



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

# LIGHTS CAMERA AUCTION!

GAVEL & GLASS

MAY 2016 *Celebrating 35 Years*



**THE INDUSTRY CHOICE OF PROFESSIONALS**



**Look for the logo – its your guarantee**

**auctioneers.com.au**


**GAVEL & GLASS**  
Sponsors

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


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President




**Marc du Plessis**  
Vice President




**Victor Velgush**




**Lindsay Warner**




**Ben Clarence**



**Attilio Cavuoto**



**Chris Gill**  
Board Advisor



# Society of Auctioneers & Appraisers (SA) Inc.

## April 2016

### Major Sponsor

# SALIFE

The **best** of Adelaide and South Australia

The Society welcomes SA LIFE as a Major Naming Rights Sponsor of the Golden Gavel Competition & Awards.

**SALIFE is South Australia's highest selling magazine. It is an essential guide to what to see, where to go and who's who**

SALIFE delivers a unique opportunity to showcase the best of South Australian Real Estate to an engaged targeted audience at the quality end of the market. SALIFE delivers not only as an outstanding medium to advertise prestige property but it is also an amazing opportunity to create brand awareness for your office and agents. SALIFE is the largest selling lifestyle magazine in South Australia, the quality of content and print production is second to none and ensures that your marketing dollar is being seen for many months after each magazine has hit the shelves.

*SALIFE Magazine is produced by a family-owned company right here in South Australia, as a purchased publication SALIFE secures an invested readership that is engaged in its content.*

*SALIFE not only appeals to the right audience when capturing quality end of the market buyers, it also attracts the incidental buyer and is fabulous branding for your agency and agents, making the magazine an extremely unique offering.*



SALIFE Food & Wine



SAHomes



SAGardens & SAOutdoor Living



# GAVEL & GLASS

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



Please call **Brooke Seward** 8408 0299 or **Cassandra Barendregt** 8408 0204 for further information



# SOCIETY VISITS MT GAMBIER!



# SCHOOLS AUCTION IDOL MENTORING DAY



**Schools Auction Idol Group Training Day** was held at **Pulteney Grammar** on **Friday 8<sup>th</sup> April 2016** where students from various schools had the opportunity to mix and train with students from other schools.

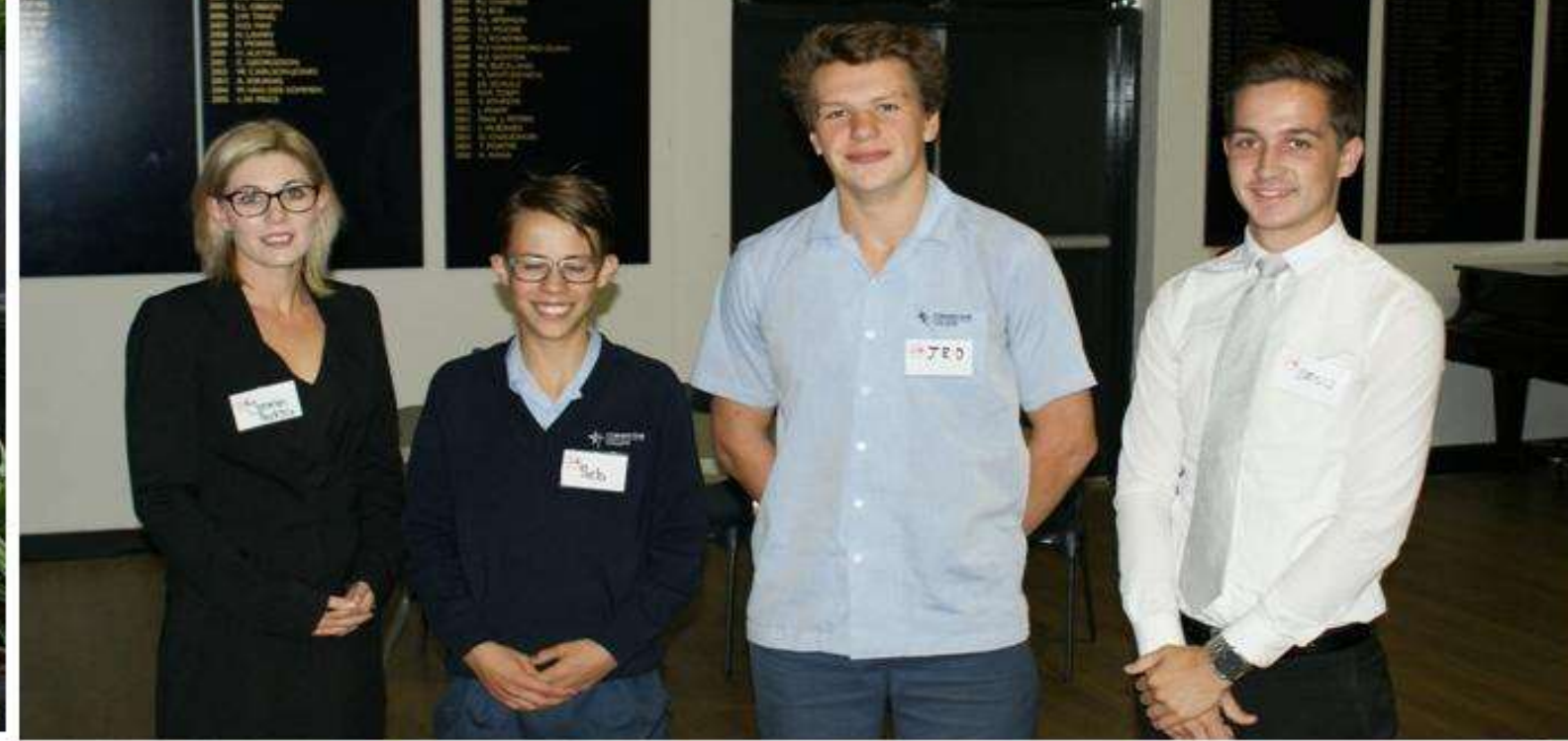
**Schools Auction Idol Guardian, Lindsay Warner F.S.A.A.** hosted the training day assisted by Society Members as mentors and trainers to the students. We witnessed some creative and powerful presentations as students went through their paces by delivering auction performances in segments.

The Heats will be held at Pulteney Grammar on **Thursday 12<sup>th</sup> May**, with the 6 top students appearing in the **Grand Final at the Capri Theatre Goodwood** from **1PM on Friday May 20<sup>th</sup>**.

All Welcome to attend both events and witness history in the making!



# SCHOOLS AUCTION IDOL MENTORING DAY





# SOCIETY WELCOMES NEW MEMBERS



**Todd Foulds—Gary J smith**

“I decided to join the Society of Auctioneers and Appraisers as a way of meeting and learning from the industry’s best auctioneers. However so far it has blown away my expectations with seeing Harry Li the other week and being able to help with the Schools Idol, even after being a member for only a short time my confidence and skill level as an Auctioneer has improved and I can’t wait to continue on as a member- Only wish I joined earlier”



**Tayla Corbell—Neale Realty**

After attending an annual meeting with Rosalind Neale and seeing how successful she had been as a female auctioneer, I thought it was time for me to get involved, increase my skill set and offer that extra service to my clients.

**Everyone has been so lovely to work with at the society which has made my decision easy.**

# BusinessSA

South Australia's Chamber of  
Commerce and Industry



## Membership Offer

### 50% off Membership with Business SA\*

Business SA is proud to offer members of Society of Auctioneers & Appraisers 50% off membership with the State's leading membership organisation.

As the peak Chamber of Commerce and Industry in South Australia, Business SA is committed to working side by side with your business helping you to manage people and tackle the countless issues faced in today's competitive business environment. Our range of health checks, webinars and networking events will help to save your business money. We will keep you up-to-date with the latest in business activities and policies in South Australia that impact your business.



### Membership Benefits

Business SA is committed to help you GROW your business,

SAVE you money and WATCH your back through:

- Unlimited access to the Business Advice Hotline
- Access to special offers from our members plus the opportunity to promote your offers to our membership base
- Discounted publications tailored to business operations, workplace relations, ever-changing legislations and Work Health and Safety
- Discounted support from our specialist consultants
- Discounted rates for International Trade services.



SOLE TRADER  
\$198  
\$99

1-6 EMPLOYEES  
\$495  
\$247.50

7-20 EMPLOYEES  
\$935  
\$467.50

21+ EMPLOYEES

CONTACT ME

For more information please  
contact your Chamber Support  
Team (08) 8300 0000 or email  
[membership@business-sa.com](mailto:membership@business-sa.com)

Visit [business-sa.com/saa](http://business-sa.com/saa) to purchase your membership today!





# COUNTRY REPORT



I suggest that most are waiting until we see what Mother Nature will dish out in the way of precipitation as the Autumn closes and we head for Winter. One would think that with low money costs, returns on rural commodities being quite good, and very little available for sale we would be going gangbusters. I have been speaking with some colleagues interstate (central NSW) and they are experiencing tremendous enquiry and listing and selling property readily.

**I think a lot has to be said for “listing at the right price” there are still many dreamers out there, Agents and Vendors alike who are in the clouds with their expectations. Buyers now more so than ever need to see and feel that it is sustainable or they just walk.**

I understand that there remains good enquiry from the beef industry side with several players looking for cattle grazing properties. There have been a few sold in the lower south east, one near Beachport to another South East grazier and others from the far north of the state are starting to look around.

**I suggest that the market will be strong for the foreseeable future and may start to gain ground further late 2016 early 2017.**

Residential across most centres has been going quite well for the first few weeks of the new year but has just started to slow up, there is however a lot less properties in the residential market available compared to 12 months ago.

If you know of anybody looking to invest in Rural SA please pass on my details I would be happy to help.

Kind regards

**Geoff Watts 0427 717 515**



# GOLDEN GAVEL NOMINATION FORM 2016

PLEASE BOOK BEFORE  
THIS FRIDAY 9TH APRIL



LIGHTS  
CAMERA  
AUCTION



### Prizes:

- Winner:** \$2,000 cash (made up of Top Male Finalist \$1,000, Top Female Finalist \$1,000 plus \$1,000 for outright winner).
- General Winner:** \$2,000 cash (runner-up \$500 cash)
- Livestock Winner:** \$750 cash
- Rising Stars Male and Female:** \$500 cash each
- Recognition for:**
  - 5 Senior Finalists
  - Real Estate Group Auction Marketer of the Year
  - Auctioneer Agency of the Year (Top 3 point scores from a group)
  - Top 15 "Gold Club" Real Estate Auctioneers
  - General Auctioneer Highest Price Single Lot and Highest Sale Proceeds
  - Top 10 Principal and Sales Consultant Auction Marketers

Form identifying your category(s) and

### Nomination Fees:

Rising Star, General, Livestock \$175  
Senior Real Estate \$275

Non members are invited to join the Society prior to nominating.

### Closing Date:

Nominations for all categories close Friday 8th April 2016

**Heats:** Friday 13th May 2016

### Grand Final and Awards Cocktail Party:

Friday 20th May 2016

### Categories (please tick):

- |   |   |
|---|---|
| <input type="checkbox"/> Golden Gavel Senior  | <input type="checkbox"/> General Auctioneer           |
| <input type="checkbox"/> Rising Star – Female | <input type="checkbox"/> Livestock Auctioneer (Video) |
| <input type="checkbox"/> Rising Star – Male   |   |

Eligibility for Rising Star Real Estate category is that you have performed no more than 10 Real Estate auctions in the field prior to the Launch and you have not won this award previously. Senior category is open – all can enter. Livestock Auctioneers must submit a video on or before 29th April 2016. General auctioneers - live auctions - 5 items (Tuesday 17th May 2016 10a.m.)

Conditions of Entry: 1. A Completed Nomination Form must be received with the appropriate payment prior to the closing time and date. 2. Participants must reside in South Australia to be eligible to enter. 3. Participants must make themselves available for the heats at a time determined by a draw conducted by the Trustee. 4. The five Finalists will be the highest point scorers from the heats as determined by the Judges. 5. The five Finalists must make themselves available for the Final, and all must be in lock-up without phones or any method of outside communication on the day of the final at a time nominated by the Trustee. Participants must remain in the lock-up until their performance time. 6. Finalists must make themselves available for photos and promotion and DVDs and photos of the Finalists can be used by the Society in any medium or publication in promotion during and after the Event. 7. There are strict criteria as to how you can advertise and promote your status in the Competition and in all instances where you promote your participation. Being a finalist or winner, the Society must be mentioned and the award credited; must include the full description Society of Auctioneers & Appraisers (SAA) Inc. Golden Gavel Awards.

Please Click Here  for Booking Form!



Invitation to **SA LIFE GOLDEN GAVEL 2016**

**CAPRI  
THEATRE**  
EST. 1941

**FRIDAY 20th MAY**  
**THE CAPRI CINEMA**

141 Goodwood Road, Goodwood

**Schools Auction Idol Finals from 1.00pm**

**Senior Finals from 4:30pm**

**Cocktail Party from 6pm**

**Awards Presentation from 7pm**

Cost: \$77 each (includes cocktail food and drinks)

Dress Code: Movie Theme

*Please RSVP by Friday 6th May 2016*

PLEASE CLICK  
HERE FOR  
BOOKING  
FORM

**LIGHTS  
CAMERA  
AUCTION!**





# 2 DAY AUCTION WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A (Conduct Auction)

This is the only Auction Workshop Academy run by four times NewsAustralia SA 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



Presented by Brett Roenfeldt FSAA (Life)

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

**\*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).**

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative Requirements
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

## PRESENTED BY

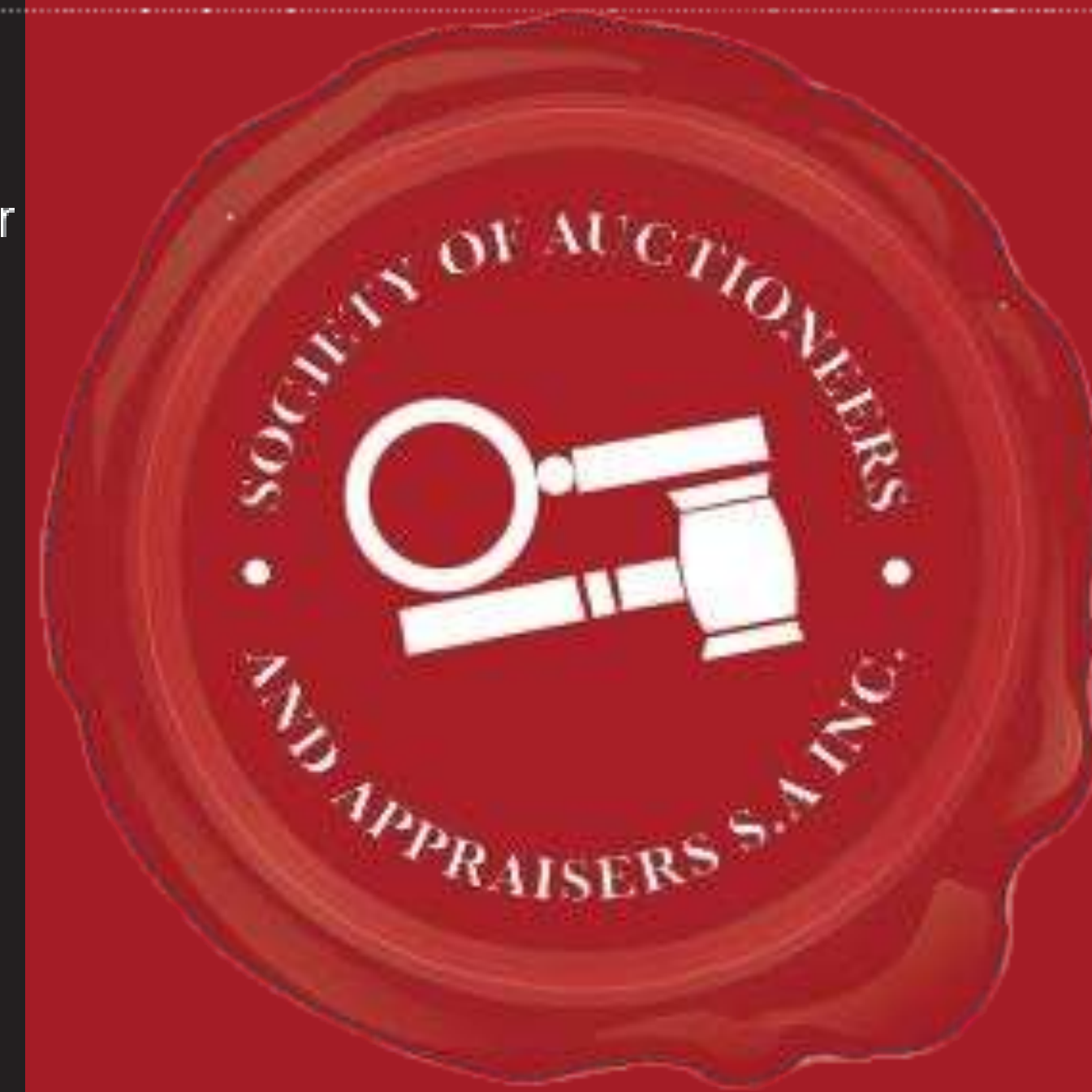
*Nationally Accredited Trainer  
Brett Roenfeldt FSAA (Life)*

- 3½ decades as a Real Estate Auctioneer
- 16,000+ auctions of farms, vineyards, hotels, motels and commercial and industrial – including all South Australian Hungry Jack’s outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes and vacant landholdings.
- The only trainer to win four NewsCorp Australia Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and now judge.

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

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.

For all enquiries and booking form please contact:  
**Garry Topp FSAA (Life)**  
CEO, The Society of Auctioneers & Appraisers (SA) Inc.  
Email: [ceo@auctioneers.com.au](mailto:ceo@auctioneers.com.au)



National statement of Attainment will be issued on successful completion.

### NEXT WORKSHOP:

**APRIL 2016**

Thursday 14th 8am for 8.30am to 6.30pm

Friday 15th 8am for 8.30am to 5.30pm

Cost: \$660

**Closing Date: Friday 1st April 2016**

For further information about this dynamic program talk to the presenters personally:

Brett Roenfeldt 0411180960 or Garry Topp 08 8372 7830

# **MOUNT GAMBIER**

## **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**

**Please  
Click here  
For  
Booking Form**

## **ENSURE YOUR CURRENT OFFICE PRACTICE COMPLIES WITH THE NEW ACT AND REGULATIONS**

Topics include:

- **Pitfalls and Common Mistakes causing Defective Form 1s**  
(Planning Approvals, Encumbrances, Strata and Community, Court Orders, Warrants of Sale, Interpreting Council Searches)
- New compliance issues
- Completion of documents
- New questions
- Legislative misconceptions
- Common errors
- Market Appraisal and Advertising Range
- Environmental Protection

**DATE**  
**Tuesday 12th April 2016**

**TIME**  
8.30am for 9am start to 12noon

**VENUE**  
Comfort Inn Silver Birch  
Jubilee Highway East  
Mount Gambier

**COST**

bookings of 5 or more	\$55 each
members and staff	\$66 each
non members	\$99 each
non members –	
bookings of 5 or more	\$88 each

**Book by 1st of April please**



# SOCIETY SEMINAR

## NEW PRACTICE FORMS

### *LawSoft and the Society Seminar*

**Tuesday 3 May 2016 from 4pm**

**Arkaba Hotel**

150 Glen Osmond Road, Fullarton

- **New AUCDOCS Cloud Forms** seminar and working demonstration by Michael Madsen of LawSoft, Real Estate Australia Forms™
- **New Forms Bonus Commission Clause in Agency Agreement** a new provision in Sales Agency Agreements to uplift commissions
- **Property Managers** learn about the new property management forms online, how to use and operate online, Property Management and Tenancy Forms
- **Principals/Managers** learn how to enable and remove salesperson and users under your management access in online forms
- When to use (and not use) the Variation of Agency and Extension of Agency and why best practice to use a Subsequent Agency

*Learn how to esign forms, make templates, load logos, use Property Report on iPad, register all salespersons on the iPad, and see all on screen live at The Arkaba*

MAJOR SPONSOR:

**SALIFE**

Members \$50

Non Members \$75

Property Management and Staff \$30

PLEASE  
CLICK HERE  
FOR  
BOOKING  
FORM

# Testimonials for Dressed for Sale

"When I first considered paying someone to bring furniture into my home, and take it out again in a few weeks I thought "you're nuts" - Well I can say I was the one who was nuts to nearly not go ahead with it.

It was the **best investment I could have ever made** to enhance the feel and value of my property - It was done so well and so easily.

As a result we had a **record breaking number of groups** come through the home. A very good figure is 50 groups in 3 weeks...we had **79 groups**.

I'd absolutely recommend Dressed for Sale to anyone who is selling their home and wanting to get the **best possible price.**"

Angelo Severino, Tusmore  
June 2015

*"Dressed For Sale were fantastic to deal with - they were in and out so quickly and transformed our house. We had an overwhelming response at our first two opens and it sold for \$60,000 over what we expected. We attribute the great response to the way Dressed For Sale presented our home"*

*- Mary Hewston*

*Dressed for Sale*

I wanted to pass on my thanks and feedback to everyone involved in preparing our home for sale.

It was our home that we have **cherished for 10 years** and we were adamant that we wanted to present it in the best way possible when we put it on the market.

Dressed For Sale did an absolutely amazing job and we have no doubt that your **styling was a key factor** in enticing great numbers to view the property. Subsequently having a contract **signed and sealed within one week** of listing the property - and at a price that we were very happy with.

Your consultants were friendly and flexible to deal with, your **turn around times worked perfectly**, and your delivery guys were **very polite and professional**. Excellent service all round. I absolutely have no hesitation in recommending your styling service.

Thank you so much!  
**Mardi, Athlestone**

"Thank you Dressed for Sale! You did such an amazing job styling our property for sale. For us living interstate you **took all the hassle and stress out** of it for us

You couldn't have made it simpler and your **attention to detail** with the furniture used was just **perfect for our property**.  
Thank you for your service from start to finish"

- **Ben Rutten**, Former Adelaide Crows player and current Richmond Football club Assistant Coach

# Testimonials for Dressed for Sale

"I was truly impressed by the degree of sensitivity and visual flair in dressing my property.

I couldn't have asked for either a better relationship or better arrangements of furniture.

I'm convinced that this contributed to the **extra \$100,000 above what properties in my area had sold for**, in conjunction with a fabulous real estate agent.

**Within 24 hours of the pictures of my property going on the Internet there were 300 hits."**

Paul, Glen Osmond

"I would like to thank Dressed for Sale for a job well done, with the recent sale of my house in Unley."

"From the moment you stepped through the door, **I felt completely confident that I had made the right selection with Dressed for Sale."**

"95% of the potential buyers who came through the open inspections, said how well the house was presented. I am sure that this helped with the quick and profitable sale that followed."

**"You will be my number 1 choice if i sell again"**

Tom , Unley

Dressed for Sale was the best decision I made when I placed my house for sale.

They were able to complete and present my home to a level I simply didnt have the expertise or creativity to do on my own. **The end result quite simply took my breath away when I saw it.**

I never imagined my home could have looked that amazing!

**They opened up an entirely new market** of prospective buyers and the end result speaks for itself.

**The house was sold in no time with a price much higher than anticipated.**

I would recommend Dressed for Sale without hesitation.

Tia, Morphettville

*Dressed for Sale*  
Selling your home faster



PETER | VALLEYVIEW

The way that Dressed for Sale prepared our home was shown by the very short time that it took for the property to sell...**6 hours!**



KEREN | STIRLING

Our house **sold 1 week after it went on the market** and for **substantially more** than the asking price in a flat real estate market. Best decision we have made.



CHRIS | GLENUNGA

During the recent 3 week auction campaign, I had in **excess of 150 groups** view my home. My home sold at auction for \$780,000 which was **\$120,000 above the price guide** and **\$80,000 above my reserve.**





# 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 on Line.**

**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**

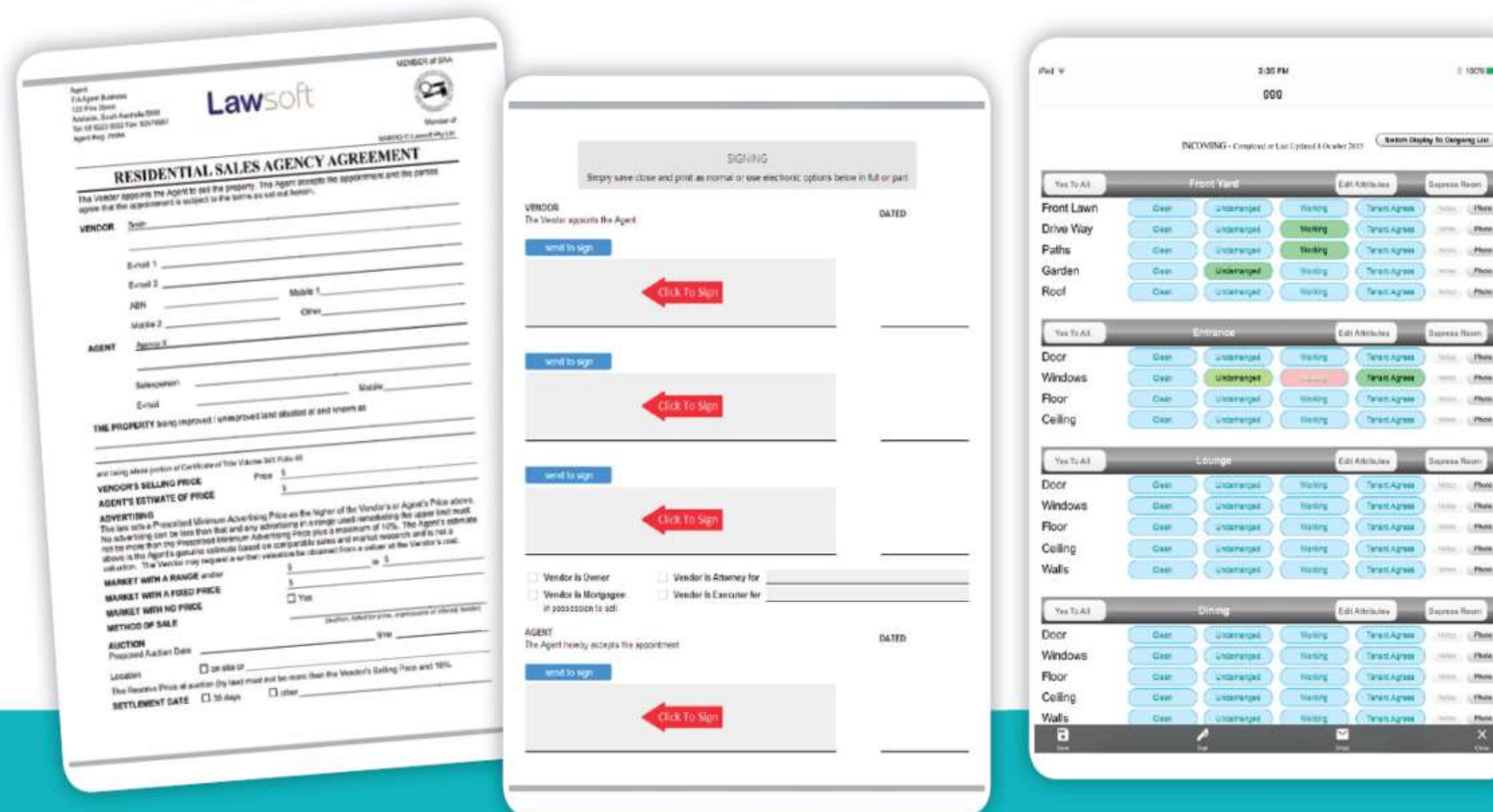
**Inspections now at the press of a button!**

**Contact for demonstration access and licensing**

**Genevieve: sales@reaforms.com.au or 8223 6092**

**Michael: itadmin@lawsoft.com.au**

**An iPad App for full use of forms is now free with each licence**





# 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](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

**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](http://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](http://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!

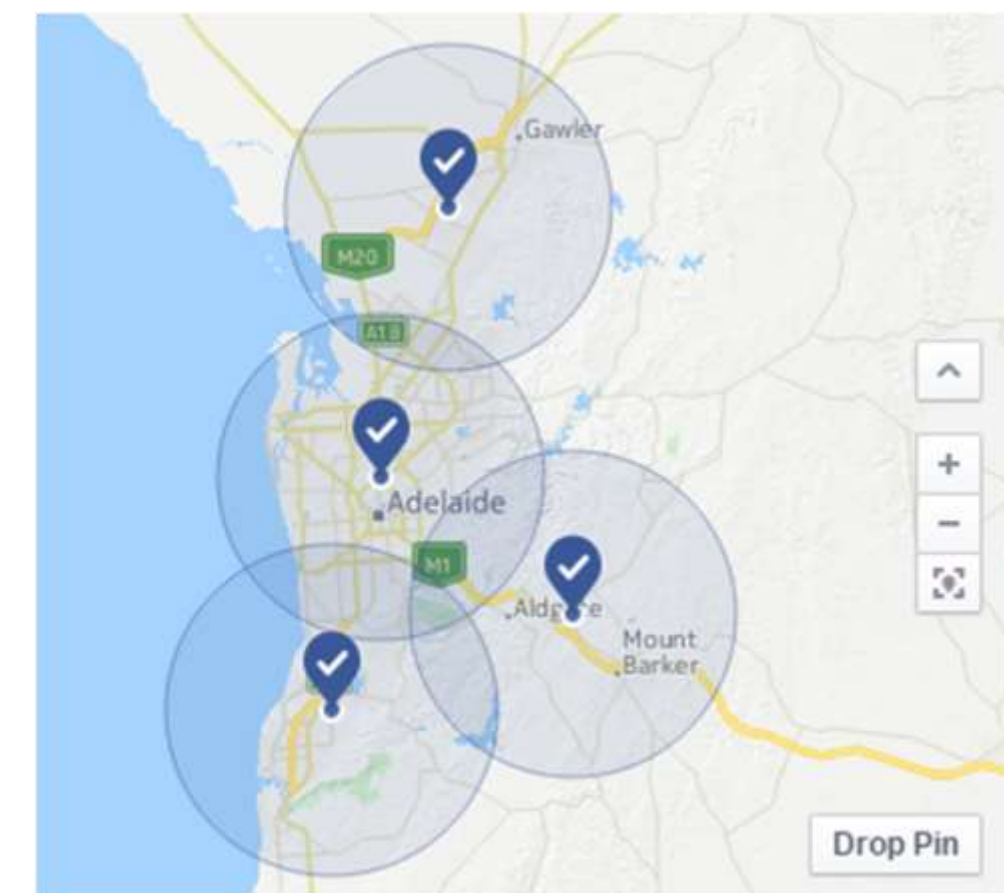


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### 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!



# Sunset Kangaroo Island

[www.sunset-wines.com.au](http://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](mailto: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 ([www.wowu88.com](http://www.wowu88.com))
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
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