rising Star..... Page 10
- CBS Compliance & Enforcement Policy..... Page 11
- CBS Workshop—Naracoorte..... Page 12-16
- Paul Johnston—Lexus of Adelaide..... Page 17
- 21 Advantages of Auction..... Page 18
- SALIFE Page 19
- Auc Docs..... Page 20
- FIRB Service..... Page 21
- Auction App..... Page 22
- Rent Rolls..... Page 23
- The Form company 1..... Page 24
- Form 3 Service..... Page 25
- Skyvue..... Page 26
- Engaging an Auctioneer?..... Page 27
- Key Sponsors..... Page 28



Attilio Cavuoto
Vice President



Jarrah Holmes
Board Member



Matt Smith
Board Member



Angelo Bartemucci
Board Member



Andrew Monks
Board Member



Society of Auctioneers & Appraisers (SA) Inc

President's Report



The Board is still working hard and well together building towards the SALIFE Golden Gavel Awards & Dinner 2018.

The preparations are going well, our Trustee Oren Klemich is proven to be valuable with record numbers entering the competition.

Remember to get on Facebook [CLICK HERE](#) to like your favourite performance.

We are excited to announce we **have Wayne 'Flipper' Phillips at the SALIFE Golden Gavel Awards & Dinner** – who not only has a dry humour you will love... is also a former Australian cricketer who played in 27

tests and 48 ODIs from 1982 to 1986 as a batsman and wicket-keeper. He played for South Australian between 1978 and 1991 He made his first class debut during the 1977-78 seasons. He established himself as an opening batsman over the 1981-82 season, scoring 857 first class runs at an average of 47.61, forming a strong opening combination with Rick Darling and making an important contribution to South Australia winning the Sheffield Shield that summer.

We will be joined by 2 Hearts Duo / Adelaide String Duo for music entertainment on the night.



After 2 years of hard work, we are proud and excited to be releasing Agents and Auctioneers Accreditation for Real Estate Auctioneers & Auction Marketers – designed to recognize Real Estate Auctioneers & Auction Marketers in the pursuit of excellence and give members a goal to aspire to achieve in being Accredited. We aim to ensure that we demonstrate to the public of South Australia a recognised level of professionalism and expertise in the Auction process. It will be the first ever accreditation program ever to be launched in Australia for Real Estate industry professionals.

The accreditation will be released at the beginning of the SALIFE Golden Gavel Awards & Dinner and we have invited a senior politician to join us on the night to celebrate this milestone in the Society's proud and vibrant history.

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Society of Auctioneers & Appraisers (SA) Inc Board Report

SOCIAL EVENTS

Please note upcoming events, CBS Workshop in Berri (14/6), Breakfast of Champions at Lexus (17/7), and meet new member's night at Cucina (3/7).

NOTE: All members! The SALIFE Golden Gavel Rising Star competition will be held at the Mayfair Hotel on Wednesday 16th May - commencing at 9:30am. Please come and support the new Rising Stars of our industry as they compete in front of a panel of judges with bidders and questions to test their skills!

'til next time,
Victor Velgush M.S.A.A.
President

We are pleased to announce that the 2018 Society Golf Classic will be held at the picturesque Mount Osmond Golf Club overlooking Adelaide on Friday 12th October with the hole in one cash prize of \$20,000 this year sponsored by Cowden Insurance!

Lots of other prizes will be presented on the day with a heavily subsidized price of \$88 per person courtesy of The Form 1 Company. We thank Chris Gill for being the sponsor of this year's Society Golf Classic which will enable people to play at a greatly reduced rate.

Please get your bookings in early!

If any members have suggestions, please email them to admin@auctioneers.com.au

Attilio Cavuoto M.S.A.A.

**Real Estate
Auction
Clearance Rate
Last 4 weeks
63.75%**



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Society of Auctioneers & Appraisers (SA) Inc.
Female Only 2 Day Auction

Thursday 14th June @ 9am

Berri Hotel | Riverview Drive, Berri

Members & Employees \$44 each

3 or more from the same office \$33 each

RSVP

by Friday 1st June

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

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

Thursday 14th June @ 9am
Berri Hotel | Riverview Drive, Berri

Members & Employees \$44 each
3 or more from the same office \$33 each

RSVP
by Friday 1st June

Email: admin@auctioneers.com.au

Phone: 8372 7830

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CONSUMER & BUSINESS SERVICES WORKSHOP

DISPEL THE MYTHS

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

Meet David Sedgwick, Consumer & Business Services Authorised Officer at an Open Discussion Q&A Session!



THURSDAY 14TH JUNE 2018
9:00 for 9:30am start
to 12 noon

Berri Hotel
Riverview Drive
Berri

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 1ST JUNE 2018

CHAired BY SOCIETY TRAINER, CHRIS GILL,
WITH CBS AUTHORISED OFFICE 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



Society of Auctioneers & Appraisers (SA) Inc. Member's Networking Night

Tuesday July 3rd 2018
Cucina North Adelaide
21 O'Connell St, North Adelaide

FREE

RSVP
by Friday 22nd June

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

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YOU ARE INVITED TO THE

Society's Members Networking

- MEET THE MEMBERS -

Platters of Fine Italian Food
{ Open Bar at cost }

5 PM | JUL 3 2018 | TUES

CUCINA NORTH ADELAIDE
21 O'CONNELL ST, NORTH ADELAIDE 5008

**FREE
EVENT**

Please RSVP to Michelle Lee
at 8372 7830
admin@auctioneers.com.au



CBS Compliance & Enforcement Policy

Re: CBS Compliance and Enforcement Policy 2018 – 2020

Consumer and Business Services (CBS) has completed its review of our Compliance and Enforcement Policy, which involved seeking feedback from CBS' stakeholders, along with consideration of consumer complaints received by our agency and national trends.

A link to our new [Compliance and Enforcement Policy](#) is provided for your reference.

The policy outlines the principles that will guide CBS in taking compliance action to achieve industry compliance with the law, and identifies CBS' priority areas. Our aim is to regulate the environment for consumers and businesses by focusing on issues where there is the greatest harm or risk and by ensuring that any enforcement ac-

tion is proportionate to the level of harm and seriousness of the breach.

The policy also highlights our increased focus on prevention through education and engagement, to empower consumers to exercise their rights, whilst ensuring businesses are aware of their legal obligations.

The policy will guide CBS compliance and enforcement activities from 2018 - 2020.

CBS will next review its Compliance and Enforcement Policy in April 2020.

For more information about the policy please visit www.cbs.sa.gov.au/investigations/cbs-investigates or contact Mr Paul Bertram, A/Director Compliance and Enforcement Operations at paul.bertram@sa.gov.au.





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 April issue of SALIFE magazine, on sale **Thursday, May 3rd**. 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 on or more properties.

Booking deadline **April 18th**
Material deadline **April 23rd**

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:

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Subscribe online at salife.com.au

A gift subscription makes a great vendor or purchaser gift.

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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

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SOCIETY@AUCTIONEERS.COM.AU

- Simplified, easy to understand GST in Agency Agreement
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- 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.

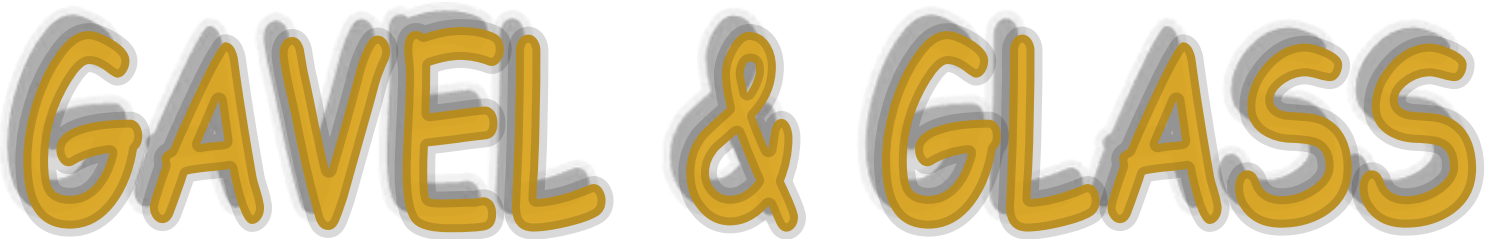
Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

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

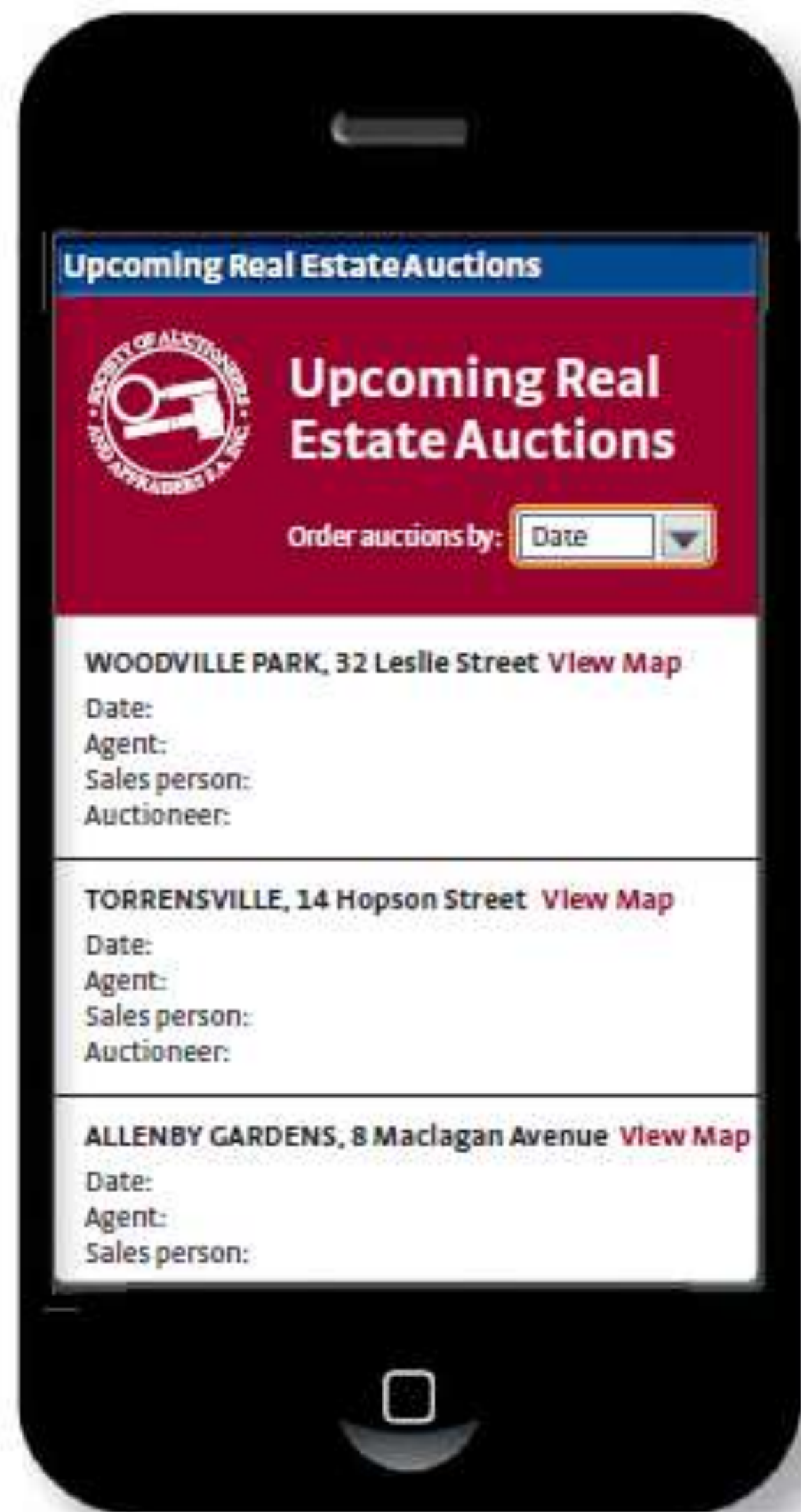
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

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!

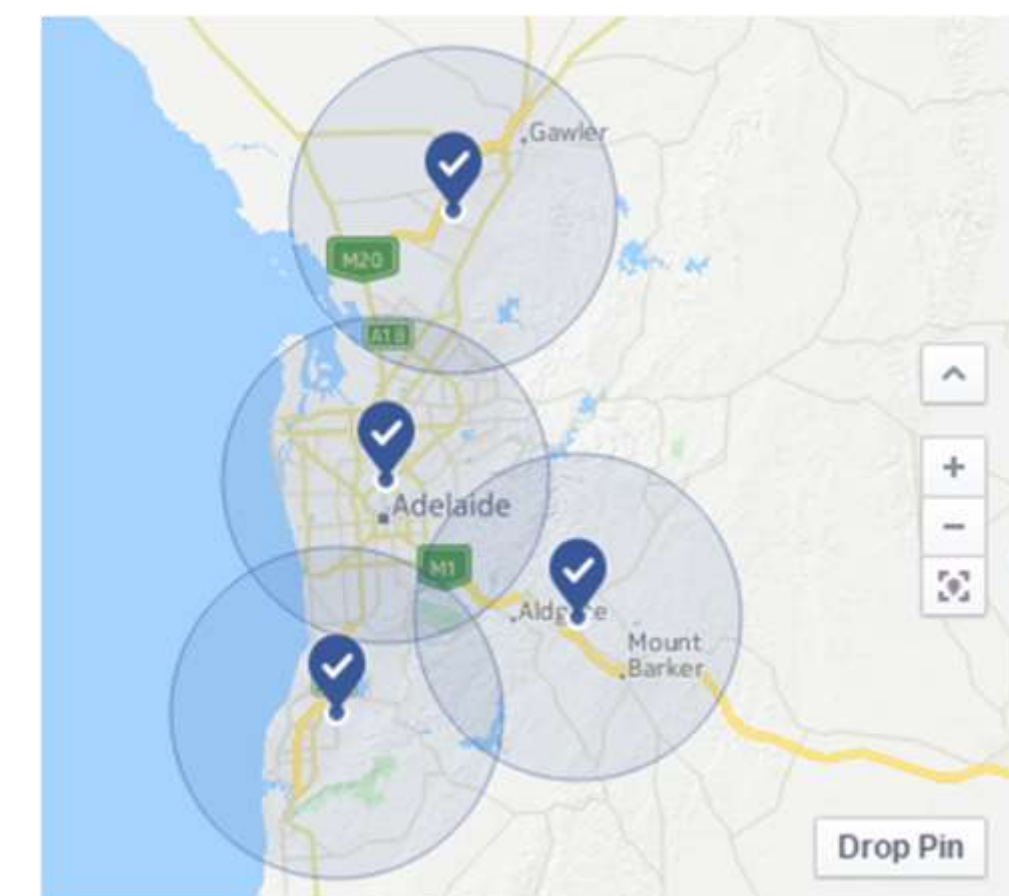


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!*



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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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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.
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IN-TRUST? IT'S A MUST!

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SOCIETY OF AUCTIONEERS & APPRAISERS
MEMBERS CONDUCT EVERY AUCTION
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ENSURE YOU ENGAGE WITH A SOCIETY MEMBER

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(THE INSURANCE BROKERS)



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