



Gavel & Glass

September 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*

auctioneers.com.au

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Victor Velgush
President



Attilio Cavuoto
Vice President



Marc du Plessis
Board Member



Bernie Altschwager
Board Member



Jarraah Holmes
Board Member





Society of Auctioneers & Appraisers (SA) Inc.

New Members

WELCOME to our New Members since August 2017



Jace Mitchell
Ray White Brighton



Simon Jones
Refined Real Estate



Michael Walkden
Ray White West Torrens



Stuart McCalden
Pickles Auctions



Society of Auctioneers & Appraisers (SA) Inc.

35th AGM

**Click here to RSVP via
email**

Monday 11th September @ 5:30pm for 6pm

The Arkaba Hotel

RSVP by Wednesday 6th
September to the AGM

Email: society@auctioneers.com.au

Phone: 8372 7830

2017

35th Annual General Meeting

Monday 11th September 2017 @ 5:30pm for 6pm

The Arkaba Hotel

150 Glen Osmond Road

Fullarton SA 5063

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

**Click here to RSVP via
email**

Tuesday September 19th @ 5pm
Cucina North Adelaide

RSVP by Friday 8th September
to the FREE Society event

Email: society@auctioneers.com.au

Phone: 8372 7830

Come along and meet the New Board
of 2018!

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YOU ARE INVITED TO THE

*Society's
Members Networking*

- MEET THE NEW BOARD -

PRESIDENT'S SUGGESTION

arrive by Taxi or Uber and come along to
thoroughly enjoy the night without having
to worry about driving!
We hope to see you there!

First Drink Free

Platters of Fine Italian Food

{ Open Bar at cost }

5 P M

SEP
19
2017

TUES

CUCINA NORTH ADELAIDE

21 O'CONNELL ST, NORTH ADELAIDE 5006

Please RSVP by Friday 8th
Sep 2017 to 8372 7830 or
society@auctioneers.com.au





Society of Auctioneers & Appraisers (SA) Inc.

Pickles Auctions Visit

**Click here to RSVP via
email**

Tuesday October 3rd @ 5pm
39 Park Avenue, Pennington SA 5013

RSVP by Friday 22nd

September to the FREE Society
event

Email: society@auctioneers.com.au

Phone: 8372 7830

Come along and meet the New Board

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YOU ARE INVITED TO

PICKLES AUCTIONS

**FREE
EVENT**

TUESDAY OCTOBER 3RD, 5PM
39 PARK AVENUE, PENNINGTON SA 5013

Come along and see the Pickles major monthly truck Auction for Government departments, local councils, finance companies, ex-fleet, lease and local industry trucks, earth-moving and heavy machinery.

Auctions are attended by buyers from all over Australia and this is your chance to see first-hand the stock available for a South Australia Major transport Auction Clearance Sale.

Hosted by three-times SALIFE Golden Gavel General Winner, Mr Angelo Bartemucci, who will give you an insight into this select Auction arena, show you all the vehicles and machinery on display, and shout you a beer!




RSVP TO SOCIETY@AUCTIONEERS.COM.AU
WITH NAMES OF THOSE ATTENDING BY
FRIDAY 22ND SEPTEMBER 2017





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



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: Thursday 26th October 8am for 8:30am to 6:30pm

Day 2: Friday 27th October 8am for 8:30am to 5:30pm

Cost

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





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



ATTENTION!!

ATTENTION!!

ATTENTION!!

WIN
\$10,000
CASH

[CLICK HERE](#)

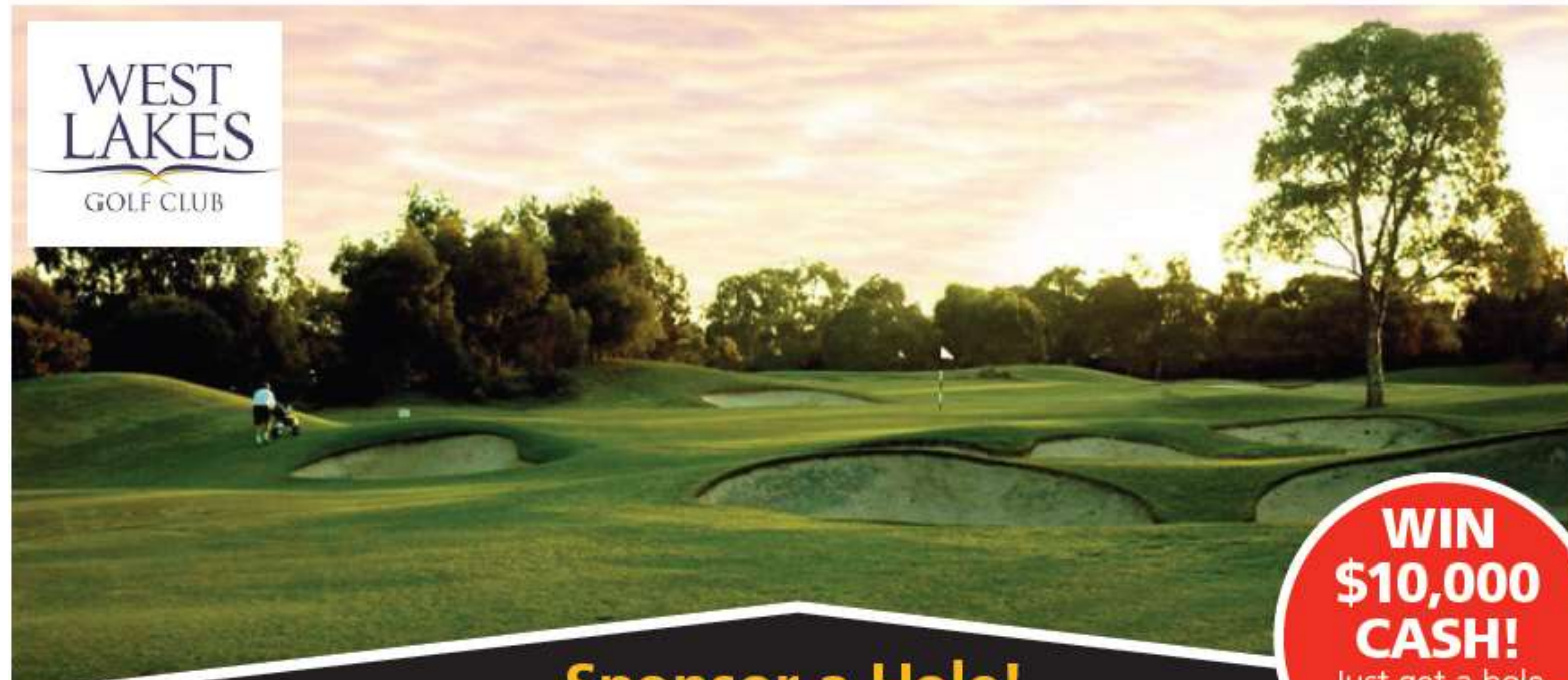


2017 Golf Classic.

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.



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.

Residential Agency Agreements

Members are advised and would likely know that compliance audits are underway by the office of Consumer and Business Affairs.

Residential Agency agreements can only be extended once under the rules in the Act for a period if agreed of up to another 90 days.

See section 20 (6a)(b)

Members should review the Rules and ensure their firm's files and agreements comply.

Best practice is to consider agreeing a Subsequent (new) Agreement prior to an Agency expiring.

Corsers Practice Notes are attached for consideration by members and compliance staff.

Mark Kurtze
Corsers



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[CLICK HERE](#)

11 Rural (Farm) Auctions listed during the coming spring season!

"Mindarie Downs", Loxton - Sept 12

"Schiller Farm", Eudunda - Sept 15

"Johns", Sutherlands - Sept 15

"Newkie", Mt Bryan - Sept 21

"Roockers" & "Schulzs", Neales Flat - Sept 22

"Milk a moo cow", Eudunda - Oct 5

"Potters" & "Andersons", Gladstone - Oct 6

"The Ridge", Manoora - Oct 12

"Felwake", Waterloo - Oct 12

"Frankton", Truro - Oct 19

"Allen", Barinia via Clare - oct 20

"I'm fulfilling my strong commitment and belief in the auction system" - Geoff Schell,

Ray White Clare Valley & Rural SA





Society of Auctioneers & Appraisers (SA) Inc. Mandarin Residential Agency

Hot off the Press—New Release

The Mandarin Residential Agency is in the Society Forms online now on www.reaforms.com.au

Mark Kurtze
Lawsoft



住宅性物业代理销售协议

业主任命代理中介销售其物业。中介接受任命，协议双方均同意受本协议条款约束。

业主

电子邮箱 1 _____

电子邮箱 2 _____

ABN _____ 手机号码 1 _____

手机号码 2 _____ 其他 _____

代理

电子邮箱 _____

ABN _____ 手机号码 _____

物业

产权证 / 官契

Volume / Folio _____

如持有，请详细填写

业主销售价格

\$ _____

中介预估销售价格

\$ _____

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Society of Auctioneers & Appraisers (SA) Inc.

2 Day Auction Academy—August

New Auction Talent!

Our fourth Two Day Auction Academy of the year was held on the 19th July and 12th August 2017 – with representation from **Harris Real Estate, Klemich Real Estate, Ray White, and Evans and Clarke.**

Marco Wenzel had previously forged a career in Senior Management in local government and had worked as a prosecutor and negotiator. He is now working with Harris Real Estate and his main hobby is surfing.

Andrew Monks from a General Auctioneer background working with Evans and Clarke National for the last 12 years wanting to expand his horizons with Real Estate Auctions as he absolutely loves the process and currently does a lot of Charity Auctions during the year.

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Will Fitridge was introduced to Real Estate in Year 12 at St Peter's College and was mentored by Matt Smith in the School's Auction Idol Competition which led to a career in Klemich Real Estate as a full time assistant to Matt Smith. **Will entered and won the Rising Star in the SALIFE Golden Gavel this year.** He loves sport, especially soccer.

Jace Mitchell at 21 years of age just out of University is here to learn more skills to enhance his career with Ray White Brighton. He already owns an investment property and feels he will have more potential to progress in his Real Estate career as an Auctioneer.

The 2 Day Auction Academy Workshop presented by Nationally Accredited Trainer **Brett Roenfeldt** himself a **four times SA-LIFE Golden Gavel Winner** is available to train participants on how to conduct a public Auction of Real Estate and qualify as an Auctioneer here in South Australia. **Brett has conducted over 16,000 Real Estate Auctions in South Australia and gives participants an insight into his experience and expertise that he has gained over the years.** The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.





Society of Auctioneers & Appraisers (SA) Inc.

2 Day Auction Academy—August

Q: ‘What did you gain from this presentation?’

A: ‘It instilled in me all the requirements necessary’, ‘I found the course to be very informative and has given me good preparation’, ‘Absolutely, skills and knowledge, and most of all – confidence’, ‘the legal side is scary but are now well-prepared as with lack of knowledge you could easily be sued’.



Q: ‘What did you like the most?’

A: ‘Learning to cut out superfluous words and fine tuning the script’, ‘seeing the vast improvement as the day progressed’, ‘the practical side, as well as the bidding practice and interacting with the buyers’, ‘the voice exercises are imperative to protect your voice’, ‘specific examples of various scenarios’, ‘the finer points of negotiation when the auction pauses’.

Q: ‘Did Brett inspire you to change your way of thinking in any issues?’

A: ‘Yes, I was exposed to many ways to approach the market that I was unaware of previously’, ‘Yes, by not giving any indication of price which removes price as a potential objection’,

Q: ‘What advice will you give to others about this workshop?’

A: ‘It shows you how to cover your back and to protect not only yourself, but your vendor’, ‘I have now a more thorough understanding of the legislation’, ‘Brett and Garry make you feel comfortable through the whole process and have your best interest in mind – they understand it’s a process as well as throwing you in the deep end with an array of different difficult situations so we are aware and are fully prepared for the real world’.



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

The next 2 Day Auction Academy will be in October 2017.

If you'd like to attend or if you know anyone who would make a great Auctioneer – please contact Garry Topp at society@auctioneers.com.au or 8372 7830.





Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions



Both Rosalind Neale and Judy Morris were nurses early in their careers which gave them people skills which carried into their future. Auction had featured heavily in their success where the auction process gave them both profile in their local communities. Michael Brock spoke of how he also used Auction to gain profile – winning the Australasian Auction Championship in Hobart, Tasmania in 1993.



Michael has owned and run one of South Australia's most successful independent agencies employing in excess of 100 people. He now works with his wife Susan where they present themselves as a team with a current listing success rate in excess of 90%.

In excess of 70 people attended the Breakfast at the stunning Lexus premises at 164 West Terrace, Adelaide with a warm opening given by new General Manager, Mr Wade Sander. On behalf of the Board, Bernie Altschwager welcomed the guests while President Victor Velgush chaired the Questions and Answers.

Three of South Australia's Real Estate icons, Rosalind Neale, Judy Morris, and Michael Brock spoke to an eager audience of mainly young practitioners new to the business with their tips to success of how they have risen to the top in a very competitive market and industry and all three survived the test of time.



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Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions



Brett Roenfeldt F.S.A.A. (Life)

and

Rosalind Neale M.S.A.A.

In 1980 our family transferred to Adelaide and opened up a wonderful career opportunity in real estate and, after only a few years in the Industry, Rosalind won the inaugural & prestigious REI/Advertiser **'Salesperson of the Year Award'** for two consecutive years.

She was also a **finalist in the 'Telstra Business Women of the Year Award'** in 1999.

Rosalind commenced her Real Estate career in 1995 which included setting up Whittles Real Estate with Margaret George and then with Toop and Toop, then in 1984 she founded her own company.

Over the years, **Rosalind's satisfied clients have attested to** her high standard of service and excellent communication in the many glowing testimonials, repeat business and referrals she has received.

Rosalind is one of **Adelaide's few practicing female auc-**tioneers.

She has been successfully auctioneering since 1986 and has served as a Board Member of the Society of Auctioneers & Appraisers (SA) Inc.

Rosalind was President of the Real Estate Institute of South Australia in 2000 and a Board Member of the Real Estate Institute of Australia.

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Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions



Judy Morris M.S.A.A.

Judy Morris went to work in Real Estate – working for Brock Partners in her 50s having previously worked in Local Government and had never sold anything before in her life.

She was the Top Salesperson every year for the 9 years she worked there.

She now works with Klemich Real Estate.

Over a career spanning some 28 years, Judy has carved out a unique reputation for delivering exceptional service while maintaining strong relationships with her clients – it's this personalised attention that has become the hallmark of Judy's style.

With an unrivalled knowledge of the eastern suburbs and a special focus on the area around St. Peters, College Park, Walkerville and Medindie, Judy is uniquely positioned to ensure to achieve the best possible outcome.

Judy is the only person to have won the prestigious award for Sales Consultant Auction Marketer from the Society of Auctioneers and Appraisers for four consecutive years.



Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions



Michael Brock F.S.A.A. (Master)

Michael Brock has twice been President of the Real Estate Institute of South Australia, is a Fellow of the Society of Auctioneers and Appraisers, has served on the Board of the Real Estate Institute of Australia, is a Life Member of the Real Estate Institute of South Australia and a former board member of the South Australian Housing Trust.

Michael won the Australasian Auction Championship in 1993 in Hobart Tasmania – awarded the best Auctioneer out of the two continents, Australia and New Zealand.

He has personally conducted in excess of 8000 auctions.

Michael has owned and run one of South Australia's most successful independent agencies employing over 100 people.

Michael has very strong connections and experience across Australia, and is both a national and international keynote speaker on real estate.

He is a highly skilled negotiator, trainer, communicator and businessman.

He is the major shareholder of Harcourts SA and was recently Harcourts Top Selling Agent in the State.

In 2012 he was awarded the prestigious Harcourts International "Hall of Fame", one of only 21 recipients since Harcourts was founded in 1888.

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Society of Auctioneers & Appraisers (SA) Inc.

Master Series - Breakfast of Champions

President's Report

The highlights for me were the brand new General Manager of Lexus' first official function 12 days into the new job commenting that he really values their association with the Society and that he loved seeing many of the younger generation there.

All three speakers gave a great insight of where they started and how they got to be market leaders and stayed there. They all spoke from the heart openly and honestly – what were their motivations and greatest achievements.

Adelaide's two high achieving female Agents were nurses in previous careers and had no sales experience and it was evident that truly caring for clients is far more important than sales skills.



Being personal is the key to their long and loyal relationships with their clients.

A great example of this is that Judy Morris throws a party at her house going above and beyond, inviting all the neighbours and her clients to meet new purchasers in the area.

Rosalind Neale talked about forming relationships and told of a client who called her in to sell their home 30 years after she made the listing presentation (while the loyalty is outstanding, I hope the rest of her clients list in a shorter time span!).

Michael Brock's secret is being part of a male-female team as some vendors like dealing with male while others like dealing with females, so they provide both – this also applies to purchasers.

Michael also highlighted how difficult it is to succeed and your work ethic, drive and enthusiasm has to be perfect.

Having learned from seasoned professionals we all left on a high full of inspiration, knowledge, and enthusiasm.

We had a gourmet breakfast surrounded by elegance and beauty – and learned from the best.

The launch of the Breakfast of Champions – Master Series was a resounding success. Guaranteeing it will become a fixture on the **Society's Calendar well into the future.**

What great value can the Society offer new members than sharing with them the wisdom and experience of those who have come before them.

Days like this make me so proud to be involved with this vibrant organisation – the Society of Auctioneers & Appraisers (SA) Inc.

Victor Velgush M.S.A.A. (President)

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Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions

Business Card Draw Winners



Isabella Klemich
Klemich Real Estate
Lexus for the weekend



Natalia Pribytkova
Refined Real Estate
*12 month subscription
to SALIFE*



Sam Bowden
Bowden Printing
Lexus Umbrella



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Master Series-Breakfast of Champions





Society of Auctioneers & Appraisers (SA) Inc.

Master Series-Breakfast of Champions



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Society of Auctioneers & Appraisers (SA) Inc.

Master Series - Breakfast of Champions



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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 Barendregt from SALIFE, James Bonner from Lexus of Adelaide, Nadia



Shivarev and Karley Thomas from Corsers Lawyers and Jenni Tassell from Blaze Advertising. We welcomed a brand new sponsor for 2018, Darren Read from Read Brothers Signs.





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 Cavuoto. It was a raging success and we will hold similar events in future.

Upcoming events include the:

- Pickles Auction visit October 3rd
- Society Golf Classic October 20th
- 2 Day Auction Academy 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.

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 or 8372 7830



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





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

Real Estate

AUCTION

Clearance Rate

66.5%

Over last 4 weeks



Society of Auctioneers & Appraisers (SA) Inc.

AucDocs in The Cloud



- All Residential, Commercial, and Rural Sales & Property Management
- Only one (1) office Principal needs to be a Society member for all in the office to use the forms.
- Cloud-based forms which can be used and re-edited.
- All Property Management and all tribunal forms are online.

We are the only provider in Australia to provide an iPad App, free-of-charge, which operates with your forms.

You can create forms offline on the iPad, even if the system is down or you are out of wifi or data range.

The forms are then synchronized into the cloud once you are connected to the internet.

Edit and Print, anytime, anywhere, any number

Unlike other products in the market which restricts editing once printed, you can edit any form and print anytime, anywhere. You do not have to re-enter the data once a print job is done.

Sign Online

Forms can be signed online are enabled with E-signing within the form or you can e-mail them to the other party to sign. The Contract has not been enabled (E-signing) as we believe contracts should be printed, read and signed, the good old fashioned way with a pen. Of course, Contracts once signed can be scanned and e-mailed or sent from the facsimile machine. Lawsoft and the Society are conservative and do not believe Contracts should be signed online.



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.

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

Exclusive offer to all Society of Auctioneers and Appraisers (SA) members:

Book a full page advertisement and receive a one-year SALIFE gift subscription for your vendor to remind them each month of your support.

Subscribing is simple:

Phone 08 8408 0200

Subscribe online at salife.com.au

A gift subscription makes a great vendor or purchaser gift.

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

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GARRY TOPP (08) 8372 7830

SOCIETY@AUCTIONEERS.COM.AU

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ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

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- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions

Free
iPad App
with
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

- 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.

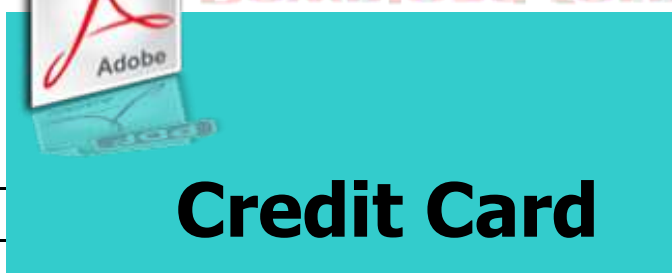
Signed _____ Dated ____/____/20____

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) in the first instance at our office using the Forms attached for any referral.

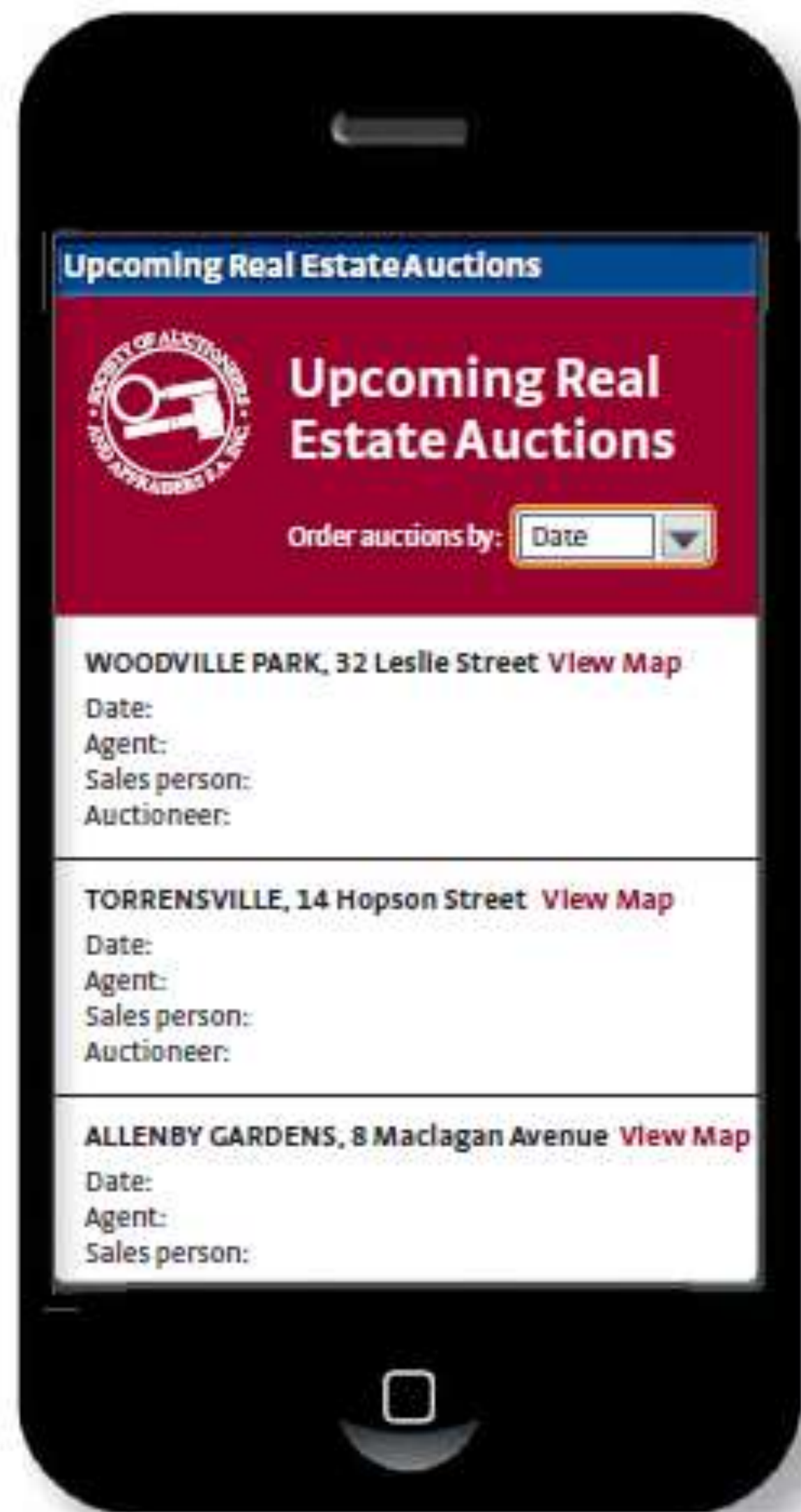
Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **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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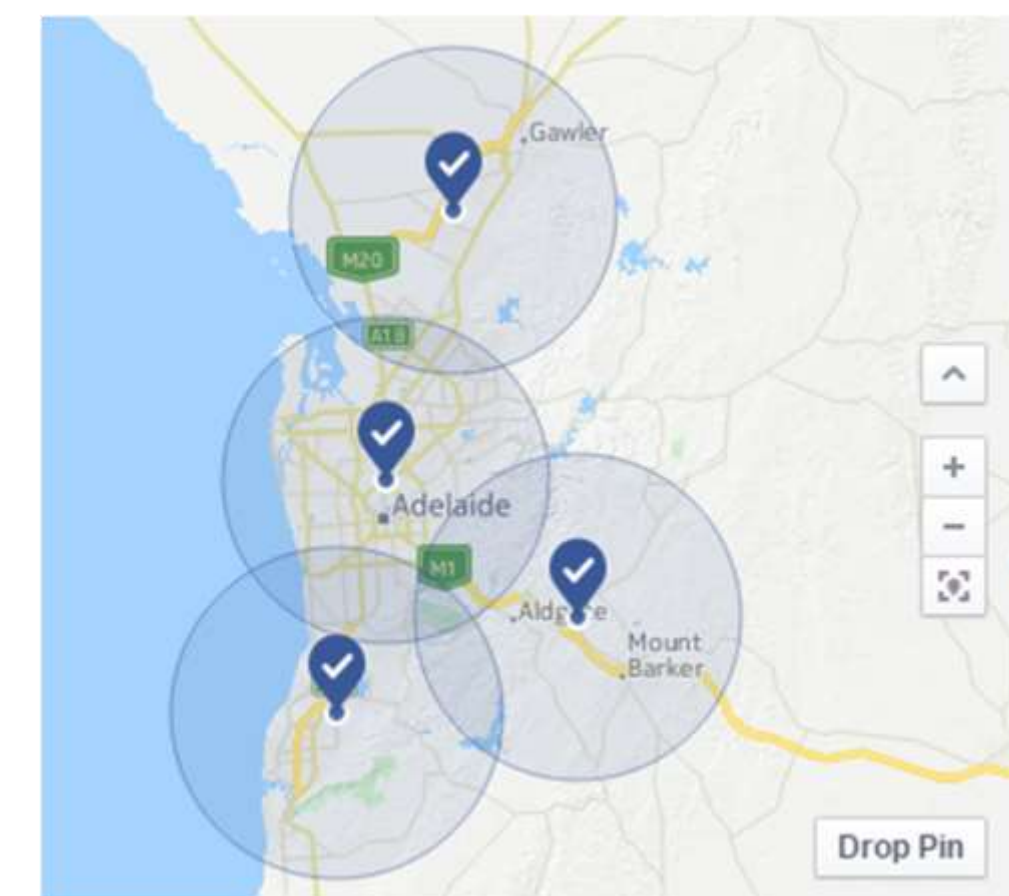


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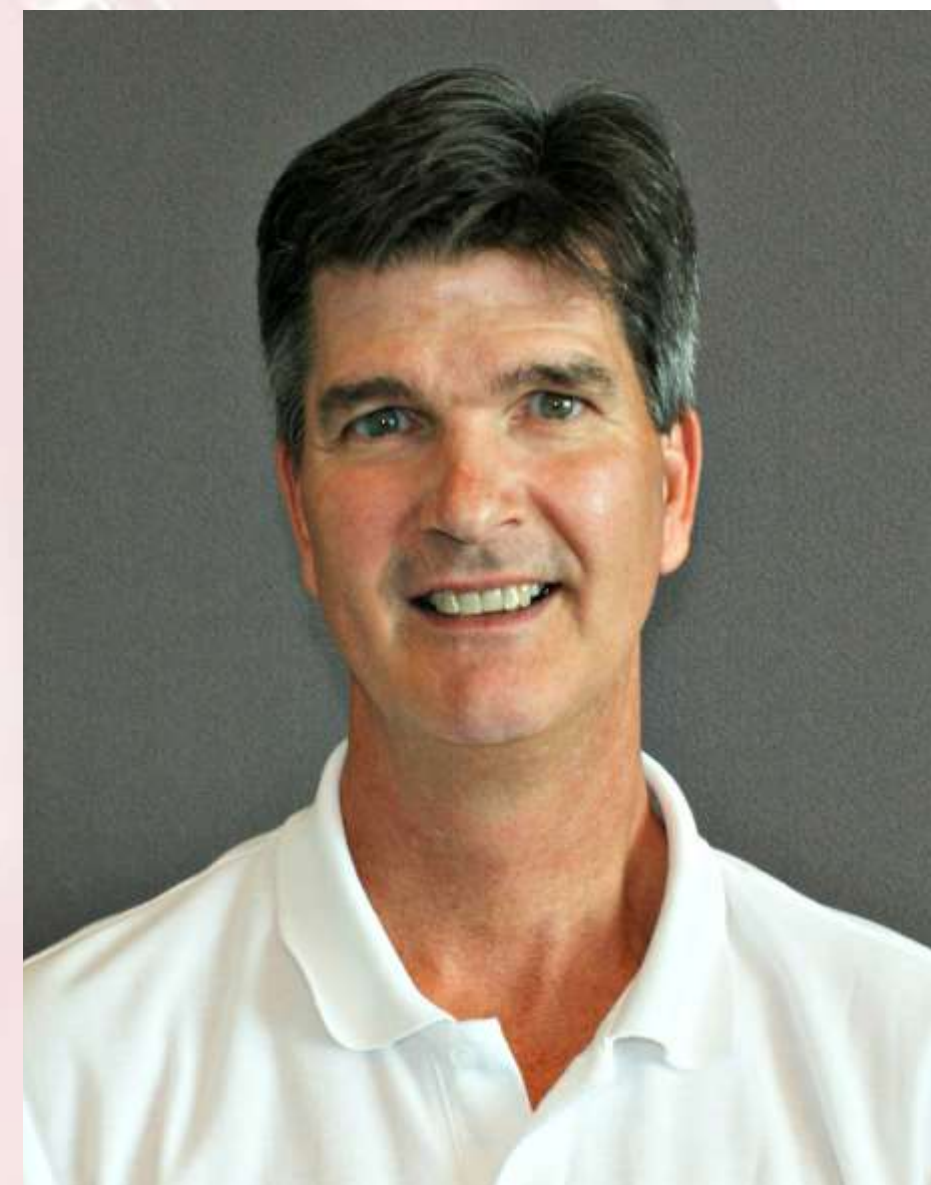
Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: 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.



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We have had superb feedback with this new dynamic way of servicing our data base and delivering up to the minute information to Members.

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Garry Topp

Chief Executive Officer

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