



# Gavel & Glass

June 2018

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





**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*

## CONTENTS

- Legend Status..... Page 3
- SALIFE Golden Gavel..... Page 4-10
- Cody Gray Foundation..... Page 11
- Auction Accreditation..... Page 12
- Rising Star Heats..... Page 13-14
- General Auctioneer Judging..... Page 15
- Senior Auctioneer Judging..... Page 16
- SALIFE Golden Gavel Photos..... Page 17-21
- Member’s Networking Night..... Page 22
- Upcoming Events..... Page 23
- REA Forms—Important Update..... Page 24
- 21 Advantages of Auction..... Page 25
- SALIFE ..... Page 26
- Auc Docs..... Page 27
- FIRB Service..... Page 28
- Auction App..... Page 29
- Rent Rolls..... Page 30
- The Form company 1..... Page 31
- Form 3 Service..... Page 32
- Skyvue..... Page 33
- Engaging an Auctioneer?..... Page 34
- Key Sponsors..... Page 35





# Society of Auctioneers & Appraisers (SA) Inc

## Legend Status



The SALIFE Golden Gavel dinner was completely booked out 3 weeks prior to the event—it is proving to be such a popular event with good reason. The feedback is incredible and the food and service in the Mayfair is excellent.

### Still a Legend!

After winning the prestigious Society of Auctioneers & Appraisers (SA) Inc. SALIFE Golden Gavel in

# GAVEL & GLASS

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

'94, '95, and '96, then again in 2001 – 17 years later, Brett Roenfeldt has yet again entered and won the 2018 SALIFE Golden Gavel at the Awards Dinner held at the Mayfair Hotel in Adelaide on Thursday 31<sup>st</sup> May.

The SALIFE Golden Gavel is the longest running auction competition in the southern hemisphere and was the brainchild of Society of Auctioneers & Appraisers' Past President and Life Member, Anthony Toop.

This year Auctioneers were judged live in the field where their performances were streamed live onto the Society's Facebook.

Brett will once again receive the perpetual trophy, a framed boxed gold hammer, a half page advertisement in SALIFE, compliments of SALIFE and a luxurious Lexus weekend escape compliments of Lexus of Adelaide.





# Society of Auctioneers & Appraisers (SA) Inc

## SALIFE Golden Gavel

Brett is the director of BR Auctioneer, the first freelance specialty property Auctioneering business in SA. He is employed by around 400 Real Estate Agents as their corporate auctioneer. In one year, Brett personally conducted 884 onsite property auctions – which was an SA record, from major farms and vineyards, commercial and industrial, retail and residential properties. In 2013, Brett was awarded the Order of Australia medal for the services to the Real Estate Industry.

The other finalists were: AJ Colman (AJ Colman Independent), Hamish Mill (Harcourts Williams), Steve Alexander (Klemich Real Estate), and Matt Smith (Klemich Real Estate).

The SALIFE Golden Gavel Live General Auctioneer of the year is Richard Ward, with runner up Angelo Bartemucci – both from Pickles Auctions.



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc

## SALIFE Golden Gavel



The Top Principal and Sales Consultant Auction Marketers are Nick Psarros (Ray White Port Adelaide) and Andrew Welch (LJ Hooker Kensington Unley).

Top Real Estate Auctioneer of the year, recognising the Auctioneer who sold most properties at auction (being published on the Society's Upcoming Auctions App) – Brett Roenfeldt.

The Real Estate Group Auction Marketer of the year, selling the most properties under Auction conditions appearing on the Society's Upcoming Auctions App – Ray White.

Real Estate Highest Price Sale (Country and Metropolitan) went to Geoff Schell (Ray White Clare) and Paul Bateman (Ray White City Edge).

Auctioneer Agency of the year, being the top 3 point scorers representing a major independent or franchise group – Harcourts.

General Auctioneer Highest Price Single Lot, Highest Sale Proceeds and the Peter du Plessis 'Golden Pen' Award (for a significant valuation) – Marc du Plessis (du Plessis Auction Gallery).



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc

## SALIFE Golden Gavel



The Rising Star Finalists were – Andrew Monks (Evans Clarke National), Sam Alexander and Sam George (both from Klemich).

*This year the Rising Stars auctioned a house in Blair Athol on a 770sqm allotment with development potential, the Rising Stars all can be proud of their sensational performances – there can only be one winner!*



This year, we are proud to announce, once again from Klemich Real Estate – the winner is Sam Alexander – whose award was presented by our 2017 Rising Star winner, Will Fitridge.

The Society recognizes the Top 10 Principals and Sales Consultants from the monthly results published in our Upcoming Auctions App as submitted by Society Real Estate Auctioneers.

The Society's SALIFE Golden Gavel Competition has unquestionably raised the standards of auctioneering in South Australia and has been the springboard that has fast-tracked the careers of many South Australian Auctioneers.

# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc. **SALIFE Golden Gavel Winners**



*Brett Roenfeldt, Sam Alexander, and Richard Ward*

## **GAVEL & GLASS**

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



# Society of Auctioneers & Appraisers (SA) Inc.

## **SALIFE Golden Gavel Senior Real Estate Winner**

### **SALIFE Golden Gavel Senior Real Estate Winner**

**Brett Roenfeldt, BR Auctioneer**



“What an incredible night at the SALIFE Golden Gavel dinner to be awarded the prestigious SALIFE Golden Gavel Award and be recognised as the 2018 SALIFE Golden Gavel Champion

It has been 18 years since my last win, and 25 years since my first win...how time flies!

**The SALIFE Golden Gavel Competition has allowed me to follow my great passion and provide a training platform to establish a very successful freelance auctioneering business.**

I am very honoured to have been awarded this iconic trophy – a record 5 times.

To also have been awarded the Top Auctioneer of the Year, for the most auctions sold under the hammer is very satisfying – this has been only possible because of the huge support shown by my long-standing clients.

To go back into the competition after so many years was a major risk – but without risk, comes no reward...big thank you to Garry Topp for encouraging me to go back in again.

Thank you to all my clients for their incredible loyalty, support and best wishes... this is a win for us all.”

**- Brett Roenfeldt F.S.A.A. (Life)**

# **GAVEL & GLASS**

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





# Society of Auctioneers & Appraisers (SA) Inc.

## SALIFE Golden Gavel General Auctioneer Winner

I started doing auctions a long time ago in 1990 - so you would hope that after 28 years, I would know how to do them—it was a great honour to be recognised as the SALIFE Golden Gavel General Auctioneer. I am very grateful to everyone involved.

There is obviously a huge amount of organisation from many people that goes into making these events the success that it was and the fact our SALIFE Golden Gavel competition is the longest running one in Australia is a testimony to the Society.

I am delighted to have been involved this year and encourage all General Auctioneers to get involved next year. Pickles have 5 auctioneers in two of our branches in South Australia and we all entered this year, so we had plenty of our own friendly rivalry.

We have also used the recordings to analyse our own performances and see where we can improve.

Like everyone else, my day is filled with administrative tasks like , HR, IT, WH&S, etc. so it is great to be able to get out at least once a week and do an actual auction. It's a great release and puts me at the coalface of our business interacting with buyers and sellers alike. **At Pickles we appreciate the importance of technology in our sales process with internet bidding, online sales and so forth.**

However, we also recognise the importance of an auctioneer because whether it is a house, or a Holden Commodore, there is always a certain amount of emotion involved in the purchasing decision and the auctioneer is a vital part of that process.

## GAVEL & GLASS

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

## SALIFE Golden Gavel General Auctioneer of the Year

*Richard Ward, Pickles Auctions*



I have been involved in the training of auctioneers in SA and NT for Pickles and believe it is events like the SALIFE Golden Gavel that encourage people to become auctioneers in the first place and maintain the enthusiasm of practicing auctioneers.

Thanks once again for putting on a great event and for giving me the honour of being awarded SALIFE Golden Gavel General Auctioneer for 2018.—*Richard Ward*



# Society of Auctioneers & Appraisers (SA) Inc.

## **SALIFE Rising Star/U25 Winner**

### **SALIFE Golden Gavel Rising Star Winner & U25 Winner**

**Sam Alexander, Klemich Real Estate**



“I am highly honoured to have won the 2018 SALIFE Golden Gavel Rising Star Award and to follow in the footsteps of previous winners of the award. I have seen how Auctioneering has vastly fast tracked the careers of many of my peers and mentors, as well as achieved fantastic results for many homes & families across South Australia.

I would like to sincerely thank my mentors Steve Alexander, Oren Klemich & Matt Smith, directors of Klemich Real Estate for their hard work and dedication providing me with second to none training and encouragement to compete in the competition. Congratulations as well to Sam George and Andrew Monks, both finalists in the Rising Star Award as well as all who competed. Thank you to the fantastic staff at the Society of Auctioneers and Appraisers (SA) Inc. as well as all judges and volunteers who worked tirelessly to ensure the competition was a success.

I would highly recommend to any upcoming Auctioneers to enter in to the Rising Star Award as I believe the support and recognition from the Society of Auctioneers and Appraisers (SA) inc. is second to none.”

- Sam Alexander



# Society of Auctioneers & Appraisers (SA) Inc. Cody Gray Foundation



Sharon Gray's daughter was injured during a family skiing holiday in July 2014. 16 year old Cody Gray suffered a fall leaving her with quadriplegia, it changed her life and that of her family and friends forever.

We had **THREE** lots donated on the night which were Auctioned by our SALIFE Golden Gavel Winner, SALIFE Golden Gavel General Winner and SALIFE Golden Gavel Rising Star Winner.

Items were A Full Page in SALIFE, Solid Sterling Silver Ladies Pen, One Night Accommodation at the Mayfair Hotel Deluxe King Room + 3 course dinner in Mayflower Restaurant.



The Society has raised a staggering \$11,385 during the SALIFE Golden Gavel Launch this year for our charity of choice, The Cody Gray Foundation.

This takes the total to \$41,795 raised so far.

## GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc

## Auction Accreditation



At the Awards Dinner, the Society launched Agents and Auctioneers Accreditation for Real Estate Auctioneers and Auction Marketers. The accreditation platform is designed to recognise Real Estate Auctioneers and Auction Marketers in the pursuit of excellence and give members a goal to aspire to achieve in being accredited. The accreditation process recognises excellence in delivery, education, training, and accountability. This is the first accreditation program ever launched in Australia for these industry professionals as was the Society's launch of the Golden Gavel (1993), the School's Auction Idol (2007) and Golden Gavel Live (2017). These industry initiatives have been recognised throughout Australasia, and the concepts have been used widely in Australia and New Zealand.

# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc.

## Rising Star Heats

On Wednesday 16th May 2018 we held the SALIFE Golden Gavel Rising Star Competition at the stunning Mayfair Hotel in Adelaide.

We had 7 contestants on the day, 4 bidders and 8 judges.

Contestants were: Amelia Langhans, Sam George, Lachlan Mudie, Sam Alexander, Attilio Cavuoto, Andrew Monks and Vincent Wang

Bidders were: Marc du Plessis, Angelo Bartemucci, Anthony DeMarco and Matt Smith

Judges were: Darren Read, AJ Colman, Sharon Gray, Jarrod Tagni, Jarrah Holmes, Brooke Seward, Victor Velgush and Jenny Watson.



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc. Rising Star Heats

Floor Manager: Brett Roenfeldt

Contestant Supervisor: Ray Brincat

Camera/videographer: Mitchell Hawkes

Our Trustee, Oren Klemich greeted contestants, judges, bidders and attendees in the morning.

The morning kicked off with our 2017 SALIFE Golden Gavel Winner, Will Fitridge, performing a benchmark auction for the judges.

Thank you to all who attended and helped.



## GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc. **General Auctioneer Judging**



*General judging was held on Thursday 10<sup>th</sup> May 2018*

**Judges were:** Leo Redden, Brett Roenfeldt, Christopher McLaughlin,  
Victor Velgush, Andrew Monks, Anthony Hurl, Jamie Coding.

**Contestants were:** Stuart McCalden, Brett McGarrigle, Angelo Bartemucci,  
Marc du Plessis, Richard Ward, Serg Grohs.

## **GAVEL & GLASS**

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



# Society of Auctioneers & Appraisers (SA) Inc. **Senior Auctioneer Judging**



*Senior judging was held on Friday 18<sup>th</sup> May 2018 at the Arkabar*

**Judges are:** Wayne Johnson, Robin du Plessis, Emma Slape, Rosalind Neale,  
David Smallacombe, Sharon Gray, Phil McMahon, Bronte Manuel.

**Contestants were:** Brett Roenfeldt, Hamish Mill, Matt Smith, Jarrod Tagni, Mark Fricker,  
Stephan Venn, AJ Colman, Steve Alexander, Anthony DeMarco, Pete Angel.

## **GAVEL & GLASS**

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





# Society of Auctioneers & Appraisers (SA) Inc.

## SALIFE Golden Gavel



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc.

## **SALIFE Golden Gavel**



# **GAVEL & GLASS**

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



# Society of Auctioneers & Appraisers (SA) Inc.

## **SALIFE Golden Gavel**



# **GAVEL & GLASS**

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



# Society of Auctioneers & Appraisers (SA) Inc.

## **SALIFE Golden Gavel**



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc.

## SALIFE Golden Gavel





# 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](mailto:admin@auctioneers.com.au)

Phone: 8372 7830

[CLICK HERE](#)

## GAVEL & GLASS

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

YOU ARE INVITED TO THE

*Society's*  
*Members Networking*

- MEET THE MEMBERS -

Platters of Fine Italian Food  
{ Open Bar at cost }

5 P M | 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](mailto:admin@auctioneers.com.au)



# Society of Auctioneers & Appraisers (SA) Inc

## Upcoming Events

### UPCOMING EVENTS

Thursday 21<sup>st</sup> June – Wine Tasting @  
Lexus

Tuesday 3<sup>rd</sup> July – Welcome New  
Members @ Cucina North Adelaide

Tuesday 17<sup>th</sup> July – Breakfast of Champi-  
ons @ Lexus

Thursday 20<sup>th</sup> September – Meet the  
New Board @ TBA

Friday 12<sup>th</sup> October – Society Golf Classic  
@ Mount Osmond Golf Club

Thursday 29<sup>th</sup> November – Christmas  
Drinks @ TBA



# GAVEL & GLASS

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



# Society of Auctioneers & Appraisers (SA) Inc.

## REA Forms—Important Update Information

We update and change forms as and when required. To help with your management and user experience we detail some points of use.

### Contracts now have e-signing as an option

We have now enabled e-signing into all Contracts for the Sale of Land. You can still elect to have e-signing or hard copy signing.

If the button is selected for electronic signing then the Contract can be sent remotely for signing online and electronic signatures used. This is all self-explanatory but we recommend users do a few trial tests and always use the SMS confirmation (mobile phone number field) when sending a form to sign.

No witnesses are required in this format.

If *e-signing* is not selected then the normal printing clauses appear and witnesses

es are still required.

A legal agreement with consideration does not need a witness and it is of little purpose today as with modern technology you know who we are dealing with now and with identity verification and auction registrations.

### GST Withholding Tax

**Newly created Residential Property**  
*(not substantial renovations but new de-*

*velopments and first sales only)*

A new regime affecting sales of new residential property arising from new developments (or even potential new residential developments) is coming in on 1 July 2018. The Purchaser is required to remit GST (1/11th) of the Price to the ATO.

New clauses will appear in all Contracts later this month and seminars will be organised in June 2018. It largely only applies to newly created developments and first sales. It is more a conveyancing obligation but Agents will need to be aware and help inform Vendors (developers) and Purchasers of their obligations.





# 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**

**GAVEL & GLASS**

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

# 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:

Phone 08 8408 0200

Subscribe online at [salife.com.au](http://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](http://www.auctioneers.com.au)

**GAVEL & GLASS**

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

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.

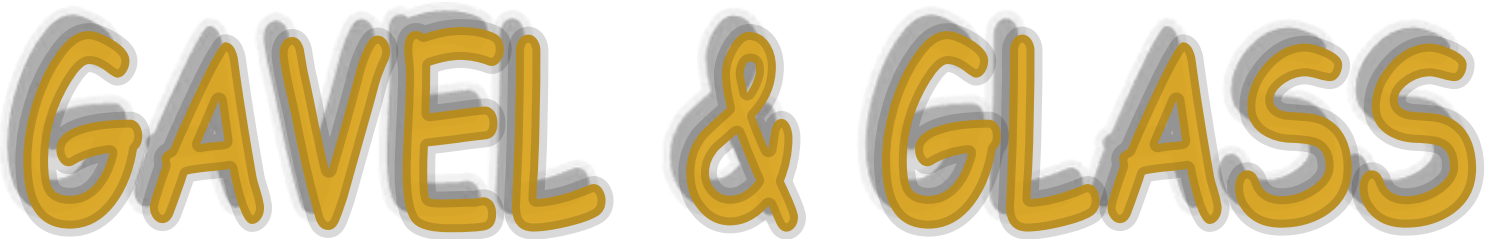
Contact Karley Thomas( [karley.thomas@corsers.net.au](mailto:karley.thomas@corsers.net.au) ) in the first instance at our office using the Forms attached for any referral.

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

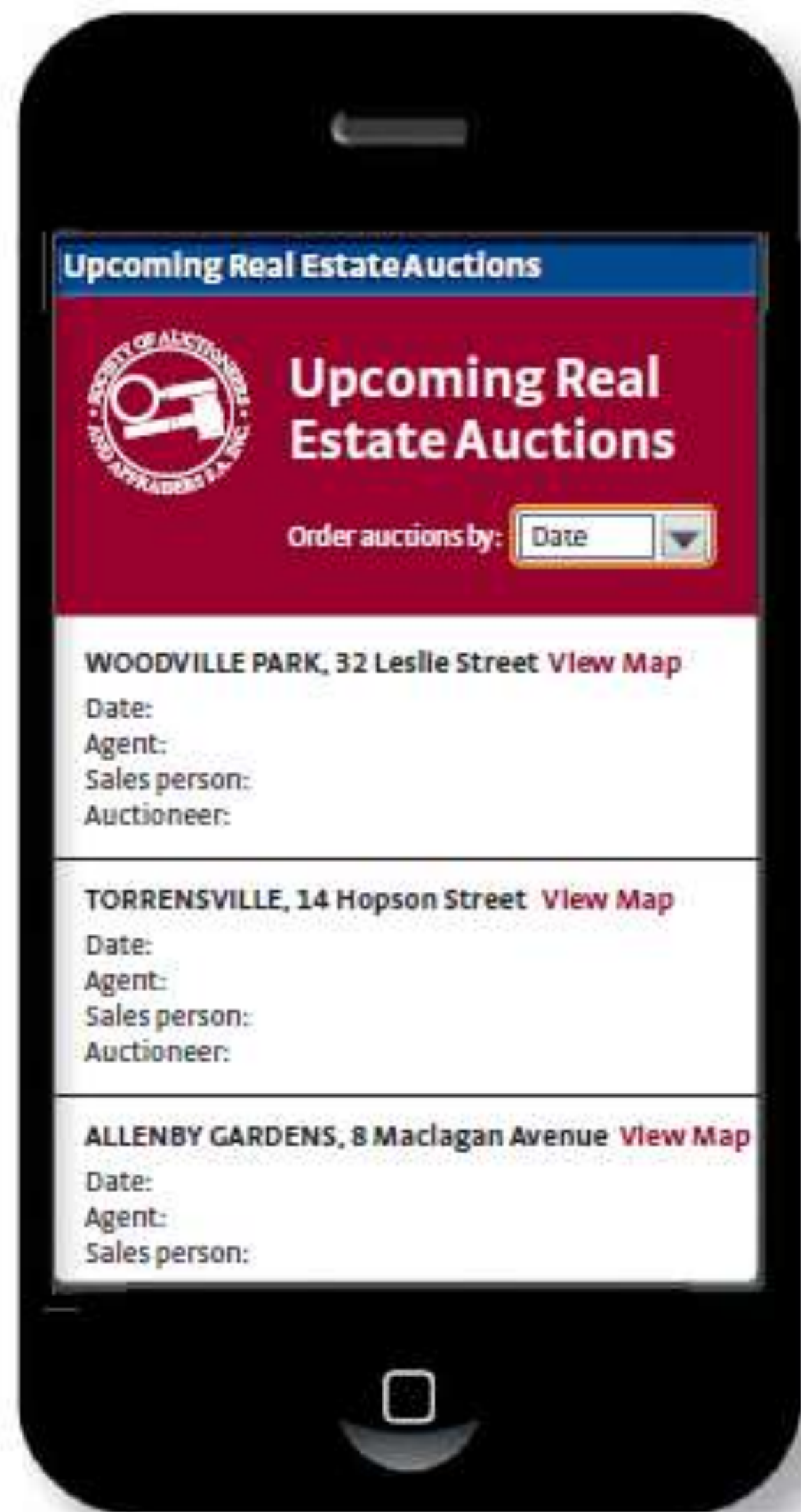
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

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

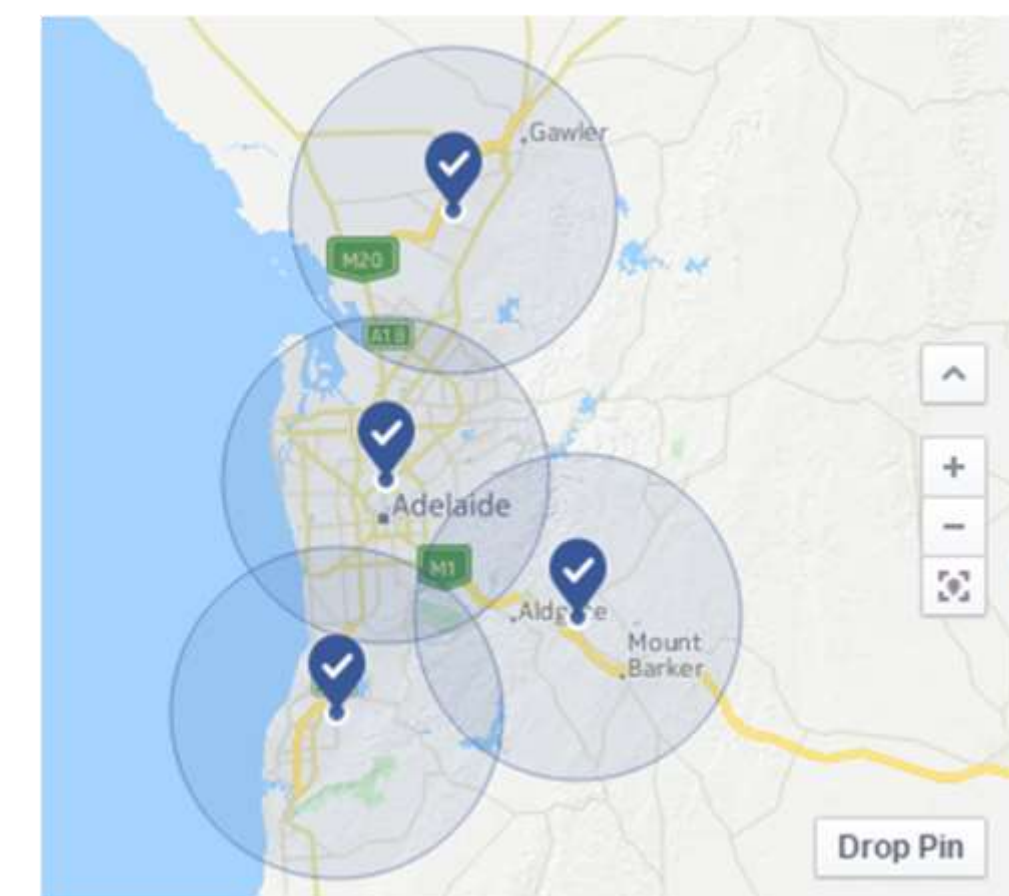


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### 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!



# GAVEL & GLASS

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

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**

# **R**ent 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](http://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](mailto:karley.thomas@corsers.net.au)

**Agent Legal Advice  
Services**

CONTACT  
**Nadia Shivarev**  
[nadia.shivarev@corsers.net.au](mailto: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

www.whiteskylabs.com

# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & 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

# 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