



# Gavel & Glass

May 2017

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



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

## CONTENTS

THE INDUSTRY CHOICE OF PROFESSIONALS



Look for the logo – its your guarantee

[auctioneers.com.au](http://auctioneers.com.au)

SALIFE Golden Gavel Awards Dinner	Page 3
Property Developments & GST	Page 4
AUGUST: 2 Day Auction Academy	Page 5
Naracoorte Doc Update	Page 6
Clare Doc Update	Page 7
APRIL: 2 Day Auction Academy	Page 8-11
Agency Forms	Page 12
SALIFE Golden Gavel Launch	Page 13
Adelaide Doc Update	Page 14-16
Charity Auction—Hamish Mill	Page 17
21 Advantages of Auction	Page 18
SALIFE Booking Deadline	Page 19
SALIFE	Page 20
AucDocs in the Cloud	Page 21
FIRB Service	Page 22
Upcoming Real Estate Auction App	Page 23
Sunset Winery	Page 24
Rent Roll Sales	Page 25
The Form 1 Company	Page 26
Form 3 Service	Page 27
Sky Vue	Page 28
Sponsors	Page 29

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*President*



**Attilio Cavuoto**  
*Vice President*



**Marc du Plessis**  
*Board Member*



**Bernie Altschwager**  
*Board Member*



**Jarrah Holmes**  
*Board Member*





Society of Auctioneers & Appraisers (SA) Inc.

# SALIFE Golden Gavel Awards Dinner

This year we will hold a Black Tie/Formal sit-down dinner in one of Adelaide's Iconic Landmarks—The Mayfair Hotel. The cost is \$125 per person including pre-dinner drinks, 3 course meal, beer wine, soft drinks and entertainment.

Drinks from 6pm on the Mezzanine Level.

Please join us presenting the Best Live Auctioneer, General Auctioneer Award, the inaugural Peter du Plessis Golden Pen Award, Principal and Sales Consultant Auction Marketers, Top 15 'Gold Club' Auctioneers, whilst enjoying and showcasing South Australian hospitality with outstanding food and wine.

Please book now or no later than Friday 19th May 2017. The room holds

100—so we expect to be fully booked!

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**CLICK HERE  
FOR BOOKING  
FORM**



## SA LIFE GOLDEN GAVEL LIVE

presenting the  
**BEST LIVE AUCTIONEER**

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

*You are invited to celebrate the achievements of the best auctioneers and appraisers of real estate, general and livestock*

**Thursday 1st June 2017**

**Mayfair Hotel**

**45 King William Street, Adelaide  
(corner Hindley Street)**

The 5 star Mayfair Hotel has been fully upgraded, breathing a new lease of life into one of Adelaide's iconic landmarks whilst preserving the magnificent heritage, providing a platform to showcase South Australian hospitality with outstanding food and wine.

**Drinks  
from 6pm**  
with music from  
**Blue Raine**



**Dinner 6.30pm**

Cost: \$125 each  
(includes pre-dinner drinks, 3 course meal and drinks)

**After Party**

Rooftop Hennessy Bar at the Mayfair Hotel

Dress code: Black Tie/Formal

Please RSVP by Friday 19th May 2017



# Society of Auctioneers & Appraisers (SA) Inc.

## Property Developments & GST

There has been some confusion of late as to the GST implications of **Corner Block Cutoff's and developments** so I asked the ATO for some advice:

The response was:

Hi Garry,

It was lovely talking to you last week regarding your request for general queries concerning property developments.

As discussed, where an entity that is registered for GST bought a property (an old house on a big block of land) and subdivided the block to create 2 properties (1. a new parcel of land and 2. the existing house on a smaller block of land). If this entity sell:

The new parcel of land then this would be a taxable supply and not a supply of residential premises. This

is because vacant land is not residential premises as it is not capable of being occupied as a residence or for residential accommodation as it does not provide shelter and basic living facilities (see paragraph 47 of GSTR 2012/5).

In this case the entity may use the margin scheme to calculate the GST payable on the sale if the entity and the recipient (the buyer) agreed in writing that the margin scheme is to apply – see paragraph 18 of GSTR 2006/8.

The existing house on a now smaller block of land then this would be an input taxed supply as it is a sale of a residential premises that is not a new residential premises or a commercial residential premises – see subparagraph 58(c) of GSTR 2012/5.

Input-taxed sales are sales of goods and services that don't include GST in the price. As a result the entity

cannot claim GST credits for the GST included in the price of their 'inputs'.

Please refer to these links for more information

<https://www.ato.gov.au/Business/GST/When-to-charge-GST-%28and-when-not-to%29/Input-taxed-sales/>

<https://www.ato.gov.au/business/gst/claiming-gst-credits/when-you-cannot-claim-a-gst-credit/>

Please note GST laws apply to entities (ie sole traders, partnerships, companies, trusts) that are registered or required to be registered for GST. For an entity that is registered for GST and carries on an enterprise of property development, there is no different treatment as to whether the entity is a full-time or part-time developer. For other GST related queries, please email them to [GSTmail@ato.gov.au](mailto:GSTmail@ato.gov.au)

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

ACG Global  
Training & Coaching

The Society is holding a 2 Day Auction Academy Workshop this August 2017 at the Arkaba Hotel on Glen Osmond Road with Brett Roenfeldt — If you know someone who will benefit from this workshop, please [contact Garry Topp at 8372 7830](tel:83727830) or [Brett Roenfeldt at 0411 180 960](tel:0411180960) for more information.

Date and Time: Thursday 10th August, 8am for 8:30am to 6:30pm

Friday 11th August, 8am for 8:30am to 5:30pm

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

Or email Garry Topp at [society@auctioneers.com.au](mailto:society@auctioneers.com.au) with your interest

[CLICK HERE FOR  
BOOKING FORM](#)

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# Society of Auctioneers & Appraisers (SA) Inc. Naracoorte Document Update



## **NARACOORTE** Open Discussion Format Q & A Session

*The Society, rather than have a formal seminar, is holding an informal documentation and legislation Q & A session for members with Society Trainer Chris Gill...*



PRESENTED BY  
CHRIS GILL

**FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF**

## **Documentation Update (Real Estate)**

**Agency, Contract and Form 1 Update  
and Compliance with Latest Legislation**

### **DATE**

Thursday 22nd June 2017

### **TIME**

8.30am for 9am start to 12noon

### **VENUE**

Naracoorte Hotel

73 Ormerod Street, Naracoorte

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# Society of Auctioneers & Appraisers (SA) Inc.

## Clare Document Update



### **CLARE**

#### **Open Discussion Format Q & A Session**

*The Society, rather than have a formal seminar, is holding an informal documentation and legislation Q & A session for members with Society Trainer Chris Gill...*



**FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF**

## **Documentation Update (Real Estate)**

### **Agency, Contract and Form 1 Update and Compliance with Latest Legislation**

#### **DATE**

Thursday 20th July 2017

#### **TIME**

8.30am for 9am start to 12noon

#### **VENUE**

Clare Valley Motel

74A Main North Road, Clare SA

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# Society of Auctioneers & Appraisers (SA) Inc.

## 2 Day Auction Academy

### 4 new auctioneers!

The Society hosted its third 2 Day Auction Academy in 4 months on the 4th and 5th April at the Arkaba Hotel with Marc Olsen from Refined Real Estate, Caleb Robins and Vincent Wang from Professionals Prospect and Simon Paterson from Century 21 Paterson Properties.

*All four delegates got on together like a house on fire and bounced off each other's creativity and motivated each other with their energy and flair in delivery.*

All four were exhausted at the end of the second day and will no doubt have a totally different perspective of the entire auction process by attending.



The workshop is presented by Nationally Accredited Trainer, Brett Roenfeldt F.S.A.A. Life, who has had the experience of being an Independent Auctioneer for three and a half decades and conducting 16,000+ auctions of farms, vineyards, hotels including all South Australian Hungry Jacks outlets, major iconic farms, sheep stations, residential homes, vacant land, and even the landmark auction of Lindsay Park Stud.

Brett imparted his intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career as an Auctioneer.

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

Delegates were Marc Olsen, who has recently commenced with Refined real estate has worked in hospitality including the Hill of Grace restaurant at the Adelaide oval and has completed his real estate traineeship at REISA. He has been at Refined for 4 weeks and so far listed 8 and sold 5. Doing the course for further qualifications and wants to win the SA Life Golden Gavel rising star award.



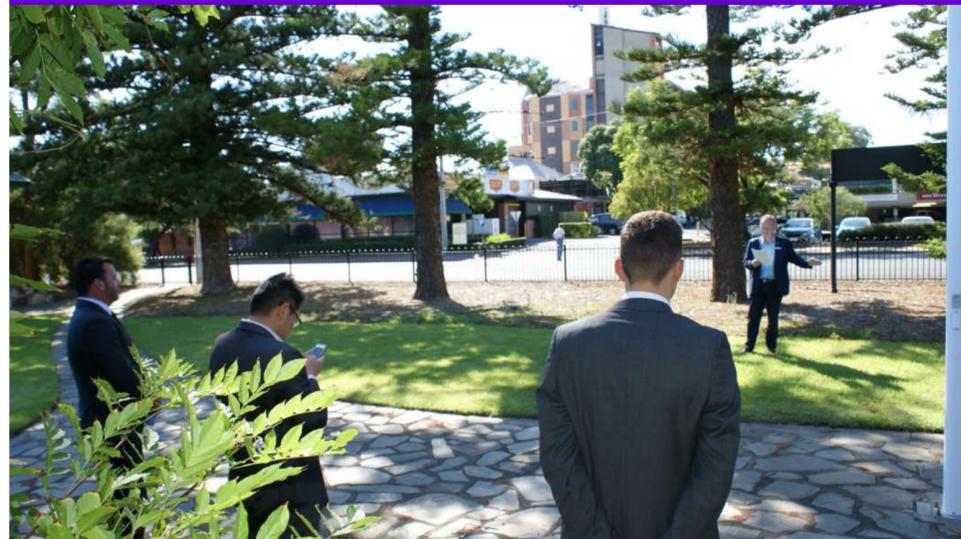
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# Society of Auctioneers & Appraisers (SA) Inc.

## 2 Day Auction Academy



Simon Paterson 2<sup>nd</sup> generation joined Century 21 in 1989 specialising in land sales and subdivisions in the South, is hoping to build in his skilled set, loves the auction process and personal interests are fishing, camping and loves eating out. Caleb Robins has been in real estate over 24 years started with Ray White and won rookie of the year. Has his own business, a heavy push in the Chinese market looking to expand his business skills into auctioneering.

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Vincent Wang also works at Professional Prospects with Caleb Robins.

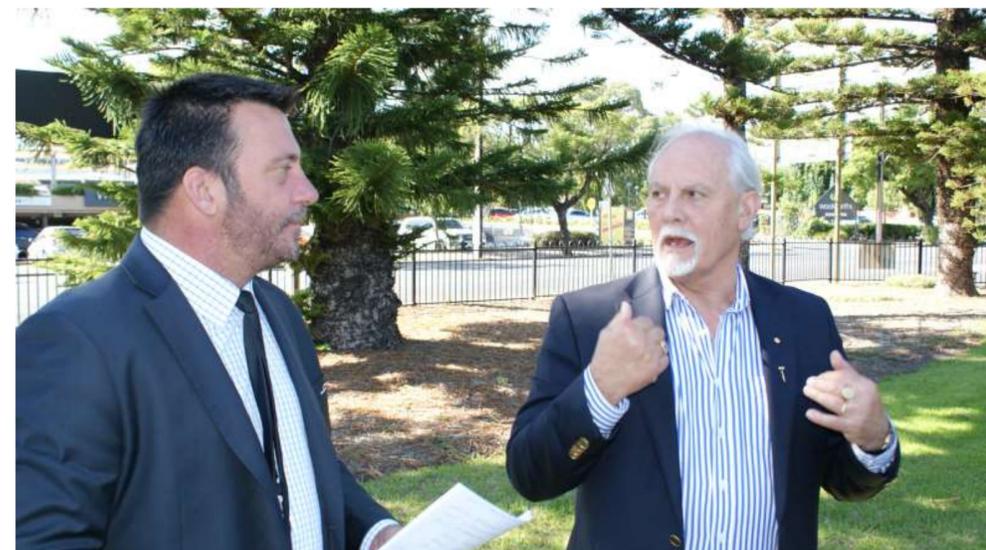
Vincent a passion for real estate, wants to be an auctioneer specialising in the Chinese market and when conducting auctions will repeat the prices for Chinese buyers. Passions are working, travelling.ime. When asked did you gain anything from this presentation? *Yes, I appreciate auction more the course has given me self-confidence. Yes, very satisfied I have gained knowledge and tactics, it was a huge learning experience - very informative.*

What did you like the most? *The informal yet efficient engagement and presentation from the facilitators, the need to have a water tight script.*

Were you inspired to change your way of thinking? *Yes, after years in the business I have a new insight into everything.*

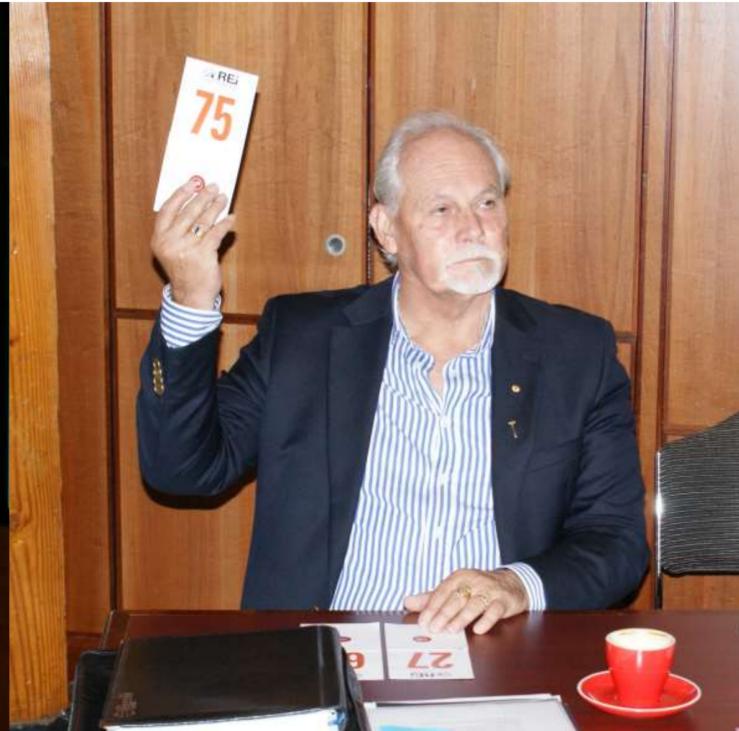


If you know of anyone who you perceive would benefit from attending this dynamic workshop, please call Garry Topp:  
Tel: 8372 7830 or  
Email: [society@auctioneers.com.au](mailto:society@auctioneers.com.au)





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



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





# Society of Auctioneers & Appraisers (SA) Inc.

## Agency Forms

The Society has been asked to look at the issue of an abridged Sales Agency.

Our initial legal advice from Corsers Lawyers is that minimal information and small print may well cause unnecessary risk.

The present Agency forms was designed to engage with the Vendor so you can talk to them and to ensure you can get out any issues and information.

And also very importantly in the engagement to seek to recover all expenses. An abridged small print form may miss that opportunity.

The average size of commissions that are at stake are \$10,000 - \$20,000 (and often more) means risk is important and you need all the information you can gather in today's legal environment. If information is lacking this may lead to liability claims and lost commissions. Principals should be cautious that salespersons are also not cutting corners and putting sales at risk in poor documentation.

Lawsoft the provider of Real Estate Australia Forms (reaforms online) has advised however it will set up more areas in the Agency which can be **“switched off” in the printing which** will allow users to shorten the Sale Agency to their own desired length.

Many things these days sound sexy but may not be best practice.

Best practice is the key. The Society **presently can't see anything to be** gained by a short small print Sales Agency and there is a lot to lose.

For more information please contact  
Mark Kurtze  
[Mark.kurtze@corsers.net.au](mailto:Mark.kurtze@corsers.net.au)

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

## SA Life





# Society of Auctioneers & Appraisers (SA) Inc. Adelaide document update

Against all advice, the Society held yet another event in Mad March – being our fourth major event for the month.

*On Thursday 30th March 2017, the Society presented its popular Document Training session with Society trainer Chris Gill.*



60 members and their staff all participated with the event running until nearly 1pm with delegates asking numerous questions to ensure their office practice currently complies with the legislation and regulations.

CEO, Garry Topp welcomed the delegates and introduced Brooke Seward from Major Sponsor SALIFE Magazine who outlined the benefits and the one week turnaround for ads to appear – making it easier to include SALIFE when promoting a property.

***Wouldn't the vendors be impressed if the SALIFE magazine was opened on their coffee table during an open inspection at the ad for their home; and it would be a collector's item for the subsequent purchaser—***

*While adding a sense of class and*



*sophistication to the marketing process to see the home they bought in **Adelaide's prestige magazine.***

President, Victor Velgush outlined **the benefits of our 'in-the-cloud'**, State-of-the-art AucDocs Documentation and highlighted the benefits of our first in Australia ground-breaking Upcoming Auction App and then introduced Chris Gill.

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# Society of Auctioneers & Appraisers (SA) Inc.

## Adelaide document update



There was a lot of participant interaction with many questions and answers about the many compliance issues, legislative misconceptions, common errors and mistakes when completing documentation.

In depth discussion addressed issues such as vendor descriptions, handling a sale subject to a tenancy, dealing with liquidations and

mortgagee sales and the procedure you need to follow when selling a property as a result of a deceased estate.

The old favourite of swimming pool and particularly spa compliance caused some serious discussion.

Other issues addressed include agencies, extensions of agencies, subsequent agencies, addendums, and supplementary agreements. There was some concern from the audience about adhering to Form 1 service and compliance.

The audience were very attentive throughout the nearly 4 hours with hundreds of questions prompted by the content.

*Many seasoned practitioners were delving in-depth with some issues which demonstrated the need for regular legislative and regulations updates, and this time everyone in the room learned something by coming along – which hopefully will save them from going to court one day!*



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# Society of Auctioneers & Appraisers (SA) Inc. Adelaide document update

*Practitioners don't need an in-depth understanding of every issue, however it is imperative that they have enough knowledge to prompt them to seek further advice before the fact, and not after the fact relating to the many complex issues in real estate regarding the legislation and the practical application of completing documents.*

It is imperative that all staff attend these presentations, especially staff involved in document preparation. This year, the Society will hold further document update workshops in Naracoorte on Thursday 23rd June and Clare on Thursday 20th July and likely another Adelaide session after mid-year.



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Society of Auctioneers & Appraisers (SA) Inc.  
**Charity Auction—Hamish Mill**

“It was a great experience auctioning in the Fred Brophy Boxing tent!

I am heading back to Longreach in QLD in September to auction again!”

**Hamish Mill M.S.A.A.**

**Harcourts Brock Williams**

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# Gloves off for charity

**W**HILE it's business as usual this weekend for Harcourts Brock Williams auctioneer **Hamish Mill**, whose speciality is luxury homes, Confidential hears he had a cracking Easter.

Hamish spent part of the break in South West Queensland at Roma's Easter in the Country festival with outback icon **Fred Brophy**, the last of the traditional Tent Boxing Troupe who travels with a tent and troupe of boxers entertaining people and fundraising for good causes. At halftime Fred signed a pair of boxing gloves, which Hamish, right, happily auctioned to raise money for Birdsville Primary School.



“Over 500 people were ringside ... there was fast and spirited bidding,” Hamish says.



# 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](#) to view**

# **Powerful Marketing Tool**

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Society of Auctioneers & Appraisers (SA) Inc.

# SALIFE deadlines

SALIFE Magazine are now booking for the **JUNE Issue** of SALIFE



**MAY 17:** Real Estate Bookings are now due

**MAY 23:** Advertisements complete and approved

**JUNE 1:** New issue of SALIFE arrives at subscribers and newsagents

Book now and have a copy of SALIFE opened to your advertisement during open inspections

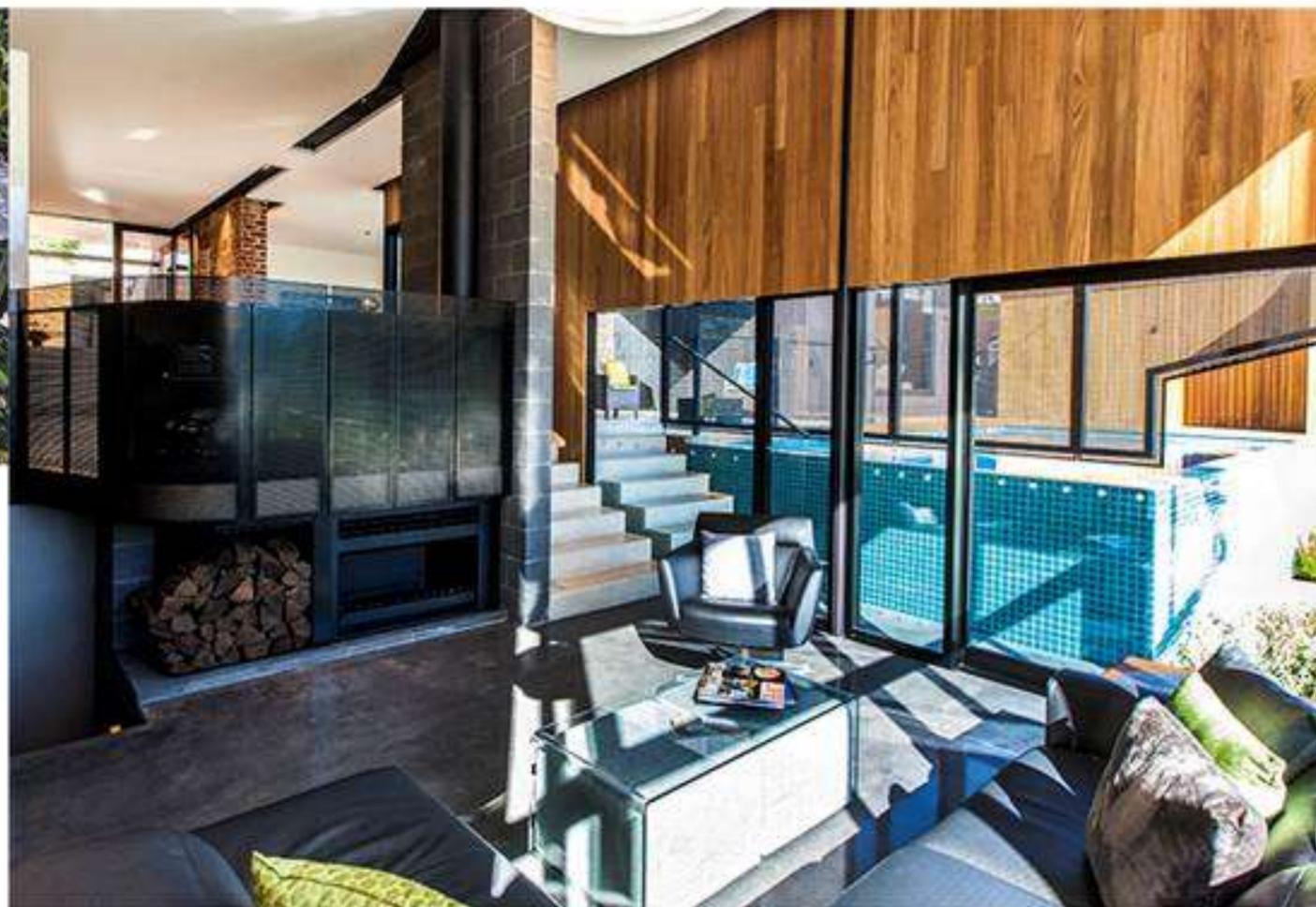
**Exclusive Society of Auctioneer and Appraisers Real Estate Member Offer:**

Book a full page advertisement and receive a One-Year SALIFE gift subscription for your vendor to remind them each month of your support!

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# SALIFE



## Include us in your marketing plan

Book now for the May issue of SALIFE magazine, on sale **Thursday, June 1**. 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.

Booking deadline **May 17**  
Material deadline **May 23**

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!



## 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](mailto:sales@reaforms.com.au) or**

**8223 6092**

**Michael: [itadmin@lawsoft.com.au](mailto:itadmin@lawsoft.com.au)**

Brochure



## 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



# 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



**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](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!

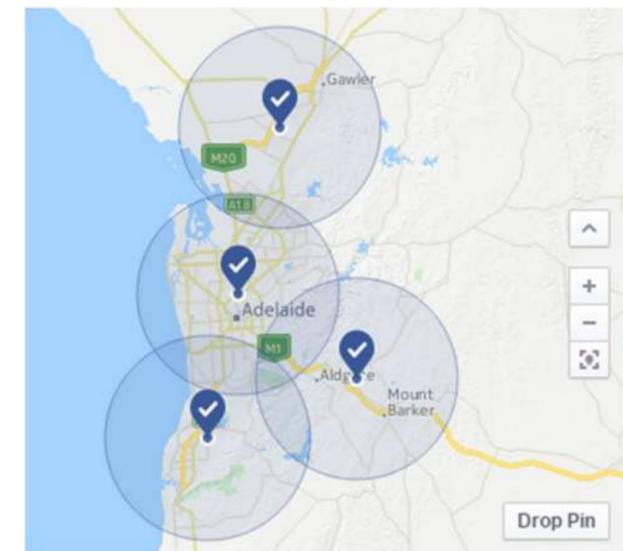


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### 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

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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](http://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 .....

## ***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***





**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**

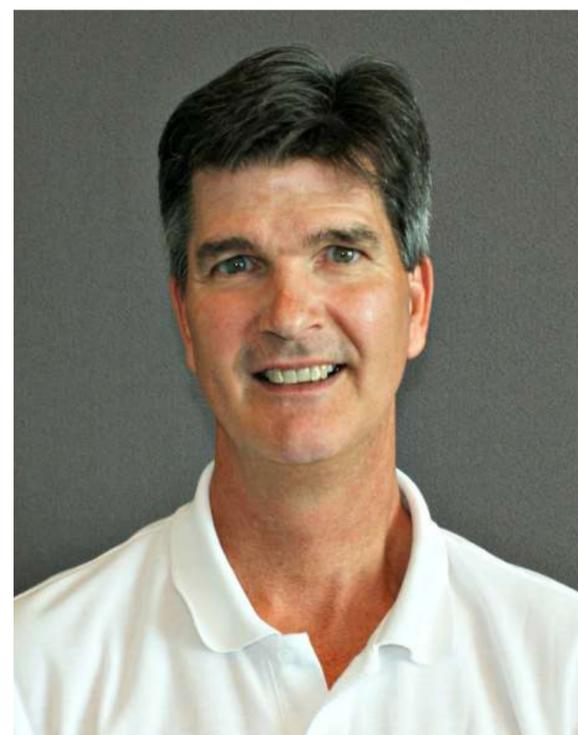
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Contact Chris Gill  
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Phone: 08 7221 4908  
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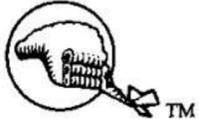
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