



GAVEL & GLASS

February 2017



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

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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– its your guarantee*

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

Society of Auctioneers & Appraisers (SA) Inc.

February 2017

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Victor Velgush
President



Attilio Cavuoto
Vice President



Marc du Plessis
Board Member



Bernie Altschwager
Board Member



Trent Godfrey
Board Member





Society of Auctioneers & Appraisers (SA) Inc.

Message from the President



It is my honour to represent an organisation with such a rich history and loyal membership. In 2017, I aim to deliver the members better value through a greater number of world-run events presiding over a world-run cohesive board, working together for the benefit of members.

We have re-established committees, thereby creating more involvement in the running by members for members, and we will strive to raise the profile of auctions in South Australia.

Progress can be had for the Society through innovation and continued improvement in keeping with the Society's vision statement and taking advice from Past Presidents with regular meetings and updates.

On behalf of the board, I wish you all a successful and rewarding 2017 and beyond.

Victor Velgush
M.S.A.A.
President

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Society of Auctioneers & Appraisers (SA) Inc.

Meet the Board Members

Marc du Plessis | Board Member



"I have been in the auction industry my entire life and have also been as a Past President of the Society. I believe we should increase public awareness of the Society and its members; Re-invigorate the membership bringing back the fundamentals that the Society was based on with a level-headed approach to all needs of our members."

Attilio Cavuoto | Vice President



"With being on the board now for just over 12 months, my intentions are to help our current members & new members understand the strength of AUCTIONS, and to get our members together more often, to make the Society stronger than what it is today & to maintain the strength that it has had over the last 30 plus years."



Society of Auctioneers & Appraisers (SA) Inc.

Meet the Board Members

Trent Godfrey | Board Member



"I'm pleased to be part of the new board. We have some exciting new initiatives in place for 2017. My intention is to make a positive contribution to the auction market in South Australia"

Bernie Altschwager | Board Member



"A new board, a new direction and fresh ideas. I am absolutely thrilled to part of a team whose collective aim is to provide its members with world class training and initiatives."



New year new flag

Start the new year with your new Society auction flag!

Make everyone know that you are a proud member of the Society of Auctioneers and Appraisers (SA) Inc.!



[**Click here to get yours now!**](#)

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Welcome to the Society

New Members



Jaymi Humpries

Refined Real Estate



Allesia Gardner

Home Logic RIE



David Clarke

Professionals—Murray Bridge



Jonathan Zeng

One Direction Real Estate



George Ganter

Real Estate Training Academy

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Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm



The Society conducted our first ever all female 2 Day Auction Academy on Jan 12-13 2017. We had delegates from Toop & Toop, Neale Realty, Bruse Real Estate and Refined Real Estate, being Sarah Jaensch, Brigitte Pierce, Kellie Dyer and Jaymi Humphreys. The camaraderie was electric and evolved as the days progressed, all supported and encouraged each other and were continually inspired to outperform each other. One of the delegates remarked "I have never felt more connected!"

This Auction School has now opened the door for a new wave of female auctioneers to take Adelaide by storm. Past President, Sharon Gray attended with encouraging words of advice with all agreeing that the female environment was really supportive and inspired by Sharon Gray and will be beneficial in the future.

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Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Sarah Jaensch

Sarah was born in Adelaide and has worked in the Bush and in Broken Hill. She has been with Toop & Toop for three years. She said “it’s fantastic to work there!” Now working in the Hills, is participating in the two-day auction academy to “gain confidence and then let’s go from there...”





Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Brigette Pierce

Brigette Pierce has been in real estate for 15 years and in her former life was an opera singer. She's been a property manager for 13 years. She is now in Sales for the last one and a half years at Rosalind Neale Realty. Brigette is highly motivated and wants to make a mark as an auctioneer with a philosophy that blondes have more fun.





Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Kellie Dyer

Kellie works at Bruse Real Estate and has worked in Property Management, Reception, PA, Executive Assistant, and has worked for a major Adelaide developer. She is now a Senior Sales and Contracts Administrator and is looking to further her career, was a professional singer and is now trading the microphone for a gavel.



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New wave of female auctioneers takes Adelaide by storm

Jaymi Humphreys

Jaymi is Executive Assistant to Victor Velgush at Refined Real Estate. She has worked as a Law Clerk, has studied Law & Journalism. And would you believe it – another singer. As part of her personal growth and development, is taking this course to be beneficial to her career and to enhance Refine Real Estate, hopefully to become one of their Corporate Auctioneers.



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Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Q & A with the participants

Did you gain anything from this presentation?

- . Absolute confidence, I really enjoyed the challenge of being catapulted outside my comfort zone, absolutely - confidence, knowledge and a thorough understanding of the terms and conditions
- . Confidence – I know I can do it!
- . The course was absolutely fantastic! What did you like the most? Sharon Gray's participation was inspirational.
- . It was fun and has given me a whole new understanding of the real estate process. All female environment. It's all about the lifestyle benefits and creating emotions in the buyers, not what's on the brochure.

What else would you like covered?

- . I would like to see examples of different auction styles; to see a live auction from start to finish in class; to come back in a month for bit of accountability.

Were you inspired to change your way of thinking on any issues?

- . Absolutely! Especially when doing negotiations with vendors and purchasers.
- . Yes! Brett has an excellent way of teaching to inspire confidence and some things I have learned in the past about auctions are not correct. This newfound knowledge will no doubt make me a far better auction marketer and then hopefully an auctioneer. Brett was fantastic! Magnificent in fact!



Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Q & A with the participants

What would you tell others as the main benefits of this workshop?

- . Outstanding! The support from Garry and Brett is exceptional! I love the all-girls workshop.
- . The female environment was really supportive and would continue to be beneficial should the Society wish to continue the all-female program.
- . It was fun, highly informative and worth-it!
- . Every sales person, even if they don't aspire to be an auctioneer should attend of these dynamic workshops. It really opens your eyes!
- . Just learning the process. All girls great! – Would love to catch up for future practice. Felt that it was very beneficial.





Society of Auctioneers & Appraisers (SA) Inc.

New wave of female auctioneers takes Adelaide by storm

Comment from one of the trainers, Garry Zopp



The all-female academy seems to have been more beneficial than our wildest expectations. The participants were by far, the best talented group we've experienced ever in our two-day auction academy. Females seem to have a far better understanding of the lifestyle benefits and empathy with their subject properties enabling them all to create dynamic water-tight scripts that blew us away. If you would like to attend one of our female-only auction academies, please let me know and if you have any females in your office that you think could benefit from this course, please also let me know and I can send them the details as we would definitely run a follow up.

Tel: 8372 7830 or Email: Society@Auctioneers.com.au

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Upcoming Events



GOLDEN GAVEL LAUNCH 2017

CELEBRATING **25 YEARS** OF THE LONGEST RUNNING AUCTION COMPETITION IN THE SOUTHERN HEMISPHERE

WEDNESDAY 1st MARCH 5.30pm



8th Floor, 2 King William Street, Adelaide

Cost: \$38.50
cocktail food | bar open at cost

Official welcome by President, Victor Velgush
MSAA and exciting details of this year's event
from Golden Gavel Trustee, Oren Klemich MSAA.

Please RSVP by Wednesday 22nd February 2017

A background image of a rooftop event at dusk. People are seated at tables, and there are string lights and potted plants. A large, stylized "2K.W." logo is overlaid on the image.

**Click to download
the application form**



Society of Auctioneers & Appraisers (SA) Inc.

Upcoming Events

Breakfast of Champions

Tuesday 7th March

@ 7.15am for 7.30am start

The Junction

**470 Anzac Highway,
CAMDEN PARK**

\$36 per member

or bring a friend!

2 tickets for \$60

Bookings close

Friday 24th February 2017

YOUR PRESENTERS:



Mark Fricker

L.J. Hooker Walkerville & Modbury

Will give a personal insight into how the company has lifted its Auction volume by 33% in 12 months in traditionally non-auction areas



Nathan Casserly

Ouwens Casserly Real Estate

What will Agent 2020 look like?

REGISTER NOW!

Click to download
the application form.

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Upcoming Events

Society Seminar: New Practice Forms

Tuesday, 14th March 2017 from

9:30am – 11:00am

Arkaba Hotel

150 Glen Osmond Road, Fullarton

Members \$50

Non Members \$75

Property Management and Staff

\$30 (with a member)

Bookings by Wednesday 8th March

Michael Madsen from Lawsoft Pty Ltd will walk you through the new online forms system

- **The updated iPad App** and all user questions about its use
- **Lawsoft E-signing** and its simplicity
- **Templates** and how to use
- **Special Conditions** pre-drafted and how to use
- **Form 1** how to use and sign online
- **Q&A session** will be given at the end
- **Property Inspection form for iPad**

Mark Kurtze from Corsers will talk on the legal aspects of the Society forms

- **E-signing** and the law
- **Special Conditions** and use
- **Q & A session** on any issues

REGISTER NOW!

Click to download
the application form.

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Upcoming Events

Documentation Update (Real Estate)

Thursday 30th MARCH from 9AM—12PM

Arkaba Hotel

150 Glen Osmond Road, Fullarton

Bookings of 5 or more \$55 each

Members and staff \$66 each

Non members \$99 each

Non members—bookings of 5 or more
\$88 each

Bookings by Friday 24th March



**PRESENTED BY
CHRIS GILL**

ENSURE YOUR CURRENT OFFICE PRACTICE COMPLIES WITH THE NEW ACT AND REGULATIONS

Topics include:

- **Pitfalls and Common Mistakes causing Defective Form 1s**
(Planning Approvals, Encumbrances, Strata and Community, Court Orders, Warrants of Sale, Interpreting Council Searches)
- New compliance issues
- Completion of documents
- New questions
- Legislative misconceptions
- Common errors
- Market Appraisal and Advertising Range
- Environmental Protection

REGISTER NOW!

Click to download
the application form.

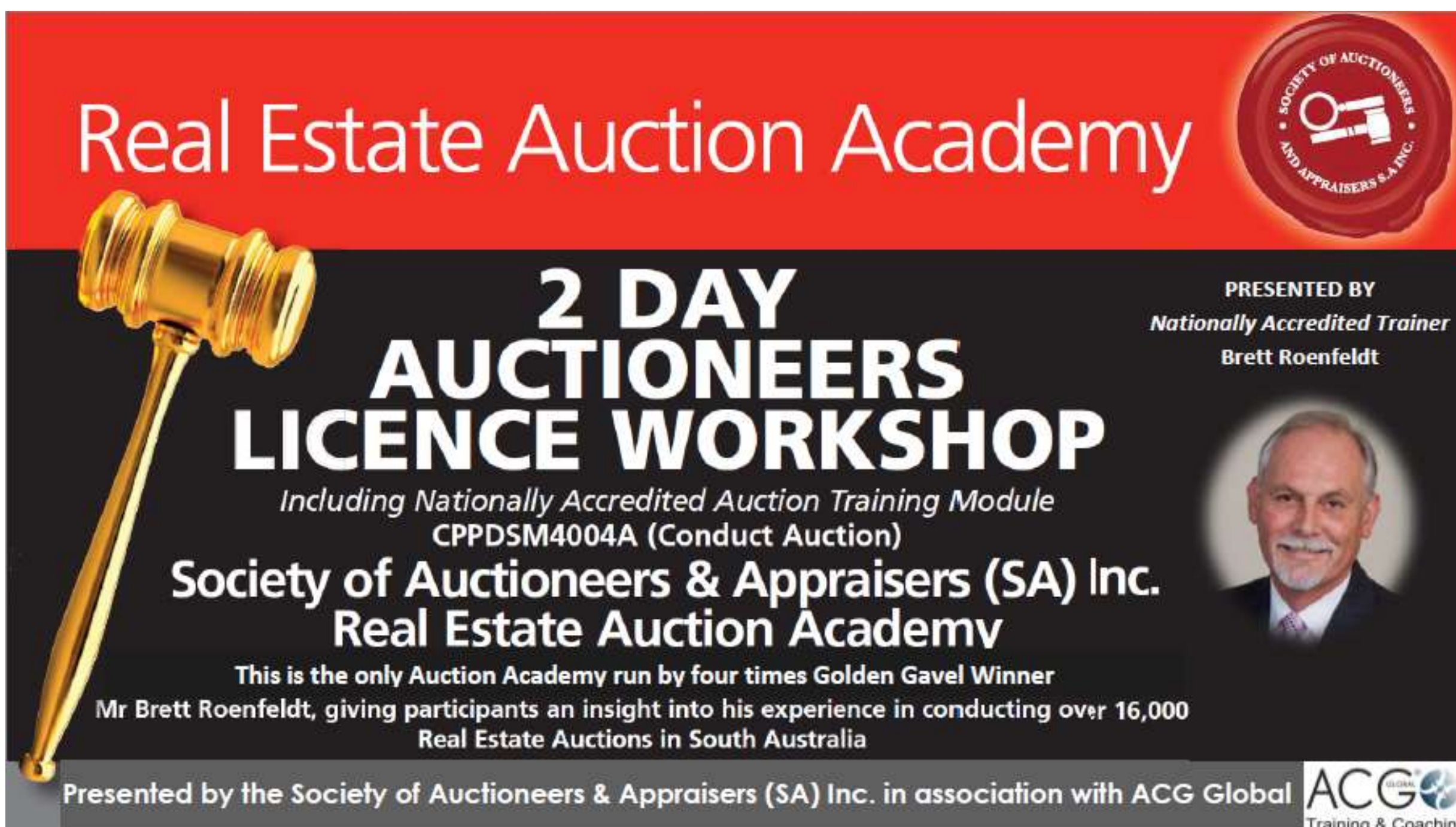
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Upcoming Events



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
Nationally Accredited Trainer
Brett Roenfeldt

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

ACG Global Training & Coaching

REGISTER NOW!

Click to download
the application form.

Real Estate Auction Academy

2-day Auctioneers License Workshop

Conducted by Brett Roenfeldt

Tuesday and Wednesday,

4th and 5th of April

8:00 for 8:30am — 6:30pm

Osmond Room, Arkaba Hotel

150 Glen Osmond Road, Fullarton

Members \$770.00

Non-members \$990.00

Inclusive of morning and afternoon tea,
and lunch.

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SA LIFE

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SA LIFE
SUNDAYS at 5.30pm on 7



Include us in your marketing plan

Book now for the August issue of SALIFE magazine, on sale Thursday, August 4. 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.

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

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AND SAVE

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SAGardens & SAOutdoor Living is our quarterly magazine that's full of practical advice. You will be inspired; what to do and how to do it, whether it be in the garden or an outdoor living space. Take out a one year subscription to SAGardens & SAOutdoor Living for only \$20.

Homes and Gardens subscription offer

* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of SAHomes & Interiors, and the next four issues of SAGardens & SAOutdoor Living (save \$20.60). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of SAHomes & Interiors, and the next eight issues of SAGardens (save \$95.20).

or



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The best of Adelaide and South Australia



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or fax this form to 08 8373 0066

Subscribe online at salife.com.au

Send this subscription form (no stamp required) to:
Canongate Partners Pty Ltd
Reply Paid 84149
PO BOX 2
GOODWOOD SA 5034



Auctions for other agents

I have been asked many times to clarify whether a registered sales representative who is also registered as an auctioneer can auction for other agents under a contract of service or can they only conduct auctions for the agent that employs them?

Consumer and Business Services clarify the situation once and for all.

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

Consumer and Business Services



Government of South Australia
Attorney-General's Department

Licensing and Registration

Chesser House
91 Grenfell Street
Adelaide SA 5000

GPO Box 1719
Adelaide SA 5001

Ph: 131 882
Email: occupational@agd.sa.gov.au

www.cbs.sa.gov.au

Thursday, 10 November 2016

Mr Garry Topp
c/o Society of Auctioneers & Appraisers SA Inc
22 Greenhill Road,
Wayville SA 5034

Dear Mr Topp

Thank you for your recent correspondence received 21 October 2016, requesting clarification of the *Land Agents Act 1994*, specifically section 6B(2)(b).

You have asked if a registered sales representative who is also registered as an auctioneer is employed by an agent, can that person carry out auctions for other agents under a contract of service or can that person only conduct auctions for the agent that employs that person?

It is relevant to note that to qualify for registration as an auctioneer the applicant must first be registered (or be applying for registration) as a land agent or sales representative and hold the qualification required by the Commissioner to obtain the auctioneer registration.

In response to your query, it is the position of the Commissioner that a registered sales representative that is additionally registered as an auctioneer can only perform the duties of an auctioneer for the agent who employs them. They cannot contract or sub-contract out these services.

I trust this information satisfies your concerns, should you have any further queries please contact me directly on 8207 2038.

Yours sincerely

Krystle Bobrige
COMMISSIONER FOR CONSUMER AFFAIRS

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AucDocs Member Practice Forms are now in the Cloud Online!



REAL ESTATE AUSTRALIA FORMS™

reaforms.com.au

Pricing is now by user numbers

Prices include GST and are per annum:

Sole trader (1 person)	\$350
Small user (2 - 4)	\$990
Medium user (5 - 9 users) licence	\$1,760
Large user (10+ users) licensing	\$2,420

These forms are **Sensational!**

All Property Management & Tribunal Forms are online.

Bond Forms, Tenancy Agreements and all Notices!

The iPad is fully functional

Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface

Inspections now at the press of a button!

Contact for demonstration access and licensing

Genevieve: sales@reaforms.com.au or

8223 6092

Michael: itadmin@lawsoft.com.au

Brochure



) Inc.

Member Practice Forms



REAL ESTATE AUSTRALIA FORMS™

All Residential, Commercial and Rural Sales and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
 - An iPad App with e-signing
 - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
 - Firm logos on forms
 - Email forms to vendors
- All Property Management and all Tribunal Forms are online
 - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
 - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
 - iPad forms can be used out of wi-fi and then sync when in wi-fi range



Service to Agents—Coursers Lawyers

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

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



Download form



Credit Card

Card Number

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

Expiry Date _____ Card Verification Number * _____

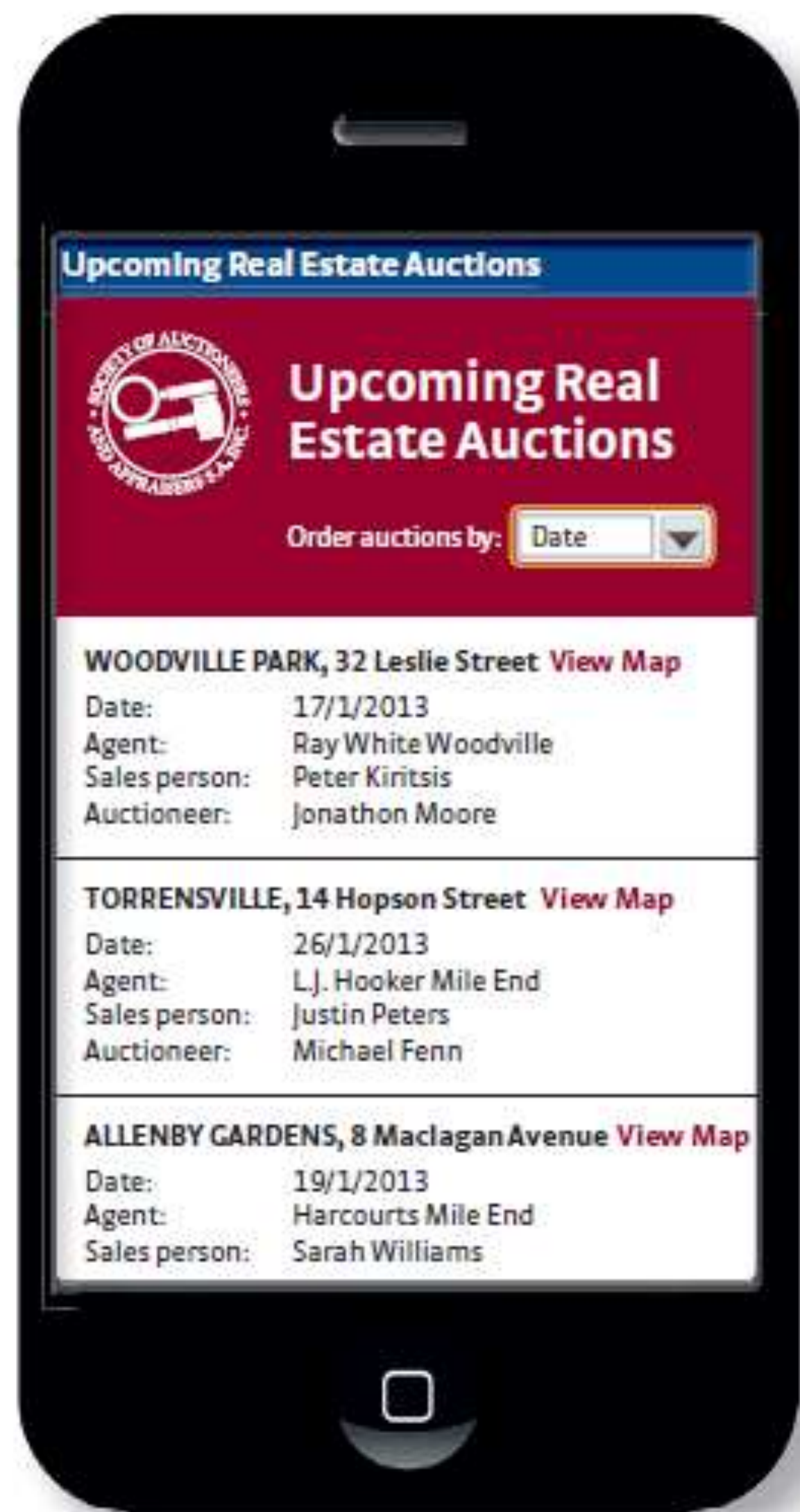
Amount \$550.00 Signed _____

*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

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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!

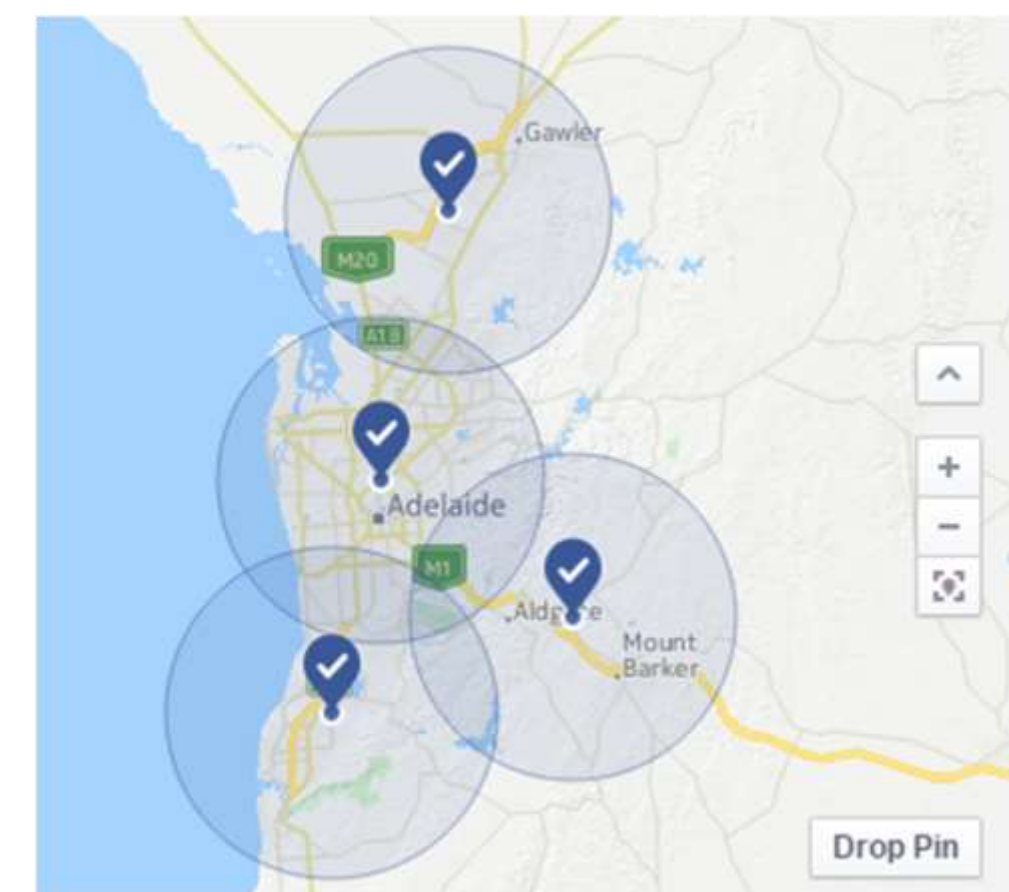


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!*



Sunset Kangaroo Island Wines

Sunset Winery ...share the experience



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery. Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards



'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further

Sunset Winery Kangaroo Island

ABN 67 099 878 850

PO Box 133

Penneshaw

South Australia 5222

Phone +61 8 8553 1378

Fax +61 8 8553 1379

cellardoor@sunset-wines.com.au

www.sunset-wines.com.au



Download form

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Rent Roll Sales

The most experienced and effective team in South Australia

www.rentrollsales.net.au

For sales and
valuations contact:

Mark Kurtze
0419 888 485

Chris Gill
0412 062 112



Marketing to Chinese Buyers— Property Brochures in Mandarin



Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

- Printable **Chinese Property Brochures**
- Online property portal (www.wowu88.com)
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome



- Compatible with Mobile devices

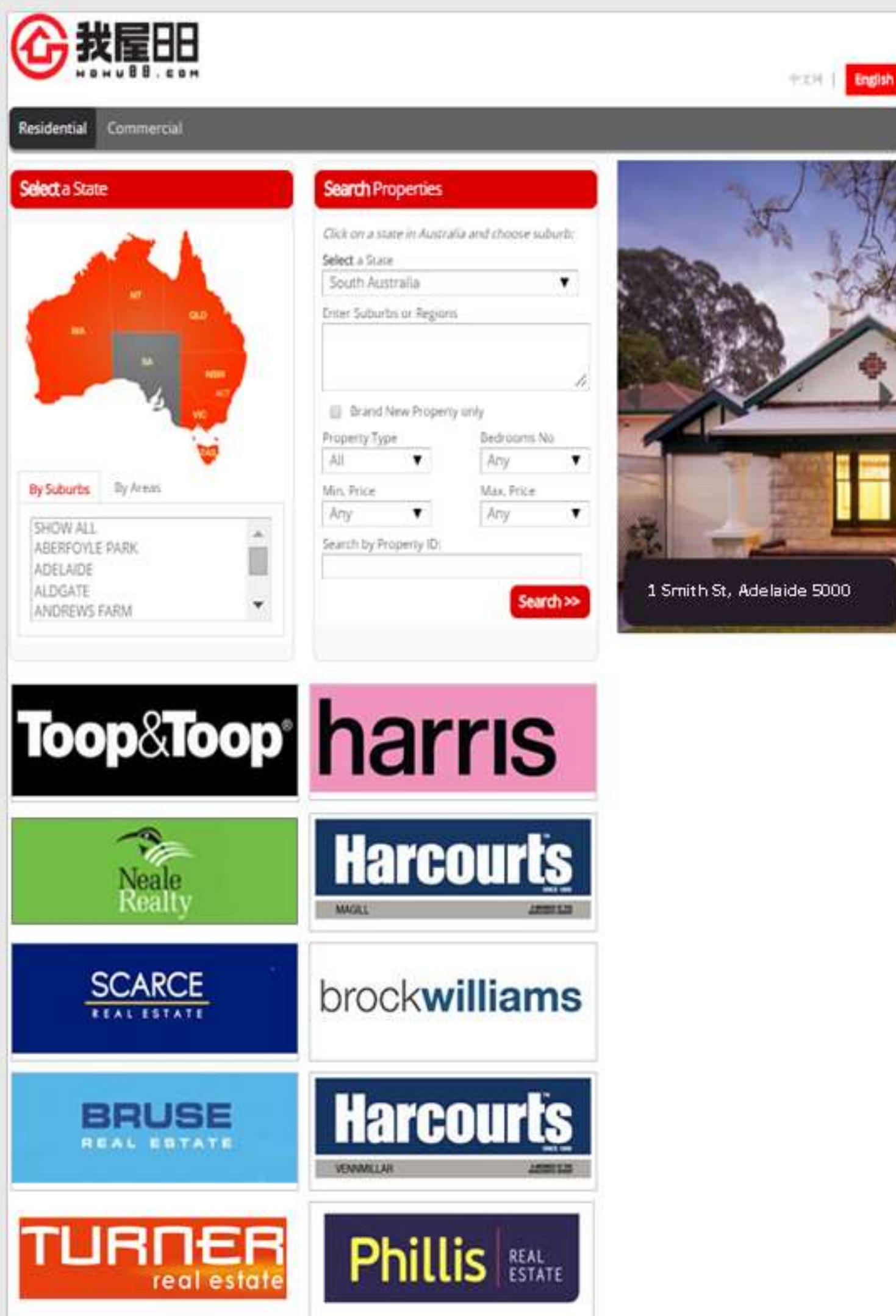


- E-Brochure

**ALL FOR \$66
PER PROPERTY
UNTIL SOLD**

R4-R7 Government Forms translated into Mandarin available from
sales@wowu88.com or call **Emmaline Sibila 08 8113 1833**

Society Sponsor





 **Rent Roll Sales**
australia

SELLING?
Call Us

The most experienced
and effective team in
South Australia.



For sales and valuations contact us.

Chris Gill 0412 062 112

Mark Kurtze 0419 888 485

www.rentrollsales.net.au



The Form 1 company is a specialist provider of the statutory Form 1 (the "cooling-off" form) to the real estate, Conveyancing and Legal 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.



†The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

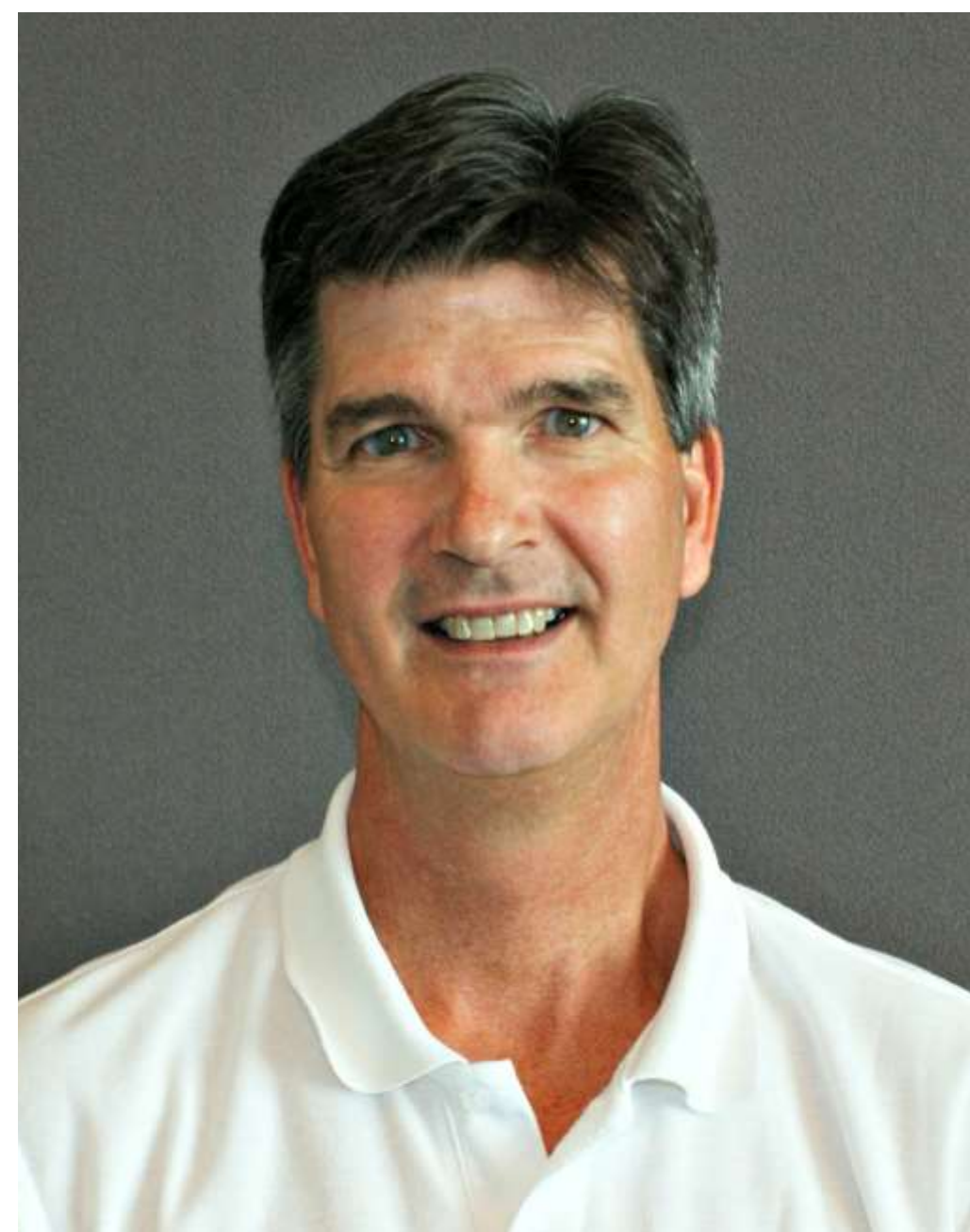
Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

www.form1.net.au



Chris Gill Tel: 7221 4908

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FORM 3 COOLING OFF WAIVER SERVICE



Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

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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

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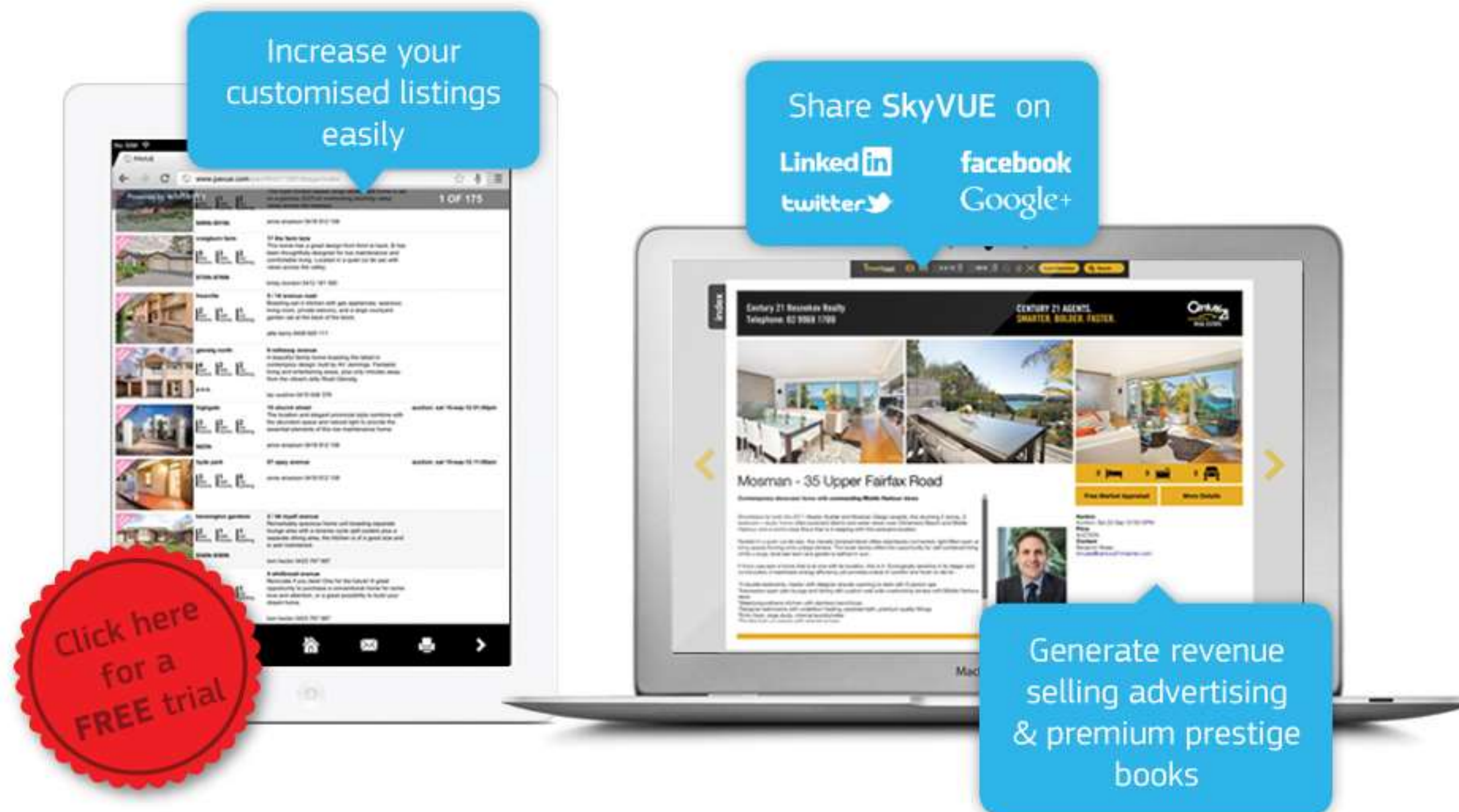


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