



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

GAVEL & GLASS



JANUARY 2016 — Celebrating 35 Years





THE INDUSTRY CHOICE OF PROFESSIONALS



Look for the logo – its your guarantee

auctioneers.com.au

CONTENTS

Christmas Drinks 2015	Page 3-8
CEO Report	Page 9
AucDocs “In the Cloud”	Page 10
Golden Gavel Trustee	Page 11
Schools Auction Idol Student	Page 12
FIRB Service for Foreign Buyers	Page 13
Auction App	Page 14
Sunset Kangaroo Island	Page 15
Marketing to Chinese Buyers—Wowu88	Page 16
Dressed for Sale	Page 17
Rent Roll Sales	Page 18
Solitaire Automotive Group	Page 19
The Form 1 Company	Page 20
FIRB Service	Page 21
Sky Vue	Page 22
Sponsors	Page 23

Sandra Berry
President



Marc du Plessis
Vice President



Victor Velgush



Lindsay Warner



Ben Clarence



Attilio Cavuoto



Chris Gill
Board Advisor





Celebrating 2015

The Society's Christmas Drinks were held on Thursday December 10th, 2015 at the Republic, 120 Magill Road, NORWOOD. Society Members mixed with guests and sponsors to reflect on 2015 and look into the future all making predictions as to how we all saw 2016 panning out with reference to Real Estate, General & Live-stock Auctioneers & Appraisers.





Celebrating 2015





Celebrating 2015





Celebrating 2015





Celebrating 2015





Celebrating 2015



SOCIETY OF AUCTIONEERS AND APPRAISERS S.A. INC.

The professional body representing the special interests of Auctioneers, Appraisers and Sales Consultants of Real Estate, General and Livestock





CEO Report

Society Past Presidents met at the Cork & Clever, Glenunga to reflect on the 34th year of the Society (Established 1981) with a celebratory lunch, **with all Past Presidents eager to assist the Society in the future.** In my opinion the best way to achieve that goal is for **all Past Presidents to attend all Society Events during the year, starting with the GOLDEN GAVEL & SCHOOLS AUCTION IDOL LAUNCH** which will be held in a up market trendy venue in the heart of Adelaide on **Thursday 18th January 2016.** Invitation will be sent out in January! The Society has some exciting initiatives planned for 2016 with National Trainers, enhanced 2 Day Real Estate Auction Academy's, the release of the world class **"In The Cloud" AucDocs.**



At the **Lunch** were Rod Adcock, Nick Baranikow, Marc du Plessis, John Fereday, Mark Forde, Sharon Gray, Paul Henry, Wayne Johnson, Christopher McLaughlin, Damian Popowycz, Brett Roenfeldt, Phil Rogers, Garry Topp & Lindsay Warner. Unable to attend were Sandra Berry, John Bruce, Peter Economou, Colin Gaetjens, Colin Hocking, John Little, Jonathon Moore, Jarrod Tagni & Anthony Toop.



as Independent Director, both will bring a vast knowledge to the Board with specific skills in Training both Documentation and Auction. Our goal is to increase auction numbers and equip sales consultants with the knowledge to run successful auction campaigns—Real Estate, General & Livestock.
Garry Topp FSAA (Life) CEO



The Society welcomes **Attilio Cavou** to as **Board Member,** and **Chris Gill**

GAVEL & GLASS

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



AucDocs “In the Cloud”

Dear AucDocs Users

The Cloud has come to your Society Agent's Forms. The Information Brochure (attached) gives you more detail about you giving access to all your staff. Please print the Information Brochure and follow any instructions.

Important points are detailed below

1 The existing system on your network remains fully operative and should presently remain as the main system still

The 2 systems - the new online forms www.reaforms.com.au and the existing network system do not interact or "talk" to each other. They are completely independent. At the end of 2016 the old system will be switched off.

2 Only Residential Forms are OnLine in January

In early Feb 2016 the Property Management will be released.

In March 2016 all the Commercial and Leasing forms will be active.

3 The Principal, Director or your Office Manager licenses your salespersons and users

We issue 1 login to the controlling login user, who is the owner director office manager or principal.

That person (you) will need to licence all your salespersons and users and you remove them when they leave your employ. This is an important security issue. Please read the notes carefully.

4 App for iPad

We are the only provider in Australia to provide an iPad App (free) which operates with your Forms.

You can create forms off line (on the iPad) , even if the system is down or you are out of wifi range. The forms are then synchronized into the Cloud when you are connected to the internet.

5 Edit and Print anytime anywhere any number

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

6 Sign OnLine

Most of our Forms can be signed online and are enabled with E-signing

within the form or you can email 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 emailed or sent from your facsimile machine. *Lawsoft and the Society are conservative and do not believe Contracts should be signed online.*

In summary, the forms are simple to use, intuitive and professional.

All the best

Lawsoft Team

AucDocs

GAVEL&GLASS

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



Golden Gavel Trustee



It is with sheer delight that I confirm that former SAA President Sharon Gray from Cocks Auld Real Estate has accepted our invitation to take on the role of Trustee for the Golden Gavel 2016.

Sharon will be accompanied in the role by Society Life Member **Peter Economou** and Harcourt's Trainer **Ray Brincat** to oversee the event.

Fellow members, this is history in the making and another first for Sharon. She is the first female trustee and was the first ever female president of the Society.

Sharon's commitment to Auction as an Auctioneer, her Professionalism, experience as a Golden Gavel Competitor, Finalist, Judge and Mentor for the Schools Auction Idol hold her in great esteem for this role.

I look forward to a magnificent Golden Gavel Event and seeing you all at the opening night on Thursday February 18th!

Sandra Berry M.S.A.A. | President



Peter Economou FSAA (Life)



Ray Brincat MSAA

GAVEL & GLASS

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



Schools Auction Idol Student



School's Auction Idol participant, William (Will) Fitridge has been employed part time by Klemich Real Estate while he studies a Bachelor of Business Property.

Will completed year 12 at St Peter's College in 2014.

Will's exposure to the real estate profession as a participant in the Society's Schools Auction Idol in 2013 and a finalist in 2014 has driven his pursuit to be a real estate agent.

Succession planning is well and truly underway Matt Smith—Klemich Real Estate (Mentor & Coach)



GAVEL & GLASS

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



FIRB Service for Foreign Buyers

SERVICE TO AGENTS—Corsers Lawyers

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

**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

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

[Click for form \(credit card only\)](#)

Taking Auction Marketing to a Whole New Level!

Our website shows instant Auction results and the latest four auctions completed will appear on our home page!

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on www.auctioneers.com.au

OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time!

When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.



www.auctioneers.com.au

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!

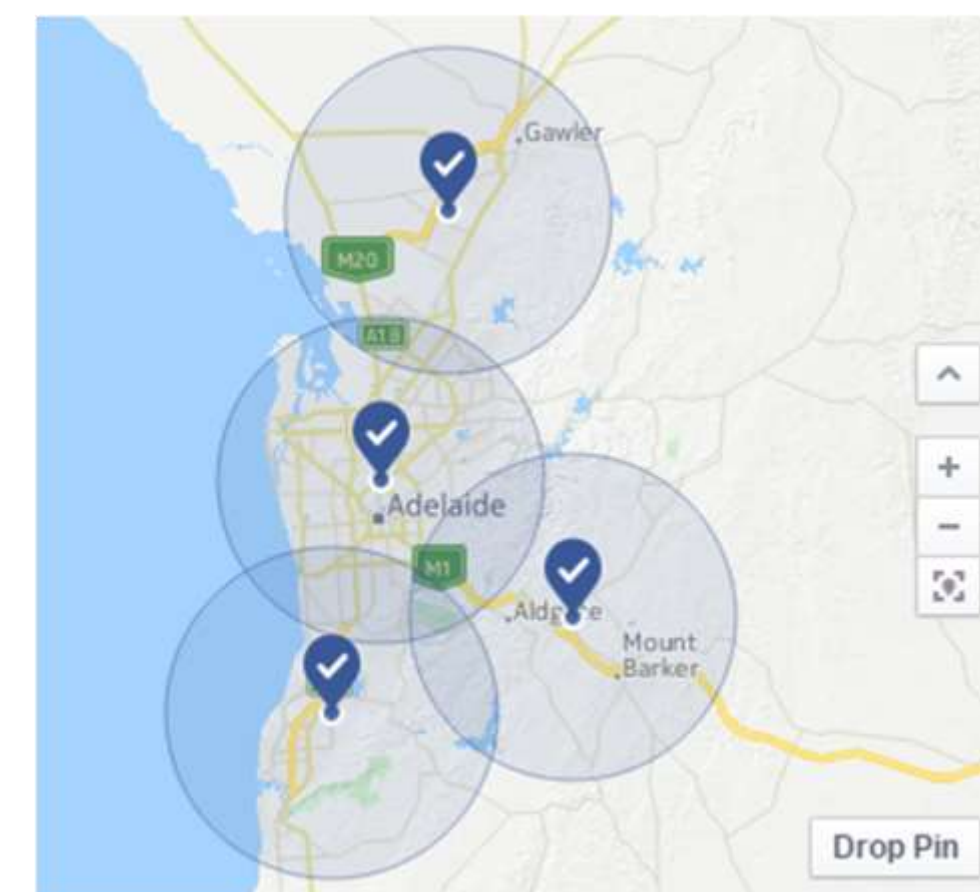


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!



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

www.sunset-wines.com.au



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



Sunset Winery Kangaroo Island

Abn. 67 099 878 850

PO Box 133

Penneshaw

South Australia 5222

Phone +61 8 8553 1378

Fax +61 8 8553 1379

cellardoor@sunset-wines.com.au

'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

**Click here for
Society mail
order form**

*Sunset Winery
...share the experience.*

GAVEL&GLASS

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



Marketing to Chinese Buyers— Property Brochures in Mandarin



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

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



- Compatible with Mobile devices



- E-Brochure

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

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

The screenshot shows the Wowu88.com website interface. At the top, there are navigation tabs for 'Residential' and 'Commercial'. Below this is a 'Select a State' section with a map of Australia and a list of states. To the right is a 'Search Properties' section with various filters including 'Property Type', 'Bedrooms No.', 'Min. Price', and 'Max. Price'. A search button is visible. Below the search section is a grid of real estate agency logos, including Toop & Toop, harris, TURNER Partners, Harcourts, SCARCE REAL ESTATE, brockwilliams, BRUSE REAL ESTATE, Harcourts, and Neale Realty. A specific property listing is highlighted with a green box, showing '20A Rogers Street Highbury SA 5089' and '573m²'.

Dressed for Sale

Selling your home faster



We take the headache out of preparing properties for sale

Research has shown that time spent preparing your home for sale is more effective than lowering your price.

The Dressed for Sale team has styled over 450 homes and has the experience to get a **faster sale** and a **better price**.

dressedforsale.com.au

To book a **FREE CONSULTATION** call 08 8333 3443





Rent Roll Sales
australia

**SELLING?
Call Us**

The most experienced
and effective team in
South Australia.



For sales and valuations contact us.
Chris Gill 0412 062 112
Mark Kurtze 0419 888 485
www.rentrollsales.net.au

Solitaire Automotive Group



Solitaire Automotive Group



Complete Motoring Excellence www.solitaire.com.au

DL65541

GAVEL & GLASS

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



The Form 1 company is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, conveyancing and legal professions.

The complexity associated with form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the Purchaser.



The Form 1 Company™

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

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908
Fax: 08 7221 4909
Email: form1@form1.net.au
www.form1.net.au



FIRB Service

Corsers Lawyers

the specialist provider of FIRB services

Contract subject to FIRB?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and seek all FIRB approvals for the Purchaser and then confirm by email.

We have a Chinese lawyer in-house to assist.



KARLEY THOMAS 8223 6788

FIRB Service

The most efficient FIRB provider in South Australia.

Make your contact online.

Contact:

Karley Thomas

Corsers Lawyers

8223 6788

EMAIL: corsers@corsers.net.au



Sky Vue

The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

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

We love it!

Garry Topp

**Chief Executive Officer
THE SOCIETY OF
AUCTIONEERS AND
APPRAISERS (SA) Inc.
Tel: 8372 7830**



Award winning dynamic ePublishing software



Ray White.



**harris
real estate**

Raine&Horne.

R&W

1300 309 865
info@whiteskylabs.com
www.whiteskylabs.com

GAVEL & GLASS

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

KEY SPONSORS



SUPPORTED BY

