



Gavel & Glass

March 2017

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



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Victor Velgush
President



Attilio Cavuoto
Vice President



Marc du Plessis
Board Member



Bernie Altschwager
Board Member



Trent Godfrey
Board Member





NEW ENERGY NEW VISION

The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of auctioneers & appraisers of real estate, general & livestock.

The Society is pleased to introduce our new board for 2017 with the theme of - new president, new vision, new direction.

It is my honour to represent an organisation with such a rich history and loyal membership.

Progress will be made through innovation and improvement, and the Society will continue creating leading events such as the SALIFE Golden Gavel.

VICTOR VELGUSH (PRESIDENT), MARC DU PLESSIS (PAST PRESIDENT), ATTILIO CAVUOTO (VICE PRESIDENT), BERNIE ALTSCHWAGER & TRENT GODFREY



Garry Topp FSAA (Life) CEO 22 Greenhill Road, Wayville South Australia 5034
T: (08) 8372 7830 F: (08) 8372 7833 E: society@auctioneers.com.au
www.auctioneers.com.au

**Click [HERE](#) to
Meet the 2017
Board!**



Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery



du Plessis
The Fine Art of Fine Living

You are Invited to the Du Plessis Auction Gallery Visit

1 London Road, Mile End SA 5031

Thursday 16th March 2017 @ 5pm for 5:30pm



Have you ever wondered what a \$600,000 table looks like?

Come along and see arguably the most modern and innovative Antiques & Fine Art Auction Complex in the Southern Hemisphere...right here in South Australia!

Contained within the climate controlled 1200sqm area, and comprising an Auction Room (designed to present items in various room settings), the Gallery (of a modern design with multiple exhibition uses), and a storage facility area

With auctions held Australia wide and worldwide sales, this event gives a unique insight into the workings of an International Auction House

This is a Society free event! Drinks, cheese, and biscuits served.

Please RSVP to society@auctioneers.com.au with names of those attending by Friday 10th March 2017



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Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy

Do you someone who would make a great auctioneer?

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



The Society is holding a 2 Day Auction Academy Workshop this April 2017 at the Arkaba Hotel on Glen Osmond Road.

If you know someone who will benefit from this workshop, please contact Garry Topp at 9372 7830 or Brett Roenfeldt at 0411 180 960 for more information.

Date and Time: Day 1 (Tuesday 4th April 8am for 8:30am to 6:30pm)

Day 2 (Wednesday 5th April 8am for 8:30am to 5:30pm)

Cost: Members \$770, Non-members can join prior to attending

Email Garry Topp at society@auctioneers.com.au with the booking form.

**CLICK HERE FOR
BOOKING FORM**

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Society of Auctioneers & Appraisers (SA) Inc. Real Estate Conferences

“If anyone is interested in a couple of overseas Real Estate Conferences this year there are several coming up that offer quite a bit extra.

1) the FIABCI World Congress is in Andorra 23rd – 28th May. Andorra is a principality in the Pyrenees, between France & Spain and is only 2 hours away from Barcelona. Is very central to Spain, Portugal & France.

<http://www.fiabciandorra.com/index.php#inici>

2) the FIABCI Asia Pacific Real Estate Congress is in Busan South Korea 22 – 24th September . This should be excellent as well as the South Koreans

are on a mission to impress everyone. >From Busan people could have a side trip to Japan or North Korea (if they are game) or drop into Hong Kong, Kuala Lumpur or Singapore on the way back.

I am on the executive committee for FIABCI Australia hence my connection.”

John Sexton

Please contact John Sexton
at 8398 1603
if you are interested





Society of Auctioneers & Appraisers (SA) Inc.

Oren Klemich Trustee

We are pleased to announce that the SA LIFE Golden Gavel Trustee for 2017 is Oren Klemich – a Golden Gavel Winner himself, and previously a Golden Gavel Trustee. Oren explained the groundbreaking initiatives that we will introduce this year to keep the Society at the coal-face of innovation in training and competitions in Australia.

Current Real Estate and General SA LIFE Golden Gavel Winners Michael Fenn and AJ Colman presenting Sharon Gray a box of Haighs chocolates – thanking her and in recognition of her being the Trustee in 2016.



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Society of Auctioneers & Appraisers (SA) Inc. Details of The Competition



Innovation and Technology

This year for Real Estate Senior, General, and Livestock will be judged in the field doing a Live Real Auction by streaming your auction to the Society's Facebook. Candidates will submit a live Facebook feed from a Smartphone or iPad – ONE camera only, NO editing, with auctions to be performed between 1st March – 30th April 2017.

There will be no finals; however the top 5 real estate finalists will be announced and awarded at the dinner which will be held on Thursday 1st June 2017.

General and livestock auctioneers are to submit 10 minutes of an auction – not including the conditions of sale.

There will be a QR code on the nomination form that will take you to the Facebook webpage. Judges will judge from the video and the public can vote by liking your performance.

Rising Stars will perform by auctioning a house in the conventional way where they will be given the property and all details several days prior to competing. Rising Star heats will be held in May 2017 – and nominations must be received by the end of April.



Click [HERE](#) for Nomination Form





Society of Auctioneers & Appraisers (SA) Inc.

SA LIFE Golden Gavel Launch



The official launch of the 2017 SA LIFE Golden Gavel was held at our favorite venue 2KW Restaurant and Bar on Wednesday 1st March 2017.

This year the competition was all about innovation and technology with technology overcoming geography with the Society of Auctioneers and Appraisers being leaps and bounds ahead with innovation by introducing judging in the field, doing a Live Real Auction, and streaming onto the Society's Facebook.

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Special guests included:

- Hon John Darley, Member of the Legislative Council great supporter of the Society
- Brooke Seward, Cassandra Bar-endregt and Jacqui Harbison from Major Sponsor, SA LIFE.
- Tonino Rapuano and James Bonner from Lexus of Adelaide.
- Jenni Tassell from Blaze.
- Mark Kurtze, Karley Thomas, and Nadia Shivarev from Corsers Lawyers and Lawsoft.
- Damien Burchell representing the Bowden Group.

The guests were officially welcomed by our vibrant new President, Mr. Victor Velgush MSAA.

The first order of the night was to welcome back Lexus of Adelaide as Key Sponsor for 2017 - where Lexus, as part of their sponsorship, will host our next Breakfast of Champions with Mark Fricker, Nathan Casserly, and AJ Colman on the 7th March.

For 35 years, the Society of Auctioneers and Appraisers has led the way in South Australia in all facets of Auction.

The Society's innovations include: 2 Day Auction Training Academy, where we conducted our first only Female Academy this year – paving the way for future Female Only workshops, AucDocs in the Cloud Real Estate software, the Upcoming Auctions App, profiling our members, and keeping the public up to date with immediate auction results – also a first in Australia for the Society, and this week releasing a new State-of-the-art Smartphone and iPad friendly Webpage.





Society of Auctioneers & Appraisers (SA) Inc.

SA LIFE Golden Gavel Launch

- We are the innovator, not the imitator
- We have the passion
- We are the future of Auctioneering and Appraising excellence

At the end of the night, current SA LIFE Golden Gavel Champion, Michael Fenn auctioned a Sir Donald Bradman signed miniature cricket bat donated by Oren Klemich with full proceeds going to our charity of choice – **The Cody Gray Foundation**. The happy buyer was Society Vice President, **Attilio Cavuoto** at \$1050 where we assume the bat will be displayed on the wall at his office Ray White Flinders Park.



The Society has an emphasis on profiling members, the benefits of auction to the public, best practice education for Auctioneers and Appraisers, negotiating skills, and succession planning for our profession.

- We are the original auctioneering competition – 25 years as the pre-eminent auctioneering competition in the southern hemisphere.

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Society of Auctioneers & Appraisers (SA) Inc. SA LIFE Golden Gavel Launch





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Society of Auctioneers & Appraisers (SA) Inc.

SA LIFE Golden Gavel Launch





SA LIFE

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* 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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Michael: itadmin@lawsoft.com.au

Brochure



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 - iPad forms can be used out of wi-fi and then sync when in wi-fi range



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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

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.

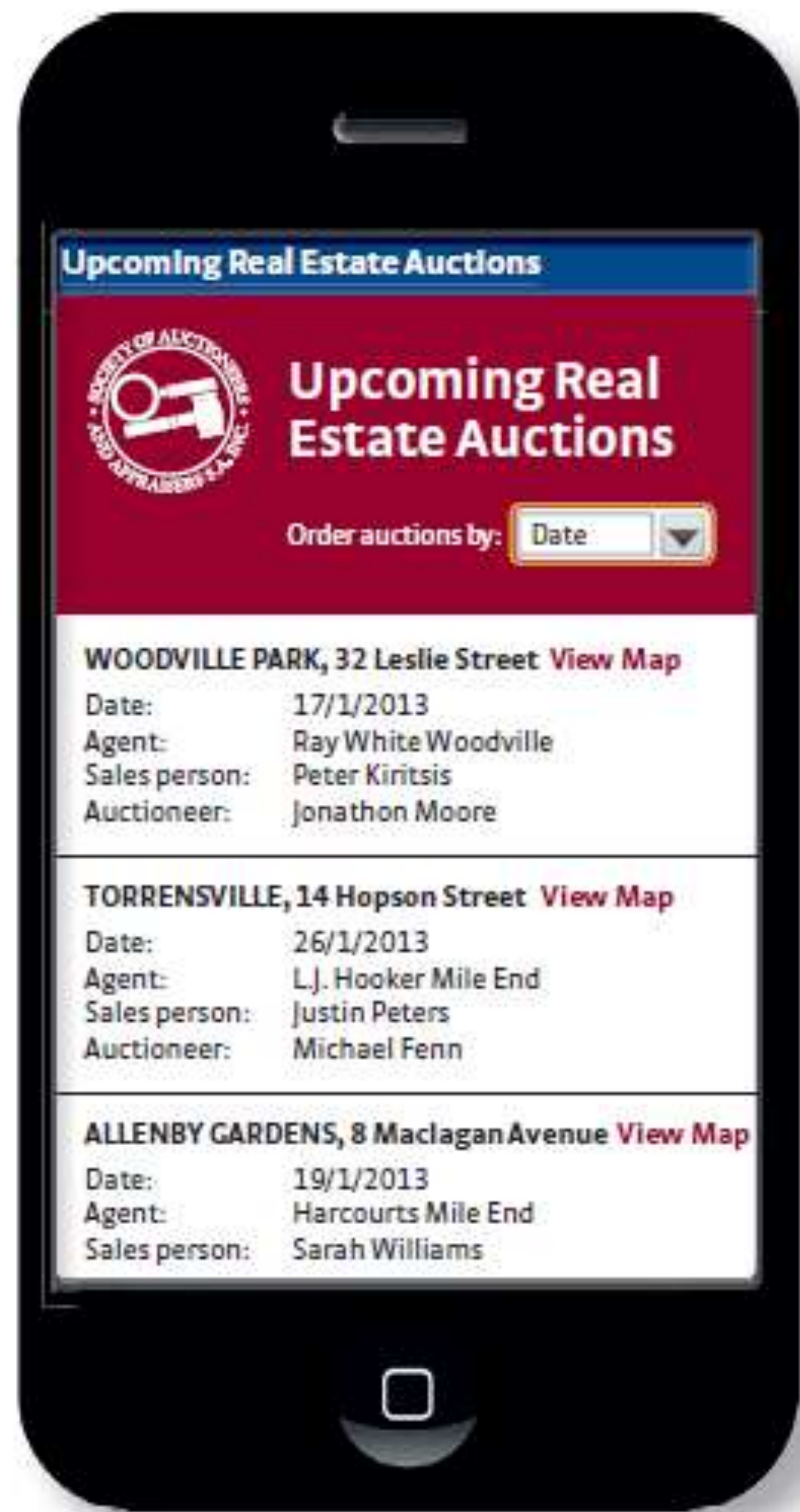
Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **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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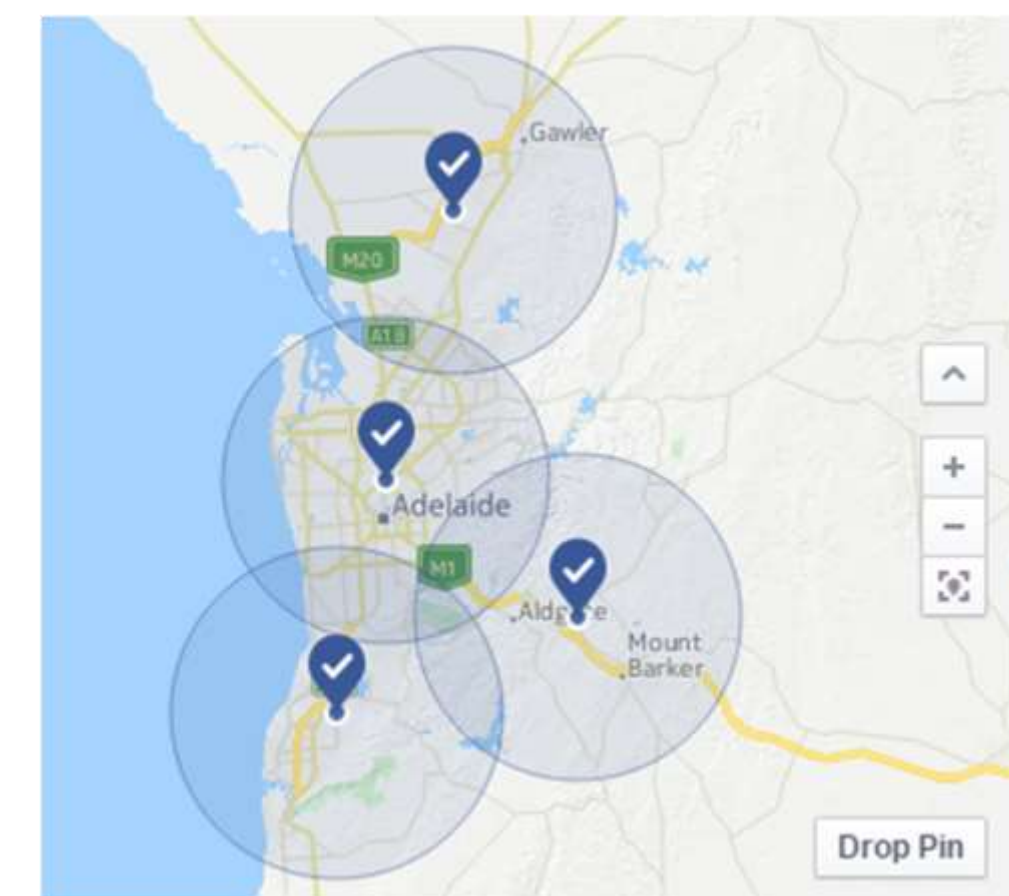


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Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free* through this Smartphone app!



Sunset Kangaroo Island Wines

www.sunset-wines.com.au

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

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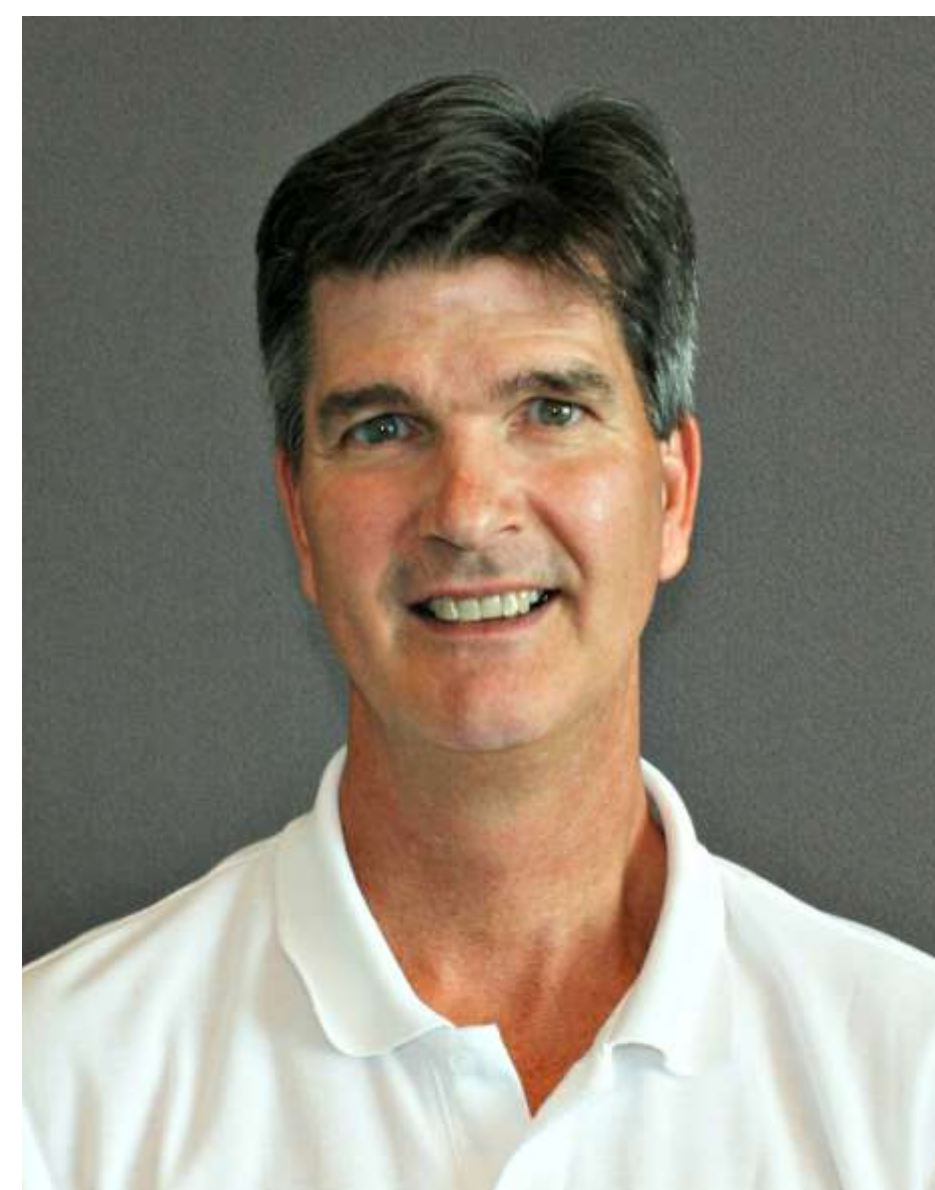
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SkyVue

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

THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.

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