



# Gavel & Glass

October 2017

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



THE INDUSTRY CHOICE OF PROFESSIONALS



*Look for the logo – its your guarantee*

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

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**Victor Velgush**  
*President*



**Attilio Cavuoto**  
*Vice President*



**Marc du Plessis**  
*Board Member*



**Matt Smith**  
*Board Member*



**Angelo Bartemucci**  
*Board Member*



**Jarrah Holmes**  
*Board Member*





# Society of Auctioneers & Appraisers (SA) Inc.

## New Members

WELCOME to our New Members since September 2017



Bruce Wang  
*LJ Hooker—Plympton*



Kamal Grewal  
*Harcourts Sapphire*



Vincent Wang  
*Professionals Prospect*



Marco Wenzel  
*Harris*



# Society of Auctioneers & Appraisers (SA) Inc. Golf Classic 2017



ATTENTION!!

ATTENTION!!

ATTENTION!!

WIN  
\$10,000  
CASH

CLICK HERE

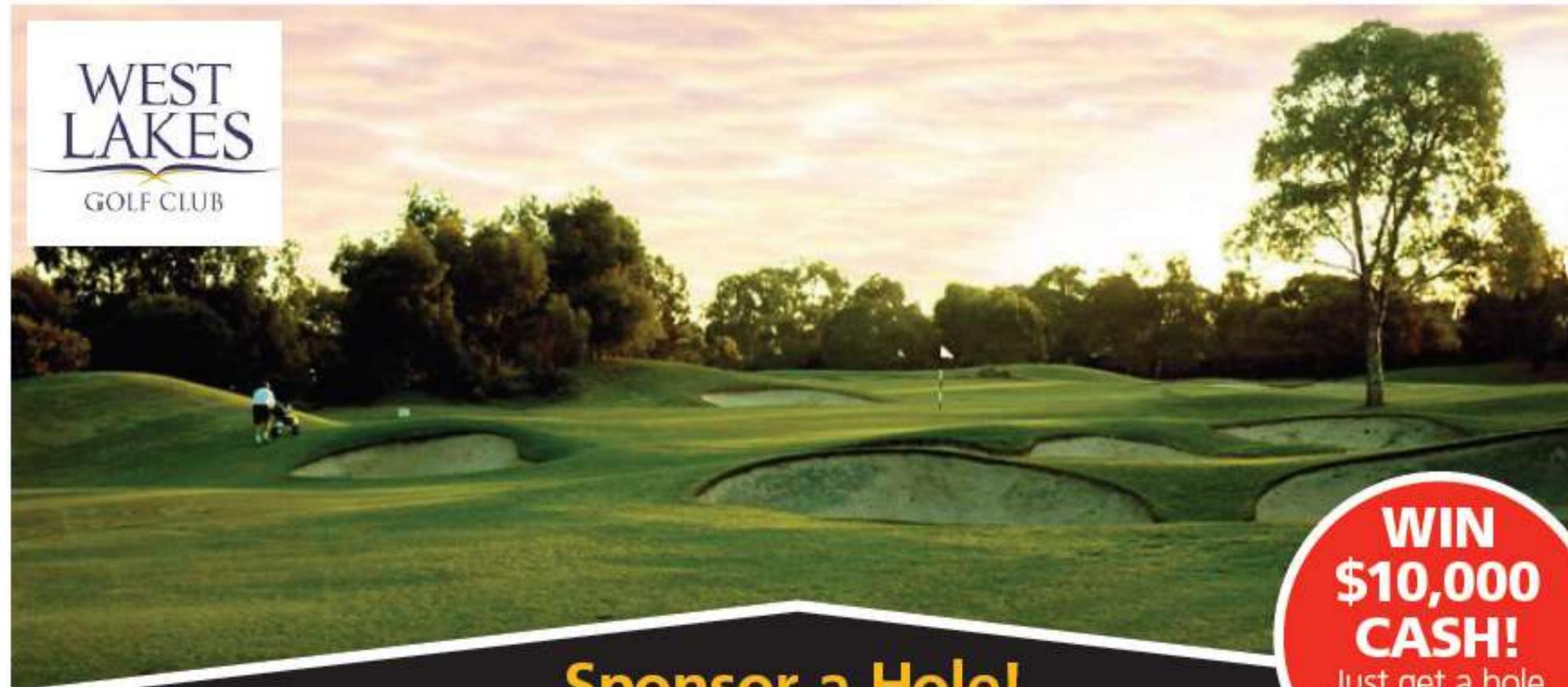


## 2017 Golf Classic.

FRIDAY 20 OCTOBER 2017

WEST LAKES GOLF CLUB, 26 LOCHSIDE DRIVE, WEST LAKES

Situated on the sand belt at West Lakes, the West Lakes Golf Club provides a perfect and picturesque setting for avid golfers with its quality 18 hole golf course – with excellent greens and is playable in all weather conditions.



WEST LAKES  
GOLF CLUB

WIN  
\$10,000  
CASH!  
Just get a hole  
in one on  
16th hole

### Sponsor a Hole!

includes 4 players and business signage at hole

JUST \$595

\$129 per person for golf, barbecue lunch, on-course drinks and snacks, after game finger food and prizes

11.30am BBQ Lunch  
12.30pm Tee Off  
5.30pm Prizes & Awards

Teams of 4 players  
Ambrose competition

Please RSVP by returning booking form via email or fax to Garry Topp with attendee names before Friday 29th September



# Society of Auctioneers & Appraisers (SA) Inc. 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 F.S.A.A. (Life)

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



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

If you know someone who will benefit from this workshop, please contact Garry Topp at 8372 7830 or Brett Roenfeldt at 0411 180 960 for more information.

### Date and Time

Day 1: October 8am for 8:30am to 6:30pm

Day 2: October 8am for 8:30am to 5:30pm

### Cost

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





# Society of Auctioneers & Appraisers (SA) Inc.

## President's Welcome



I am delighted to be reappointed as President of the Society of Auctioneers & Appraisers (SA) Inc for the 2<sup>nd</sup> year.

I believe we have built some innovative and amazing solid foundations last year with well attended events that have received great member participation. This great foundation will put us in good stead for the oncoming year to build even better events and deliver more value to members where we can further pursue legislative changes to bene-

fit members, grow member support, and help grow auctions in South Australia.

We will also further develop the new innovative concept of the SALIFE Golden Gavel Live! which will now run for its 2<sup>nd</sup> year breaking new ground by embracing the latest technology and innovation.

Given how successful this concept has been – we believe it will go to a new level with familiarity and more inclusions of Auctioneers not only in Metropolitan Adelaide, but to the greater South Australia. **All Auctioneers no matter where they are in South Australia can enter and gain profile as distance from Adelaide is no longer a barrier.** This will get more participation from Auctioneers all over South Australia – and this is what we are aiming for. **It is important and valuable given that we not only represent Real Estate but we also represent Livestock, Rural, and General Auc-**

**tioneers.** This concept will call for more Auctioneers to the involvement of future Golden Gavel Live Competitions.

**Further initiatives will be introduced to profile Society Appraisers also in 2018.**



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# Society of Auctioneers & Appraisers (SA) Inc.

## 35th Annual General Meeting

The Society's reporting to members for the year was held Monday September 11th being the 35th Annual General Meeting.

The following members retired:

1. Bernie Altschwager
2. Attilio Cavuoto
3. Jarrah Holmes

There was a casual vacancy to be filled.

There were four vacancies, four nominations were received, so the following were declared elected:

1. Angelo Bartemucci
2. Attilio Cavuoto
3. Jarrah Holmes
4. Matt Smith

The Society welcomes the new members onto the Board and thanks those members who are retiring.

At a meeting held immediately after the AGM, we are please to announce that Victor Velgush has been re-elected as President and Attilio Cavuoto as Vice President for the ensuring year.





# Society of Auctioneers & Appraisers (SA) Inc.

## AGM Presidents Report



It is my honour to represent an organisation with such a rich history and loyal membership. *My commitment to members as President was to deliver greater value through more well-run events to preside over a cohesive Board working together for the benefits of members.*

The 2017 Board had a late start with the AGM held in September adjourned to November 10<sup>th</sup> 2016 such

that our first Board meeting was not until December 14<sup>th</sup> that year.

With virtually no time for planning with Christmas looming.

### Christmas Drinks - December

The Society Christmas Drinks was held on Thursday 8<sup>th</sup> December 2016 at 2KW on the terrace with breathtaking views and the Adelaide Oval and the St Peters Cathedral in the backdrop. The goodwill and generosity of spirit was alive and well again and the Society was on fire even though it rained and got a little windy at times – the weather could not hold back the enthusiasm and excitement enjoying the Society's hospitality at 2KW.

It is on record that several groups partied on after the Christmas Drinks arriving home in the early hours of the morning.

It was one of the best Society events that I have attended with great camaraderie and fellowship now fully restored amongst Society members.

Previous staff members Christina Tran and Lyn Chow joined Michelle Lee with help from Sharon Gray in greeting guests.

We held an impromptu auction in favour of the Cody Gray Foundation with advertising space donated by Bill Dimou and 2 fine-dining lunches with similar fine wines from Martin Palmer at 2KW, the owner of the Palmer hotel group. In only a few minutes, we had raised an unbelievable \$11,500 for Cody Gray.

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# Society of Auctioneers & Appraisers (SA) Inc.

## AGM Presidents Report

### Female Only 2 Day - January

We commenced the New Year with a bang and on January 12<sup>th</sup> and 13<sup>th</sup> we conducted our very first Female Only 2 Day Auction Academy run by Brett Roenfeldt and Garry Topp with special Guest Presenter Sharon Gray. The Female only event received accolade from the participants and paved the way for more Female Only Auction Licence Workshop in the future.

### President's Input Meeting - February

**In February we held a President's Input Meeting** where past presidents had the opportunity of participating in the future direction of the Society. We took on board all the suggestions and had a follow-up meeting ap-

proximately six weeks later to report back our progress.

### SALIFE Golden Gavel



Part of the new energy and enthusiasm was the brilliant brand new concept of SALIFE Golden Gavel Live where Senior and General participants are judged live in the field by conducting a real-world live auction by streaming it to the **Society's Facebook**.

Judges were Marc du Plessis, Leo Redden, Chris Gill, Brett Roenfeldt, and David Smallacombe – and due to this new concept, interstate and international judges were Australian Judge from Western Australia, Peter Lawrance and Australasian Winners Harry Li, Daniel Coulson and Justin Nickerson.

The Rising Stars were judged in the conventional way by auctioning an apartment off the plan at the stunning showrooms at 297 Pirie Street, Adelaide.

AJ Colman notched up his second Golden Gavel win, Angelo Bartemucci his third General win, and Will Fitridge – a previous participant in the Schools Auction Idol took out the Rising Star award and for the first time the Top 3 Rising Stars were all from the same company – Klemich Real Estate.

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# Society of Auctioneers & Appraisers (SA) Inc.

## AGM Presidents Report



The new concept of live-streaming celebrating 25 years of the SALIFE Golden Gavel, this year breaking new ground bringing the Society in line with the latest worldwide technology and innovation.

The formal Awards and Dinner, was held at the stunning newly renovated Mayfair Hotel where the food and service was exemplary – everyone had a superb night with the after party held at the Hennessy Bar on the rooftop.

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I would like to thank Vice President Attilio Cavuoto and Board Members Bernie Altschwager, Marc du Plessis, Jarrah Holmes and Board Advisor Independent Directors Chris Gill Compliance and finance, Ray Brincat structure and training, our Country and Livestock advisor Geoff Watts, our SALIFE Golden Gavel Trustee Or-en Klemich, and our Secretary/CEO Garry Topp.

I am also pleased to announce we have two new key sponsors coming on in 2018.

Review of the Constitution:

A panel was formed comprising Marc du Plessis, Chris Gill, and Garry Topp to make suggested

changes to bring the Constitution up to date and to comply with the current Associations Act.

The work was carried out during the year and legal advice sought with further recommendations made by the lawyers. The formal document as an update to the constitution was voted on by members and accepted.





# Society of Auctioneers & Appraisers (SA) Inc.

## AGM Presidents Report

**On behalf of the Board, I'd like to** thank Marc du Plessis, Chris Gill, and Garry Topp for their contribution and we also acknowledge founding President John Fereday who co-wrote the original constitution which was still very relevant with minor changes only proposed in keeping with the current legislation.

### Mad March Events

I am proud to say that we went against common sense and all good advice by putting on four events in Mad March and we are pleased to say that all four were a resounding success with great attendance and very positive feedback from members and sponsors.

We also held the SALIFE Golden Gavel Launch at the vibrant 2KW and conducted a Charity Auction on behalf of the Cody Gray Foundation which raised \$1050 with a Sir Donald Bradman signed cricket bat donated by Oren Klemich.

Last year, we only conducted one 2 Day Auction Academy, this year we conducted three by the end of June with two more booked in the later part of the year.

To feature Society Key Members, Marc du Plessis hosted a free Society event where members viewed their stunning new innovative premises at 1 London Road, Mile End.

With only two events in total the previous year, we are proud to say we have held 9 Events this year thus far!

We are proud to report that Lexus of Adelaide has come back on board as a sponsor and we have reinstated the popular Breakfast of Champions Series with it held at the Lexus of Adelaide Showroom.





# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report

The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of Auctioneers, Appraisers and Agents of Real Estate, General & Livestock.

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence. In 2017 we are in our 36<sup>th</sup> year!



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Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society is relevant and provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, Advice on Contract issues, Complaint resolution and most of all representation.

Members can call the CEO at any time and if I don't have the answer, I'll get it from our lawyer Mark Kurtze or Form 1 expert Chris Gill, or Society Head Trainer Brett Roenfeldt.

This network of experts must continue as it's the backbone of what makes the Society unique.

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, and I hope it stays that way forever!



Nothing beats personal contact!

Previous SALIFE Golden Gavel Winner, Oren Klemich embraced the role of Trustee this year. We put focus on the General Auctioneers again with \$2,500 in prize money courtesy of the du Plessis Auction Gallery.

Oren Klemich will be Trustee again in 2018. Congratulate AJ Coleman on his second win and Angelo Bartemucci on his 3<sup>rd</sup> General win.



# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report



### Training:

We have conducted four 2 Day Auction Academies this year including a Female only workshop with guest presenter Sharon Gray – which was a huge success paving the way for more female only workshops in the future with favourable critiques being our Academy is received as the best in Australia attending previously from Singapore, Malaysia and New Zealand and most States in Australia wanting to be trained in all facets of Auctioneering by our Head Trainer Brett Roenfeldt.

The Society Golf Classic was held at the Mount Osmond Golf Course with Back to Back Winners retaining the Trophy Century 21 Brighton Larry Collin, Jarrah Holmes, Wayne Johnson and Adam Farrelly and Christmas Drinks and Golden Gavel Launch at the 2KW Restaurant and Bar where the food and view was sensational. We had the SALIFE Golden Gavel

winner's lunch at Loucas', Past Presidents lunch also at Loucas'. I'd like to also acknowledge Chris Gill as Society Documentation Trainer with two workshops in the City and one in Naracoorte with his regular sessions of completion of agency contract and Form 1 which are very well received by the members. Coming out of Conveyancing, and now working exclusively with Form 1's, **Chris understands all the issues that agents are faced with, and can deliver the training in agent's language.**



### To the Sponsors:

We acknowledge Major Sponsor SALIFE, Key Sponsors Lexus of Adelaide, Bowden Group, Blaze Advertising, Sunset Winery, brand new Sponsor Read Bros Signs and also supporters The Form 1 Company, Corsers Law & Property, Lawsoft, Skyvue, du Plessis Auction Gallery and Cowden Insurance Brokers for their continued support.

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# Society of Auctioneers & Appraisers (SA) Inc. CEO Report

## Office Administration:

This year we employed Michelle Lee. Michelle fulfils the administrative management role in the office.

Michelle has a Bachelor Degree in Tourism and Event Management from the University of South Australia. She speaks fluent Chinese, Hokkien, English and basic Japanese. She aims to have a career in managing events and to work in tourism as she has a passion for travelling and creating events to inspire delegate participation.

In 2015 Michelle completed a Business and Leadership program in America. Michelle was brilliant in her management of the SALIFE Golden Gavel Awards & Dinner.





# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report

Membership Last year we had 320 Members at the end of June. However, this year the number was 341 so membership is climbing. At the moment we have 350 Members.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands on passionate and personal approach.

I look forward to a new Board for 2018 and getting back to basics of representing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.





# Society of Auctioneers & Appraisers (SA) Inc. Presentation



AJ Colman presented with a Gold Badge with 2 zircons representing his two SALIFE Golden Gavel wins.



Angelo Bartemucci presented with a Gold Badge with 3 zircons representing his three SALIFE Golden Gavel General Auctioneer wins.



# Society of Auctioneers & Appraisers (SA) Inc. Presentation

## Silver Members (10 years with the Society)



Attilio Cavuoto



John Joyce



Mark Sharoglazov



# Society of Auctioneers & Appraisers (SA) Inc. Presentation

## Gold Members (15 years with the Society)



Peter Kiritsis



Steve Von der Borch



Christopher Waterman



# Society of Auctioneers & Appraisers (SA) Inc. Presentation

## Platinum Members (20 years with the Society)



Mark Forde

## Ruby Members (30 years with the Society)



Kathryn McCann



# Society of Auctioneers & Appraisers (SA) Inc.

## Michelle buys a Lexus

When we had the Breakfast of Champions at Lexus of Adelaide on Wednesday 23<sup>rd</sup> August with guest speakers Rosalind Neale, Judy Morris, and Michael Brock – we all had the opportunity of viewing some of the latest Lexus cars.

Our Events and Training Manager Michelle Lee took a shine to a convertible which unfortunately sold within a few days so with economy in mind she went back and purchased a CT200H Hybrid and will take Friday off and take a **drive to the Flinders Ranges with her mother who is here from Taiwan, showcasing some of South Australia's most spectacular scenery and proudly showing off her new Lexus!**

*Thank you, James Bonner at Lexus!*





# Society of Auctioneers & Appraisers (SA) Inc.

## Free Members Networking

The Society Held its very first free cocktail party at Cucina Restaurant North Adelaide on Tuesday 19th September from 5pm where members were invited to come along and welcome new members to The Society that had joined over the last few months and meet the new Board of 2018 elected at the 35th AGM which was held on Monday 11th September.



The Italian food included oysters, pork belly and mini burgers which were absolutely sensational—we all ate so much couldn't eat our dinner when we got home! Complimented by fine South Australian wine and beers.

We were on the first floor with the doors wide open to O'Connell Street below celebrating our first warm evening of the season.

The new Board consists of Victor Velgush (President), Attilio Cavuoto (Vice President), Marc du Plessis, Jarrah Holmes, Matt Smith and Angelo Bartemucci. Victor Velgush gave a brief outline of some exciting initiatives for 2018 and welcomed special guests Brooke Seward and Cassandra Bar-endregt from SALIFE, James Bonner from Lexus of Adelaide, Nadia Shivarev and Karley Thomas from Corsers Lawyers and Jenni Tassell from Blaze Ad-



vertising.

We welcomed a brand new sponsor for 2018, Darren Read from Read Brothers Signs.



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

A special presentation was made to Angelo Bartemucci of a Gold Society Badge depicting 3 zircons recognising his SALIFE Golden Gavel General Auctioneer wins in 2014, 2015 and again this year 2017.

**The Society's Charity of choice is the Cody Gray Foundation** - where we used all our efforts to raise money for Cody Gray who was injured in a skiing accident in Victoria. Cody's mother,



Sharon Gray accepted a cheque for \$3600 from the auction held during our 2017 SALIFE Golden Gavel Awards & Dinner with items were donated by the du Plessis Auction Gallery, SALIFE and the Mayfair Hotel.

The Free Members Networking night is an initiative by Vice President, Attilio Cavuto. It was a raging success and we will hold similar events in future. Upcoming events include the:

- Society Golf Classic October 20th
- 2 Day Auction Academy in October
- Society Christmas Drinks November 30th

We encourage all members to participate in these events and network with other vibrant high achievers that make up The Society's close-knit family where banners and logos come down and we all network with the common goal of raising professional standards amongst members.



Sharon Gray accepting the proceeds of an Auction for our Charity of Choice "The Cody Gray Foundation"

If you have any great ideas about various events that The Society can host to benefit members please contact our Events Manager Michelle Lee at [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) or Phone 8372 7830

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





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





# Society of Auctioneers & Appraisers (SA) Inc.

## KI Real Estate Opening

Approximately 100 lucky locals were invited to the official launch of the new Kangaroo Island Real Estate Office at 9A Telegraph Road, Kingscote on Monday 18<sup>th</sup> September.

Business Owner and Principal, Lynne Savage thanked everyone there for their kindness and friendly welcome she has received since her permanent move to KI in May last year. Lynne also thanked landlord Graeme Connell for allowing her to lease the shop which used to trade as the Kingscote Video Shop. The shop has had a make-over and is highly visible at night with flood-lighting on all sides. You can't miss it.

Lynne took the opportunity to thank the tradespeople who had worked on the premises and also Yale Norris from Islander Estate Vineyards who supplied the wine for the function at a much reduced rate.

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Lucy Cooper and Josh Deere from Rock Pool Café at Stokes Bay supplied all the glasses for the function and live



entertainment by singer Fiona Gilbert and guitarist Trevor Hammond kept the party rockin' on. Spectacular food by **Lucy Trowbridge from Lucy's KI Kitchen** was the talk of the guests, even the next day when Lynne kept receiving calls wanting to know who catered the event.

Lynne also paid tribute to her loyal and tireless colleagues, Bob and Val

Watson who will be manning the office some days. **"They really do go well beyond what I expect of them and even get things organized without having to check with me first. I am so grateful to them", Lynne said.** She also paid tribute to the Late Myles Pearce who was her main mentor throughout her career.

Lastly, Lynne explained the reason for the little dog, which appears on much of Kangaroo Island Real Estate's marketing. The little black and white Papillon, **"Jack Savage" was named after Lynne's late father, who died when she was just 18.** Lynne **said it "feels like I am in business with my Dad, by having his name frequently mentioned"**.

The office will be open most days for a few hours, but due to real estate being a businesses where most of the 'action' is on the road, the office will not have set hours. All locals are invited, and in fact encouraged to come into the office and say hello to Bob and Val, and maybe enjoy a coffee too!



# Society of Auctioneers & Appraisers (SA) Inc. SALIFE advertisement

Have you seen our advertisement in this month's issue of SA-LIFE?

**VIEW UPCOMING AUCTIONS WITH JUST ONE CLICK!**

**Upcoming Real Estate Auctions**

Order auctions by:

<b>WOODVILLE PARK, 32 Leslie Street</b> <a href="#">View Map</a>
Date: 17/1/2017
Agent: Ray White Woodville
Sales person: Peter Kiritsis
Auctioneer: Jonathon Moore
<b>TORRENSVILLE, 14 Hopson Street</b> <a href="#">View Map</a>
Date: 26/1/2017
Agent: L.J. Hooker Mile End
Sales person: Justin Peters
Auctioneer: Michael Fenn
<b>ALLENBY GARDENS, 8 MacLagan Avenue</b> <a href="#">View Map</a>
Date: 19/1/2017
Agent: Harcourts Brock Williams
Sales person: Hamish Mill

**GROUND BREAKING APP**  
Use your smart phone to search for upcoming auctions  
[www.auctioneers.com.au](http://www.auctioneers.com.au)

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

## 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?

- Control**, as Vendor you set the terms and conditions.
- You get a cash unconditional contract.**
- 10% deposit** on the fall of the hammer.
- No cooling off period** applies.
- Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
- Creates a sense of urgency**, which motivates purchasers to action.
- Allows all potential buyers to compete** amongst themselves to offer you the best price.
- Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
- Price is usually not disclosed** so you remove the objection factor.
- Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
- The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
- Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
- In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
- Auction opens the door** to more motivated buyers.
- The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
- Your home is only open at **times that suit you** with a predetermined schedule of opens.
- The level of market interest** will help you gauge your reserve price.

**What is an Auction?**  
Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

- The competitive Auction environment** offers the greatest chance for a premium price.
- Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
- Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
- On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

**Why Auction Real Estate?**  
Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.  
*Committed Vendors sell their property by Auction!*

**If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy**  
[www.auctioneers.com.au](http://www.auctioneers.com.au)

SUBSCRIBE AT [SALIFE.COM.AU/SUBSCRIBE](http://SALIFE.COM.AU/SUBSCRIBE)

THE BEST OF ADELAIDE AND SOUTH AUSTRALIA 141



Society of Auctioneers & Appraisers (SA) Inc.  
**Auction: Clearance Rate**

Real Estate

AUCTION

Clearance Rate

67%

Over last 4 weeks



# 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](#)

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# **Powerful Marketing Tool**

# SALIFE



## Include us in your marketing plan

Book now for the October Issue of SALIFE magazine, on sale **Thursday, October 5**. 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 **September 20**  
Material deadline **September 22**

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

## 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.

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

## Subscribing is simple:

Phone 08 8408 0200

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

**A gift subscription makes a great vendor or purchaser gift.**

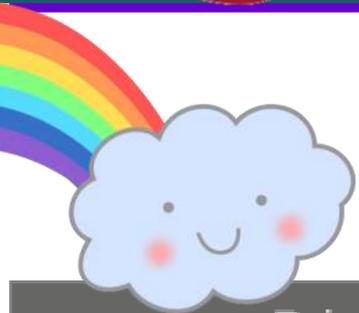
# SALIFE

The best of Adelaide and South Australia





# AucDocs Member Practice Forms are now in the Cloud Online!



Prices inc GST & are per annum  
 Sole Trader (1 user) - \$350  
 Small User (2 - 4 users) - \$990  
 Medium User (5 - 9 users) Licence - \$1,760  
 Large User (10+ users) licensing - \$2420

**PLEASE CONTACT**  
**GARRY TOPP (08) 8372 7830**  
**SOCIETY@AUCTIONEERS.COM.AU**

- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line



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- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)

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- 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



**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.

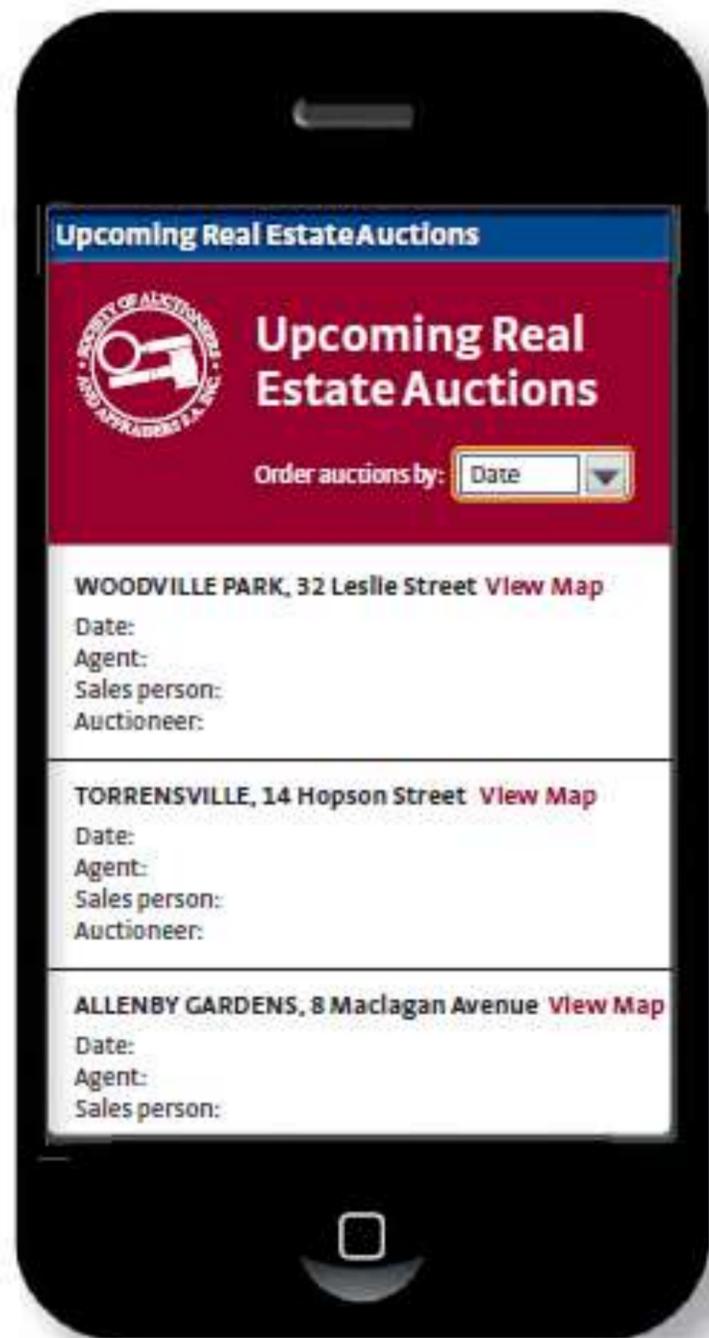
*Corsers* provide a full FIRB Service For Foreign Buyers which includes:

- **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

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Use your smart phone to search for upcoming Auctions!

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The best way by monitoring Auctions!

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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

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The moment you add or update an auction to the web page, the app will adjust accordingly

## LIST

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□ Adelaide!

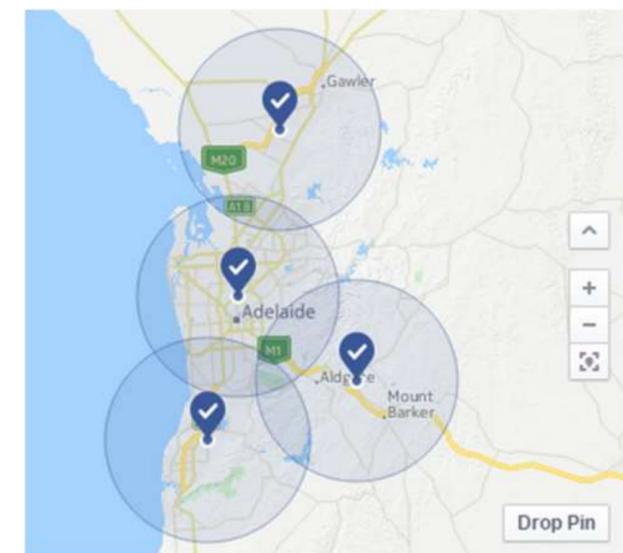


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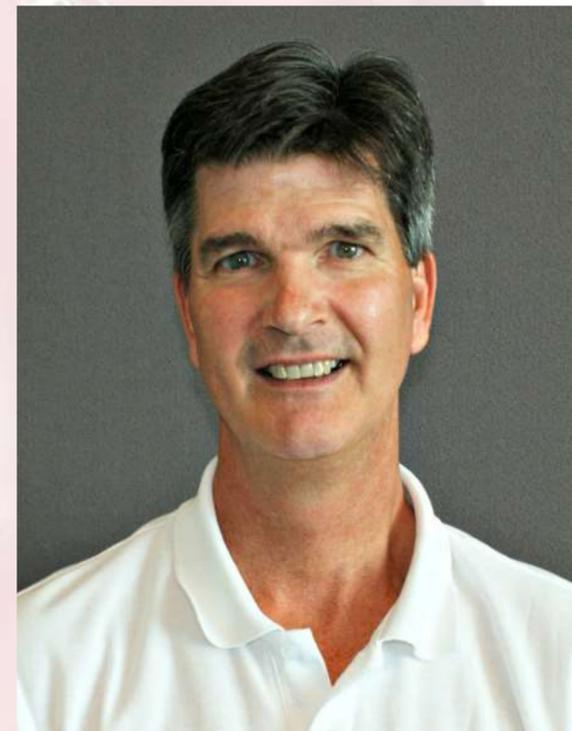
Contact Chris Gill  
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: [form1@form1.net.au](mailto:form1@form1.net.au)

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*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.



# FORM 3 COOLING OFF WAIVER SERVICE

**Contract  
Cooling Off  
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**Nadia Shivarev**

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**Garry Topp**

**Chief Executive Officer**

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