



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

LIGHTS CAMERA AUCTION!

GAVEL & GLASS

MAY 2016 *Celebrating 35 Years*



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


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- Sandra Berry*
President



- Marc du Plessis**
Vice President



- Victor Velgush**


- Lindsay Warner**


- Ben Clarence**


- Attilio Cavuoto**


- Chris Gill**
Board Advisor





CLEARING SALES

SA LIFE

The **best** of Adelaide and South Australia



Our sponsor, **SA LIFE** will feature a clearing sale in the next issue conducted by a Society Member.

If you have one coming up, please let me know the details.

Thanks

Garry Topp CEO

Tel: 08 8372 7830

Email: society@auctioneers.com.au



SALIFE Food & Wine



SAHomes



SAGardens & SAOutdoor Living

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SOCIETY VISITS MT GAMBIER!



Society Trainer Chris Gill and CEO Garry Topp travelled to Mt Gambier on Tuesday 12th April for an interactive Q & A Open Discussion format with South East Society Members and staff. All aspects of Agency, Contract and Form 1 were covered with many questions and discussions about the many issues that arise with busy Agents.

Comments received included:

“Thanks again to you both for such a relevant and inclusive forum.

As you mentioned you always get something out of these events, which is also such a great informal way of rubbing shoulders with our industry colleagues, which you don't get the opportunity to do enough.”

The Society holds regular metropolitan and county Documentation Updates to address changing legislation and current issues.

Garry Topp CEO





SOCIETY VISITS MT GAMBIER!

NOTES ON ISSUES RAISED AT THE SEMINAR:

1. Power of Attorney

The Vendor's name is always used, not the attorney's name. The attorney signs the Contract for the Vendor and the words "as power of attorney for Chris Gill" should be inserted under the Vendor's signature.

The Sales Partner must sight the signed Power of Attorney and check the attorney has the power to act for the Vendor.

If an Enduring Power of Attorney then the attorney can do everything the Vendor can do (subject to the Vendor being alive) however if a General Power of Attorney then the Power of Attorney may only be for a specific purpose which may not include selling the property so caution must be exercised.

An attorney could be acting for a Purchaser and the same terms would apply.

2. Executor of an Estate

Vendor description is "Chris Gill as executor of the estate of Mary Smith deceased".

If 2 executors then "Chris Gill and Brian Smith as executors of the estate of Mary Smith deceased".

If the Transmission Application has been lodged and registered on the Title then simply use the description for the Vendor registered on the Title.

If Probate hasn't been granted then the Sales Partner should seek evidence that the person they are dealing with is an executor, sighting a copy of the Will would suffice or maybe confirmation from the lawyer handling the estate.

3. Family Trust or Superannuation Fund

This one always causes confusion. The Super Fund or the Family Trust cannot enter into a Contract, it is the trustee that signs as Purchaser.

The trustee could be a company, it could be one or several individuals.

The description for the Purchaser if a **company** should be :

"Chris Gill Pty Ltd ACN 123 123 123 as trustee for the Gill Family Trust"; or "CACG Pty Ltd as trustee for the Gill Superannuation Fund".

An ASIC free search should be done on the company to check it exists, is not de-registered or in liquidation and to check the ACN.

The link to the website is <http://www.connectonline.asic.gov.au>



SCHOOLS AUCTION IDOL MENTORING DAY



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

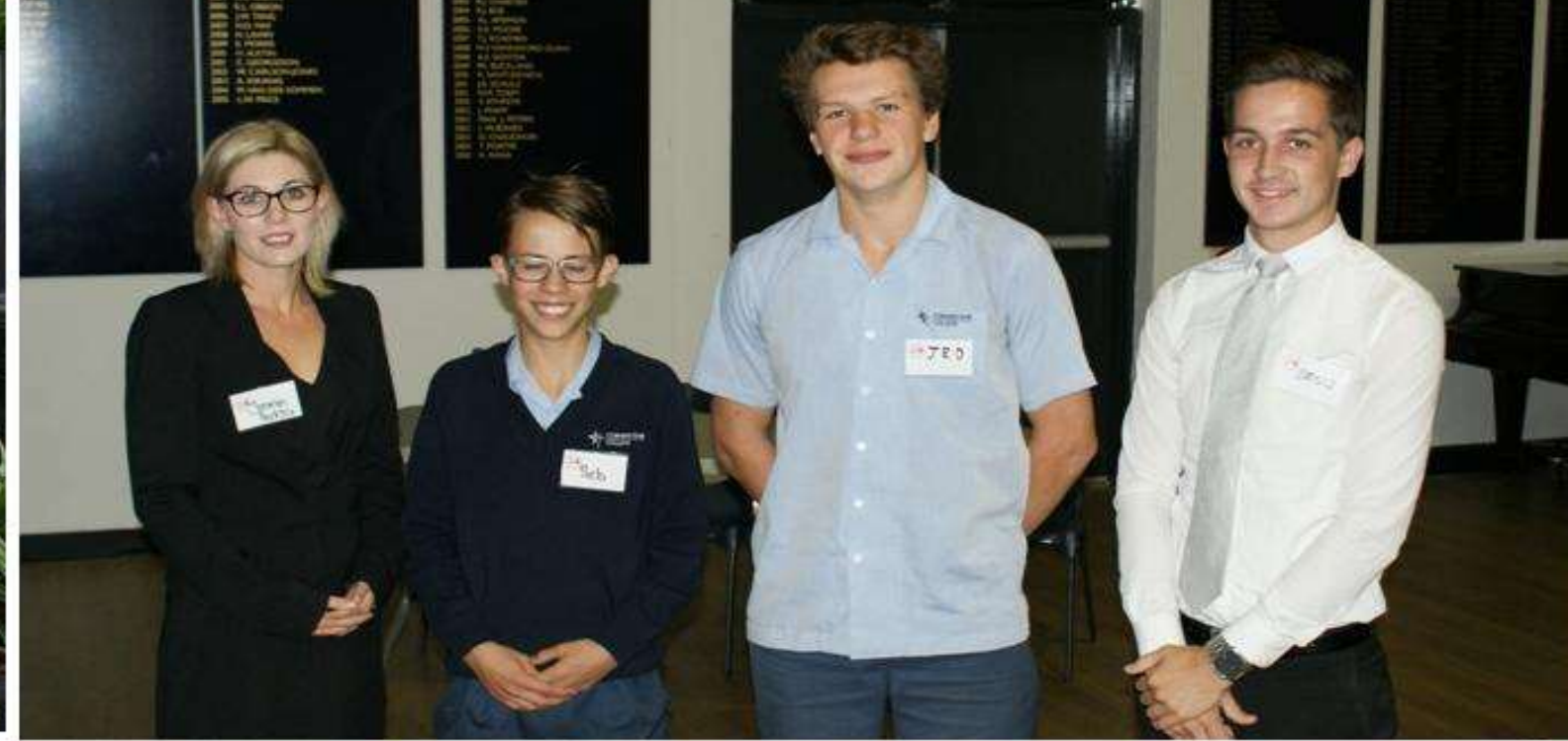
Schools Auction Idol Guardian, Lindsay Warner F.S.A.A. hosted the training day assisted by Society Members as mentors and trainers to the students. We witnessed some creative and powerful presentations as students went through their paces by delivering auction performances in segments.

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

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



SCHOOLS AUCTION IDOL MENTORING DAY





7 AUCTIONEERS

Real Estate Training College trained and motivated 7 new upcoming Auctioneers at the 2 Day Auction Academy on the 14th and 15th of April 2016: Trainer Brett Roenfeldt worked with each participant as their auction scripts and performances grew and evolved in segments until in the late afternoon on day 2 it all came together!

Critiques gave the presenters 100% and all enjoyed the creativity of highlighting the lifestyle benefits rather than the obvious details that appear on the brochure.

Participants were **Peter Jones**, a rural agent at Strathalbyn whose personal passions include race horses and he is a registered nurse.

Michael Cavuoto obtained his license at RETC 8 months ago. He loves real estate and wants to take his career to the next level being a corporate auctioneer at Ray White Flinders Park. Michael's hobby is boxing which gets him up every morning at 6 am .

Scott Carroll has been in real estate for 3 months, previously worked in a family hotel and wants to be the corporate auctioneer in his office , as they don't have one at the moment.

Grace Nankivell, fresh from her win for Pulteney Grammar in 2015,

completed her Certificate IV at RETC, her passions in life are reading and after completing her 2 Day Auction Academy, her auctioneering skills are now even better.

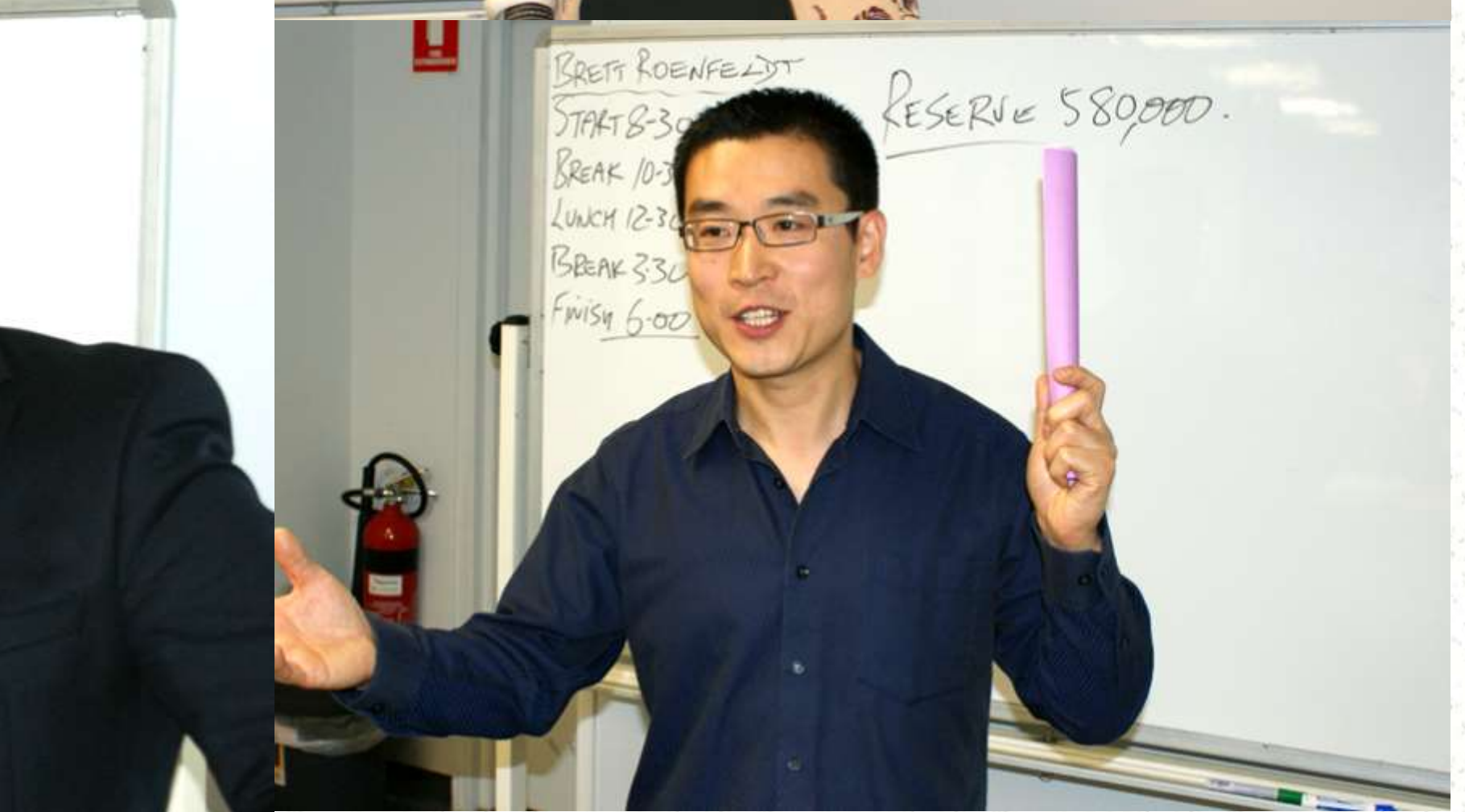
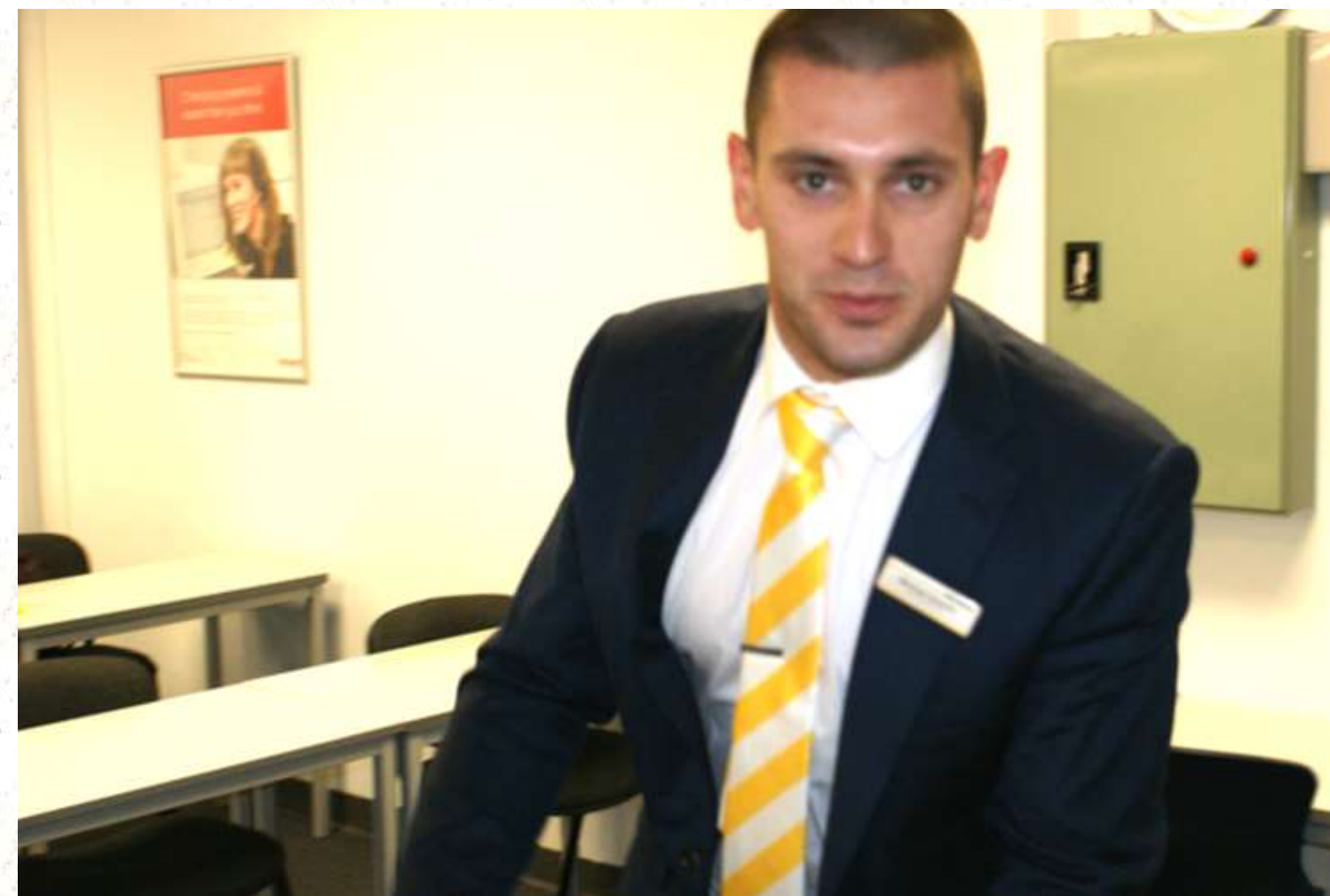
From Neale Realty **Tayla Corbell**, plays basketball, loves fashion and styling, has superb empathy in property description and her welcoming demeanour will make her a very effective auctioneer.

Tony Caruana, passions include running state league basketball wants to improve his business by utilizing auction.

Jeff Liu, Brett's passion inspired him in his agent course in RETC. Jeff has been in sales for 18 years in China. He has worked in hospitality and embraces auction in his lifestyle change in Australia.

Some of the comments we received “ **The course was amazing, the presenters and the auctioneers were supporting and I love the ability to grow as the course progresses. I now fully understand the process and the importance of selling the lifestyle, best course I have ever attended. Everyone in real estate should attend this dynamic course, Brett's and Garry's enthusiasm for real estate and auctioneering is infectious.**”

The next Auction Academy will be in May – for details please call Garry Topp 08 8372 7830.







REAL ESTATE AUSTRALIA FORMS HITS THE MARKET

At the Arkaba Training Centre on Tuesday the 3rd of May, 60 Society members attended a seminar ran by Lawsoft's Michael Madsen and Corsers Lawyers' Mark Kurtze entitled, "Society Seminar – new practice forms."

Real Estate Australia Forms has been released as a world-class in the cloud documentation system for residential, commercial, rural and property management and Michael Madsen was on hand to give a practical demonstration of how it all works. Michael demonstrated how most documents can be now accessed and signed on the iPad and participants learnt how to e-sign forms, make templates, load logos, use the property report in iPad, how to register all sales person on the iPad and all could see live on the screen at the Arkaba.

The seminar was very well received and all participants were given a critique form. Comments received were:

"Yes! Very informative."

"I like being able to answer questions and get answers on the spot."

"It was useful having people from other companies present as they offer ideas from a different perspective."

"I love the ability to e-mail directly from the program and being able to save each document as a PDF."

"Great system with templates that can't easily or accidentally be edited."

"I did not realise all the property management forms were all available and that so many forms can be signed digitally."

"Love the new software! User-friendly and very easy interface."

"Brilliant cloud-based system with easy access for sales person to add in additional buyer or other information and make edits anytime."

"Very efficient!"

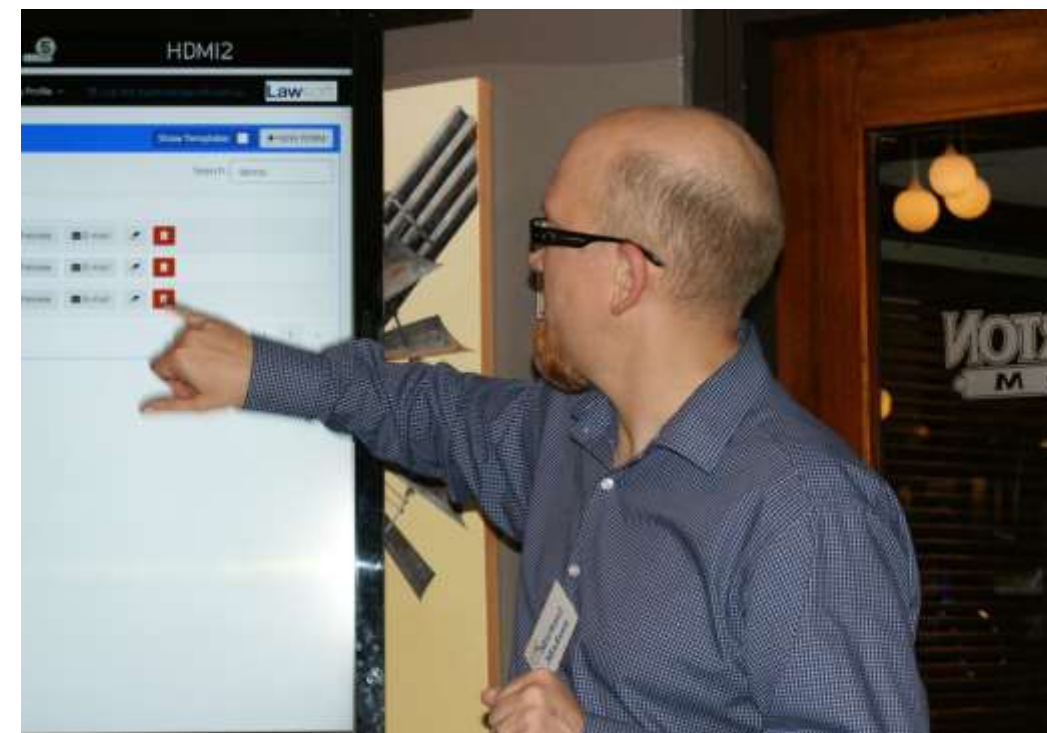
"Yes! It's a new way to do things – much better, the best for me was the new form1 template."

As the need arises, we will run similar seminars giving office staff property managers, and sales people, a better understanding of how to use the system and create further efficiencies.

Garry Topp, CEO



REAL ESTATE AUSTRALIA FORMS HITS THE MARKET



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LIGHTS, CAMERA, AUCTION!



House hunting is nearly a sport all of its own, but for all the house hunters out there, be warned It's AUCTION SEASON!!!! Auction, one of the oldest theatre sports around.

Each year for the past 24 years, the Society of Auctioneers and Appraisers SA Inc have conducted an auction competition that be-

stows the industry's most coveted auction award upon it's winner. The Golden Gavel!!!! This year, naming sponsor, SA Life, has come aboard to help recognise the best Auctioneers our state has to offer with only one being able to take out the honour, title and massive trophy!!.

As a previous contestant and finalist, this year I have the role of Trustee of the competition, to oversee the running of the heats and ultimately the grand final. Each auctioneer is given the same property to auction and a confidential bidding script is used to put the auctioneers through their paces. Contestants are judged on a wide range of criteria including their professionalism, ability to handle unexpected situations, their rapport with an audience and of course the bidding process.

We have a strong field competing this year.

There are also some other big local names taking the stage and most major agencies across the State are represented.

Heats for the competition are open to the public and are being held at the Arkaba Hotel Friday the 13th May from 8.30am. The afternoon session will see the Rising Star contestants go head to head.

Free Entry All Welcome!



LIGHTS, CAMERA, AUCTION!

This category is for established agents looking to add another string to their bow by becoming auctioneers and the SA Life Golden Gavel can be a real baptism of fire for these salespeople.

2016 also marks the tenth anniversary of the School's Auction Idol competition and this year we will see 32 students from schools all over the state, learning the art of auction and enhancing their public speaking and presentation skills. Heats for this part of the competition will take place at Pulteney Grammar on Thursday 12th May where 6 finalists will be selected to compete in the grand final alongside the Winner of the Qld schools competition. Not only will there be an SA school's winner crowned, but points will determine and overall SA V Qld winner. A first for this event!

The Society of Auctioneers and Appraisers also represents General auctioneers and Livestock auctioneers, and the best of these categories will also be recognised during the awards ceremony. **General Auctioneers will be judged conducting a live auction of 5 idols at 1 London Road, Mile End on Tuesday, 17th May 2016.** Everyone welcome to witness these talented practitioners.

Themed LIGHTS, CAMERA, AUCTION, this year's Grand Finals are being held at the historic Capri Theatre, Goodwood on May 20th from 1pm -6pm followed by a cocktail party and awards presentation in every category.

Guaranteed to produce some memorable moments and just like any good movie, there is usually some comedy, a bit of tragedy and for one successful Auctioneer, triumph and glory ... at least until next auction season.

Sharon Gray
Golden Gavel Trustee



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Schools Auction Idol Heat Timetable

To be held at
**Pulteney Grammar
 School**
 on
Thursday
12th May 2016
Free Entry All Welcome!

	Time	Name	School
1	9.00	Shivani Preston	Wilderness
2	9.15	Stan Feetham	Westminster
3	9.30	Janani Ramamoorthy	Wilderness
4	9.45	Michael Short	Westminster
5	10.00	Oscar Mitton	Immanuel
Break	10.15		
6	10.30	Blake Read	Westminster
7	10.45	Ben Brown	Immanuel
8	11.00	Isaac Sandercock	Westminster
9	11.15	Maddie Irvine	Immanuel
10	11.30	Jimmy O'Connor	Underdale
11	11.45	Chris Quinsey	Immanuel
12	12.00	Hunta Brider	Encounter Lutheran
13	12.15	Jed Bramley	Cornerstone
Lunch	12.30 to 1PM		
14	1.00	Nathan Lovell	Encounter Lutheran
15	1.15	Sebastian Brook	Cornerstone
16	1.30	Aguth Atang	Playford International
17	1.45	Corey Noske-Daniel	Cornerstone
18	2.00	Valentina William	Playford International
19	2.15	Isaiah Fabbro	Puteney
20	2.30	Elizabea Brkic	Playford International
Break	2.45 to 3:15PM		
21	3.15	Thomas Lane	St Peters
22	3.30	Alastair McMillan	Pulteney
23	3.45	Sebastian Altamura	Rostrevor
24	4.00	Reuben Symon	St Peters
25	4.15	Daniel Larizza	CBC
Finish	4.30		

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Senior & Rising Star Heats Timetable

To be held at the **Ark-
aba Top Room**

on

Friday 13th May 2016



SENIOR & RISING STAR HEATS

- 8:00 *Seniors to Holding Room*
- 9:00 **Todd Foulds**
- 9:20 **Lindsay Warner**
- 9:40 **Anthony DeMarco**
- 10:00 **Hamish Mill**
- 10:20 **Matt Gryst**
- 10:40 *Break*
- 11:00 **Michael Fenn**
- 11:20 **Bronte Manuel**
- 11:40 **AJ Colman**
- 12:00 **Mark Fricker**
- 12:20 **Dale Gray**
- 12:40 **Mark Sheppard**
- 1:00 **Trent Godfrey**
- 1:20 *Lunch/Rising Stars Arrive*
- 1:45 *Rising Stars to Holding Room*
- 2:00 **Grace Nankivell**
- 2:15 **David Frangiosa**
- 2:30 **Bernie Altschwager**

- 4:00 **Announcement of Senior Finalists/Draw**



Invitation to **SA LIFE** GOLDEN GAVEL 2016



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

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LIGHTS
CAMERA
AUCTION!





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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

**PLEASE CLICK HERE
FOR BROCHURE**

Member Practice Forms



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All Residential, Commercial and Rural Sales
and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
 - An iPad App with e-signing
 - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
 - Firm logos on forms
 - Email forms to vendors
- All Property Management and all Tribunal Forms are online
 - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
 - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
 - iPad forms can be used out of wi-fi and then sync when in wi-fi range

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



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!

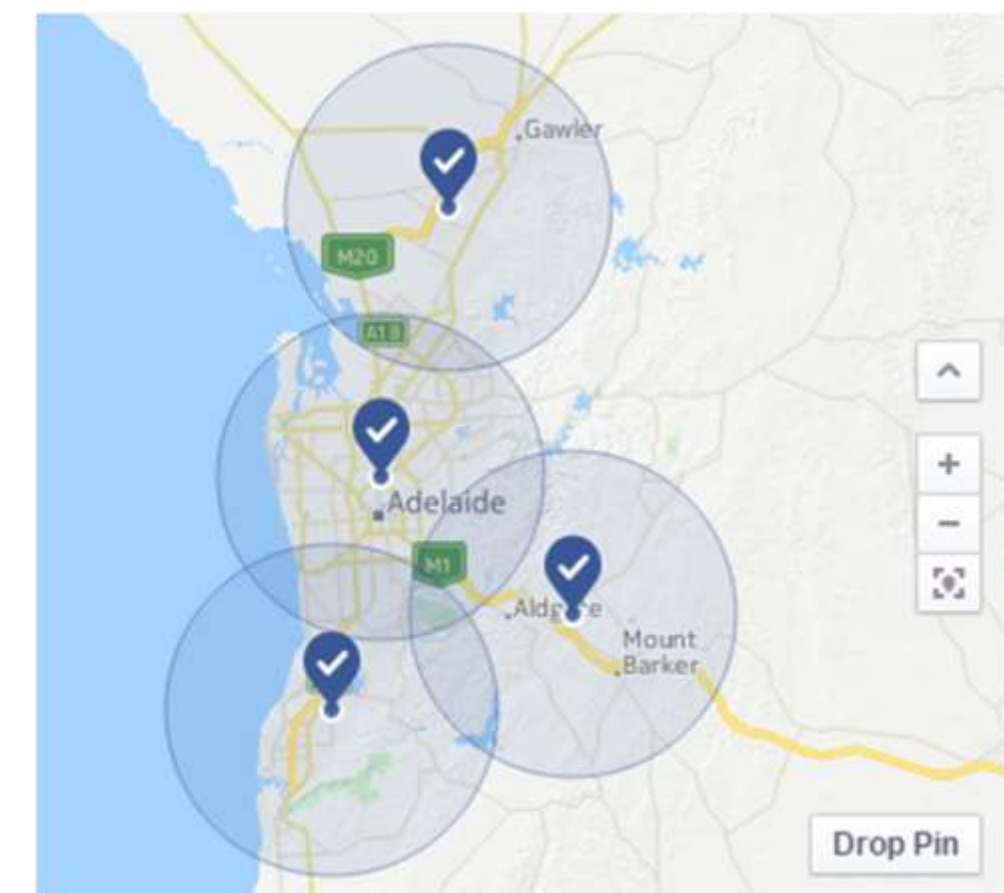


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!



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Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free through this Smartphone app!*

Sunset Kangaroo Island

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.



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)
- 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**

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

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Rent Roll Sales australia

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Mark Kurtze 0419 888 485
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DL65541

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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.



† 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

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Chris Gill Tel: 7221 4908



FIRB SERVICE

Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



KARLEY THOMAS 8223 6788

The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

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**

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