



Gavel & Glass

August 2018

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



The Society of Auctioneers and Appraisers (SA) Inc.

Society of Auctioneers & Appraisers (SA) Inc.

August 2018



Victor Velgush
President



Attilio Cavuoto
Vice President



Jarrah Holmes
Board Member



Matt Smith
Board Member



Angelo Bartemucci
Board Member



Andrew Monks
Board Member

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Society of Auctioneers & Appraisers (SA) Inc

Vice President's Report

With the AGM fast approaching, we would like everybody to come and have your input into the evening which is to be held on the 10th September 2018 5pm for 5:30pm at the Arkaba Hotel (150 Glen Osmond Road, Fullarton). Click here to view the Agenda.

Join us for drinks afterwards!

Have your input and meet the new Board that will be elected on the night.

We welcome any suggestions you might have to improve and give the Society a new direction.

Remember to book for the CBS Workshop (Thursday 16th August at 9:30am). This is a good opportunity to meet David Sedgwick, a CBS Authorised Officer.

This is an open discussion with a Q&A session to clarify some of the points that have been controversial that highlights many of the issues that have become evident in office audits – to ensure your office fully complies with legislation in all aspects of agency and pricing.

Land Agents Threats—A fantastic opportunity with a presentation by Wayne Johnson on Land Agent's threats. **This workshop discusses how to run a viable business with a long-term future. It is imperative to remain profitable and sustainable. With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.** An opportunity exists to calculate the thresholds for costs and commissions to break-even.

Don't forget the Golf Day to be held on Friday 12th October at the Mount Osmond Golf Club – with the Form 1 Company as the major sponsor! **Don't miss this fantastic Day and a chance to win \$20,000 if you're lucky enough to get a Hole-in-one!**

To round the year off, **our Society Christmas Drinks are held at the Oyster Bar** at Holdfast Shores – where we celebrate and look forward to a successful and prosperous 2019.

Attilio Cavuoto
M.S.A.A.
Vice President



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Society of Auctioneers & Appraisers (SA) Inc Board Report

Real Estate Report

We are currently working on a stamp duty proposal to Government for them to consider and we are very close to a Best Practice Guide for Auction Listing for release this year to all members.

We had great success with Matt Smith speaking to RETC students again – which will happen throughout the year. We are increasing in student memberships each time.

We held a very successful Breakfast of Champions which was widely considered amongst all attendees as very informative hearing from non-industry speakers. There were very interesting insights from the Member of Parliament and General Manager of Lexus who both had a young age had a huge success.

We are anticipating lots of great new initiatives from the next board elected at the AGM in September.

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

Jarrah Holmes M.S.A.A.



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Society of Auctioneers & Appraisers (SA) Inc

Form 1 Company Golf Classic

Friday 12th October 11:30am

Mount Osmond Golf Club

60 Mount Osmond Road, Mount Osmond

\$88 for golf, on-course drinks and snacks,
Barbeque lunch and snacks after the game

RSVP by

Friday 28th September

To be eligible for the \$20,000 cash prize!

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)

†The Form 1 Company™
2018 Golf Classic
SPONSORED BY CHRIS GILL

Welcome
to Adelaide's
Most Beautiful
Test of Golf

Only 15 minutes from the centre of the CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline.

Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round.

The Form 1 Company™ sponsored
ONLY \$88 PER PERSON

WIN \$20,000 CASH!
Just get a hole in one on the 4th hole

FRIDAY 12TH OCTOBER 2018
Mount Osmond Golf Club
60 Mount Osmond Road, Mount Osmond

Our 18 Hole Course
Our course is located up on the Adelaide Hills with glorious views of the City of Adelaide, Mt Lofty Ranges and the coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

11.30am Lunch
12.30pm Tee Off
5.00pm Prizes & Awards

\$88 for golf, on-course drinks and snacks, barbecue lunch and snacks after the game

Teams of 4 players
Ambrose with shotgun start

Please RSVP by returning booking form to Garry Topp with the names of those attending before Friday 28th September

MAJOR SPONSOR:
SA LIFE

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

Thursday 16th August | 9am for 9:30am

Arkaba Hotel

150 Glen Osmond Road, FULLARTON

Members and employees \$44

(groups of 3 or more from the same office \$37 ea)

RSVP by

Friday 3rd August

Email: admin@auctioneers.com.au

Phone: 8372 7830

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ADELAIDE

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 16th AUGUST 2018
9:00 for 9:30am start
to 12 noon

Arkaba Hotel
150 Glen Osmond Road
Fullarton SA 5063

Members and employees \$44
(groups of 3 or more from the
same office \$37)
*Non members are invited to
join in order to attend*

BOOK BY
FRIDAY 3rd AUGUST 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.

[Workshop] Land Agents Threats

Thursday 30th August | 9am for 9:30am

Arkaba Hotel

150 Glen Osmond Road, FULLARTON

Members \$79 each

RSVP by

Wednesday 22nd August

Email: admin@auctioneers.com.au

Phone: 8372 7830

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LAND AGENT'S THREATS

PRESENTED BY WAYNE JOHNSON

HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE

For Principals & Sales Consultants running a business within a business



IS YOUR BUSINESS STRUCTURED TO REMAIN PROFITABLE AND SUSTAINABLE?

This workshop, presented in an easy to digest manner, examines multiple scenarios demonstrating the effect on the net profit levels of various gross commission returns (average 5 return per transaction), sales commission structures and the growing level of referral fees paid to intermediaries

The workshop covers the following topics:

- The notion of adequate compensation for business owners
- The critical implication of the margin of gross profit
- Average gross commission returns
- Sales staff remuneration structures including the impact of the new Award introduced on 30th April 2018

LEARN HOW TO

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point - client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
 - desk cost per sales person
 - break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction.
- How many appraisals, listings, and sales do you need to produce an average commission



Wayne Johnson

Society of Auctioneers & Appraisers (SA) Inc President in 2008, Wayne has 30 years of experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO, and risk management consultancy. Wayne has an MBA - Bachelor qualification in property and is a qualified workplace trainer.

Society of Auctioneers & Appraisers (SA) Inc.

W: Auctioneers.com.au
E: society@auctioneers.com.au
P: (08) 8372 7830
F: (08) 8372 7833

With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

Thursday 30th August 2018
Fullarton Room | Arkaba Hotel
150 Glen Osmond Rd, Fullarton
9am for 9:30am start
\$79 each
Bookings in by Wednesday 22nd August 2018 please

We encourage all practitioners to attend this workshop and learn how to successfully predict the future of your business before its too late

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SA LIFE

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BOWDEN

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Card No.

Amount: \$ Expiry Date /

Cardholder's Name Signature

Names Attending

Non members please advise Address

Ph Fax Email



Society of Auctioneers & Appraisers (SA) Inc.

Christmas Drinks

Thursday 29th November 5pm

Oyster Bar Holdfast Shores

Marina Pier, Glenelg

\$38.50 per person

Platters of homemade dips, oysters, prawns,
springrolls

RSVP by

Friday 16th November

Email: admin@auctioneers.com.au

Phone: 8372 7830

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JOIN US FOR THE SOCIETY'S

CHRISTMAS DRINKS



Thursday 29th November, 2018
5:00pm | Oyster Bar Holdfast Shores
Marina Pier, GLENELG SA 5045

\$38.50 per person
for platters of homemade dips,
oysters, prawns, springrolls

PLEASE BOOK BY
FRIDAY 16th NOVEMBER to Michelle Lee
8372 7830 | admin@auctioneers.com.au





Society of Auctioneers & Appraisers (SA) Inc.

Female Only 2 Day Auction Academy

Thursday 13th September @ 8am—6.30pm

Friday 14th September @ 8am—5.30pm

Arkaba Hotel | Board Room

150 Glen Osmond Road, FULLARTON

Members \$770

Non members are invited to join prior to attending

RSVP by

Friday 31st August

Email: admin@auctioneers.com.au

Phone: 8372 7830

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FEMALE ONLY Real Estate Auction Academy

2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module
CPPDSM4004A (CONDUCT AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy
This is the only Auction Academy run by four times Golden Gavel Winner Mr
Brett Roenfeldt, giving participants an insight into his experience in
conducting over 16,000 Real Estate Auctions in South Australia

Presented by the Society of Auctioneers &
Appraisers (SA) Inc. in association with ACG Global Training & Coaching



This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current registration). *When applying for Licence, remember to take evidence of your CPPDSM4019A Prepare for Auction and Complete Sale.

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative questions
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a panel of two qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

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

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

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

PRESENTED BY
Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (Life)



With guest presenters...
Sharon Gray & Rosalind Neale



For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830



Society of Auctioneers & Appraisers (SA) Inc Members Networking Night

A new initiative of the Society is a Welcome New Members Cocktail Party which was held on Tuesday 3rd July at 5pm at Cucina Restaurant in the upstairs Function room in O'Connell Street, North Adelaide.

41 Guests attended and were treated with scrumptious Italian food and fine Australian wines and beers.

Guests networked with a greeting and welcome by President Victor Velgush. Plus further welcome and acknowledgment of the Society's formation and history by our 3rd and longest serving President Mr Christopher McLaughlin F.S.A.A (Life)

These events are invaluable to new members getting access to high achievers where they can talk one on one and be motivated to similar hard work and achievement.

Garry Topp F.S.A.A (Life)
CEO



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Society of Auctioneers & Appraisers (SA) Inc Members Networking Night



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Society of Auctioneers & Appraisers (SA) Inc. Members Networking Night



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Society of Auctioneers & Appraisers (SA) Inc.

Instructions to Electronic Signing

There are no training seminar or course available for online signatures. It is very simple and straight forward in how to use it.

As an agent you use the blue button SEND TO SIGN if you are not there with the vendor and they will get an email with a link. They click the link and agree to terms and is presented with a signature box which they sign in using mouse or finger if on a touch sensitive screen. That's basically it.

When you send to sign you have the option to add the signee's mobile phone number which adds an extra layer of



security plus they get a text message as well as the email. They are then prompted for an unlock code when signing (which is automatically sent to phone).

The form is always attached to the email and available as a link on the signature screen.

Best thing you can do is just send a test document to yourself for signing.

As a sidenote, when you send to sign or sign here the form is locked for further editing. It can be unlocked but all signatures completed and outstanding requests will be cancelled.

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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



It just goes to show that you don't need Real Estate and General Auctioneers & Appraisers to motivate a group in sales success.

Our Breakfast of Champions held at the stunning Lexus of Adelaide showrooms amid all the latest Lexus vehicles was held on Tuesday 17th July 2018 with speakers Wade Sander, General Manager of Lexus and Hon. Vincent Tarzia MP, speaker of the House in the South Australian parliament.

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Andrew Monks welcomed our 45 guests and acknowledged 5 times SALIFE Golden Gavel Winner – Brett Roenfeldt, SALIFE Golden Gavel General Winner – Richard Ward, SALIFE Golden Gavel Rising Star Winner – Sam Alexander and sponsors SALIFE, Lexus, Bowden Group, Blaze Advertising, Read Bros Signs, Corsers, Lawsoft, Form 1 Company, and du Plessis Auction Gallery.



The first speaker was Hon. Vincent Tarzia MP who was faced with a huge challenge in the recent State election with one of the highest profile politicians, Nick

Xenophon standing against him and he overcame the challenge and won. Vincent is the youngest speaker in the House of Representatives in the history of South Australia – an incredible achievement for a humble young man from the North East Suburbs of Adelaide.

Vincent explained that one of his mentors is John Howard for his conviction in taking a GST to an election and reforming gun laws – where Vincent admired him as he stood for something, and he fought for what he perceived was right in some in-





Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



stances, against public opinion. Another of his mentor is Warren Buffet – how he studies the concept of value and strategic thinking, and the key to success is to surround yourself with good positive people. He explained how you must adjust to rejection and concentrate on helping other people and your community. **He writes daily and weekly goals and came over to the crowd as being grateful and humble.**

Vincent's election success was in building a solid base by meeting as many people in his electorate over 7 years and genuinely getting to know them. He said – "Sometimes, we all need a kick up the arse and managing stress and striving to exceed expectations and to always push



yourself further if you want to succeed. You must sacrifice to get something. Do the work, which is imperative, be competitive – especially when it gets hard!"

CEO Garry Topp has provided Vincent with a Society tie – and he has assured us

he will wear it in parliament as the youngest speaker at Age 31.

Next cab off the rank was General Manager of Lexus, Wade Sander. When he was younger Wade had lived in 18 different homes by the age of 18 in most States of Australia. When he finished High School he bought a one way ticket to London, stayed for 5 years, travelled and learnt life's valuable lessons as he worked various jobs to support his adventure. **Wade backpacked around South America and Africa - did aid work in Africa and spent three weeks in the desert!**



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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



Back in Australia, Wade liked talking to people and had a passion for cars and in 2008 landed a job as a trainee Sales Consultant where he went on to set records and won a national skills competition. **As a trainee, he was not permitted to deal with customers so he would do a mock sales presentation to an imaginary customer – causing fits of laughter to the other sales staff!** But it is through this practice that he got good at it, and look where he is today.

One of Wade's mentors was his grandfather who recently passed away and had a business in the Barossa where he bought and sold, but with integrity. **'Honesty' and 'Integrity' became Wade's mantra.** Wade's other mentor is his wife, who is South African who he met in London – she is highly

they reciprocate and he has carried that formula into management, working with a team – **one size doesn't fit all with sales consultants** – getting to know them and ways to motivate them on an individual basis is crucial. Wade ensures that his client never feels pushed to sign a sales order but he continually tries to assist and understand the buyers, not sell.



Wade learned from an early age to document his short and long terms goals and to write them on the front page of his diary

supportive of his long hours at work and he pushes and encourages him to continually succeed.

Approach to sales – very passionate, genuine, people deal with people they trust, so Wade looks for good in people and





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



so he reviews them every day. **His initial goal was to be a Sales Manager at 30 – and he nailed it!** When you manage a team, it is imperative to understand that everyone has a part in the puzzle and he sees himself as a member of the team working with them as opposed to sitting in an office, directing him as a Manager. **A successful Sales Manager must be able to walk the walk and not just talk the talk.**

Another one of Wade's mentors is Roy Marando, whose expertise in the industry is recognised nation-wide. Wade is conscious on not dwelling on negatives, but doing everything in the positive, and if he sees something that happens that isn't successful, he looks for a way to turn the negative into a positive.

His mandate for success is – build a good foundation and be really organised (he holds a sales meeting EVERYDAY, and reviews the previous day's enquiries, and separates those into hot, medium and cold).

Wade says the cold enquiries (e.g. someone coming in to ask for a brochure) are easily forgotten, so he holds the Sales staff into account, and when they follow up even the weakest leads, they then get into the rhythm of extra leads, deals, and referrals which makes the sales team more competitive than ever.

Let's face it – no matter what role we are in, even the receptionist, we are all selling something. So there is nothing more fundamental than delivering awesome customer service with honesty and integrity to build a solid foundation for your future.

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



Even though the speakers were from different industries, **they both blew our socks off with genuine tips for success.**

We held a business card draw and the winner of the Society tie is Andy Edwards from Klemich Real Estate, and the winner of a bottle of Di Giorgio's Red is Wally Karpiuk from Century 21 Mawson Lakes.



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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 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

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!



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 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

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- Regular Training and Legislative Updates
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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.

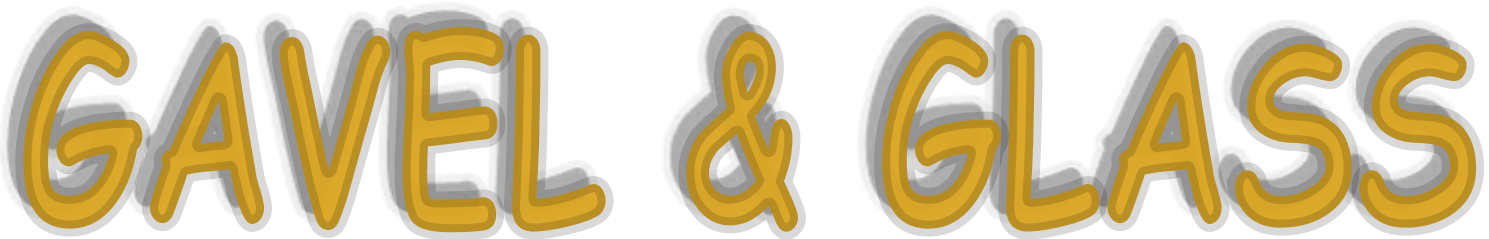
Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

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

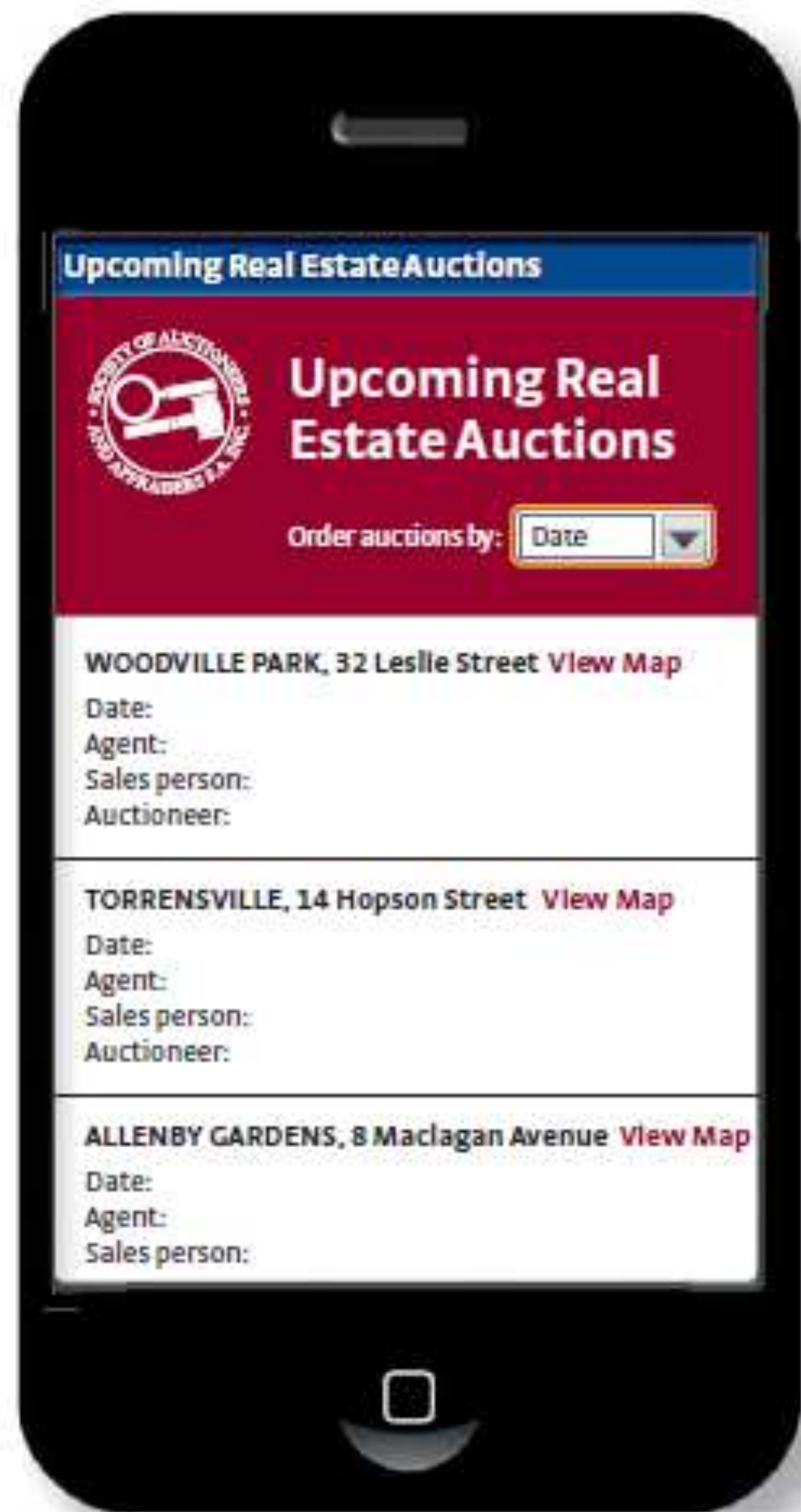
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

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



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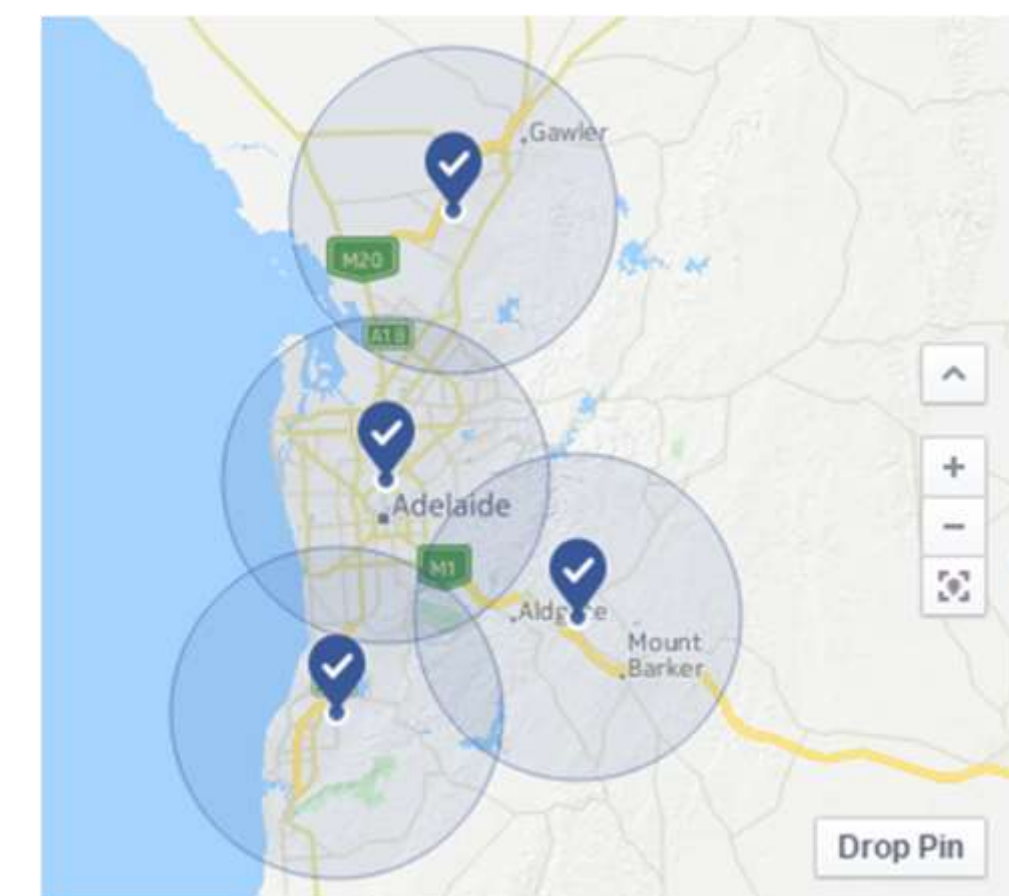


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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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

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SkyVue

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Garry Topp

Chief Executive Officer

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