



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



GAVEL & GLASS

MARCH 2016 *Celebrating 35 Years*



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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 throughout the State.

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.

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



SALIFE Food & Wine



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Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

SANDRA BERRY—President of The Society of Auctioneers & Appraisers (SA) Inc.

This year, the society welcomes a new collaboration with Business SA.

“ This association will enable the Society to showcase Auction, our Auctioneers and Auction Agents to The Business SA Membership of over 4000 business owners in South Australia.

As a result of our exclusive new arrangement, Society Members will now enjoy membership of Business SA for 50 % of the normal Membership arrangement.

Responsible for over 85 % of new business sales at Sandra Berry Real Estate, I welcome John and Margaret Nisbet with their Big Screen Marketing as a key partner marketing with SAA.

Overlooked in the past, Cinema advertising is now one of the most powerful brand awareness tools available for our profession.

As the year rolls out we will introduce you to many new ideas and opportunities to become improve you skill, knowledge and presentation as an Auctioneer, and auction marketer of Real Estate General and Livestock.

Coveted by many and Held aloft by few, The Golden Gavel Trophies recognizes the most outstanding Auction performance of the year.

It can be Won and Lost with a hand gesture, a wink of eye, a quick one liner ,a moment of grief stricken panic after a dropped bid, or a faultless exhibition on the call.

But Despite the sweaty palms, sleepless nights and arduous practice regimes in the weeks preceding, for 24 years South Australia finest Auctioneers return to visit the Holy Grail making their Best endeavors to have their name engraved on that magnificent trophy.

Only 14 Winners have held this Perpetual Trophy in the last 24 years!

Those who attended were:

- Phil McMahon 1993**
- Brett Roenfeldt 1994, 95, 96 & 2001**
- Rod Adcock 2003, 2004, 2008**
- Lindsay Warner 2005, 2013**
- Paul Henry 2006**
- Michael Fenn 2011, 2012**
- AJ Colman 2015**



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Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

MARC DU PLESSIS—Vice President



“The Society recognizes excellence and will recognize Members who have been awarded as Master Auctioneers & Appraisers.

Master is for Members who have been a Finalist in the Golden Gavel Real Estate or have won the Real Estate, General or Livestock categories or have been approved by the Board.

Finalists from 2015, they were Lindsay Warner, Bronte Manuel, Jarad Henry, Ben Clarence & winner AJ Colman.

Mr AJ Colman was Presented with a badge engraved with a star to commemorate his first win in the longest running auction competition in the southern hemisphere. His 2014 finals performance was the longest running performance in the Golden Gavel history!!!!!!!!!!!!!!

The Winner of the GOLDEN GAVEL General Auctioneer in 2015, Mr Angelo Bartemucci, received a badge to commemorate his back to back wins.”

SCHOOLS AUCTION IDOL

“A unique part of the Golden Gavel is the high profile Schools Auction Idol, where students compete as part of drama or legal studies by conducting a real estate auction and Society Auctioneers go into the Schools as Mentors to train and coach the students.

We acknowledge Hon. David Pisoni MP for his continued support of this amazing concept *“Supporting excellence in vocational and technical education in schools”*. And Hon. Adrian Petherick was at the Launch supporting the Event.

Once again, the Society of Auctioneers & Appraisers leads Australasia in auction innovation.”





Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

LINDSAY WARNER—Guardian of Schools Auction Idol



“ Last week I made a phone call to Mia Vasllaso, our inaugural Auction Idol champion in 2007. She is now 26 years of age, went to America and studied at a performing arts college, has remained in the entertainment industry all that time, and currently living & working in Melbourne. She has released her music to the world but sadly mentioned at the ripe age of 26 years the entertainment industry was starting to pass her by.

By pure coincidence, she told me that she had just started studying for her real estate sales certificate and was intending to start work with a real estate company in the very near future.

She did mention that her experience with Auction Idol 10 years ago, was significant in her decision to now study for real estate as a career.

In our 10th year, we have a record amount of schools and mentors participating. 35 mentors, 17 schools.

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Let me tell you about Playford International College.

A most amazing school which is looking to improve the lives of many of future community leaders by improving the standards of the students and their school environment. We have 7 students enrolled into Schools Auction idol. Matt Krieg is here tonight.

HYP.A. Helping Young People Achieve. What an amazing organisation. Working with some of the most disenfranchised students in the system. We will be assisting with the mentoring of some of their students. Jodie Nichols attended the Launch.

Perhaps at the other end of the scale we have Wilderness Girls college on board for the first time.

Seymour College

Victor Harbour Lutheran College

Sandra Mitchell a long term supporter from Rostrevor College has now transferred to CBC and will add significantly to that college's involvement.

Immanuel College again is dedicating an entire business studies group to the program. We expect to introduce Real Estate and auctioneering to over 300 students this year and have around 30 students complete in the semi finals at Pulteney Grammar in May.



Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

At the Launch, Grace Nankivell our current Australasian Auction idol champion, 3 times a competitor and now almost through her studies to acquire a Certificate 4 in Real Estate Sales. Grace is now employed in the Real Estate Industry whilst studying at University.

Welcome to Dejan Buhavac, 2014 Auction Idol champion, now studying International Business studies.



Ben Clarence, Auction Idol champion and youngest ever board member of the Society of Auctioneers & Appraisers (SA) inc.

Schools Auction idol has now commenced in Queensland under the guidance of Australasian champion Jason Andrew.

Schools Auction idol epitomises the culture and direction of our culture within the Society - A culture which cannot be bought or stolen or merged.

The dream is still alive and that is to introduce a younger generation to our industry. To create a definitive career path for students to see real estate as a professional, long term, rewarding career.

I am fortunate to meet with many students, teachers and parents regarding this event and to see the better understanding they have of our industry, to see the direct result the students achieve is a significant reward all on its own.

I thank our Schools Auction Idol Patron, David Pisoni MP for his unwavering support and guidance. He has been witness to our event since inception.

In 2015 Victoria took on Auction Idol for the first time, we held the first ever Australasian Auction Idol competition at the Crown Casino.

I expect the true believers within our Industry, to further embrace Schools Auction Idol as a legitimate and necessary part of your business plan.

Real Estate & Auctioning has been a rewarding experience to all of us.



Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

SHARON GRAY—Golden Gavel Trustee



Welcome to the start of Auction Season! I'd like to thank Oren Klemich for the last three years of service to the Society and in particular the Golden Gavel in his capacity as Trustee. Oren brought a wonderful

standard of professionalism and statesmanship to the position and under his guidance, the Society produced three fantastic Golden Gavel competitions. I was pretty horrified when I first got the call from Sandra Berry to ask if I would be interested in taking over the role of Trustee for the Golden Gavel. Having been a member of the Society since 2005 I know that help is only a call away, I acknowledge the professionalism and statesmanlike conduct of my predecessors like Oren Klemich, Lindsay Warner, Rod Adcock, Brett Roenfeldt, Anthony Toop and Paul Henry just to name a few, well, that's kinda going to be a little different too. Just letting you know upfront!!!

I do hate to bring this to anyone's attention, that after competing for about 10 years, I think I will be the first trustee that hasn't actually WON the Golden Gavel.

So what made me decide to accept this new challenge? I asked Sandra if I could say whatever I wanted in my speeches, so no one is safe And I reckon it means I get to take the trophy home and look after it until the new champion is unveiled later in the year. So while the trophy is under my guardianship, I intend to make the most of it. I'd like the trophy to be affectionately named Trevor Trophy after my Dad, Trevor Rule, also an auctioneer at one time, who passed away last year.

This year we have the heats at the Arkaba on Friday 13th May and the finals will be held at the wonderful Capri Theatre on Goodwood Rd Goodwood on Friday 20th May. This venue is absolutely stunning and just perfect for our theme of "Lights, Camera, Auction!"

*We'd love it if you glammed up for the occasion, and attended the cocktail party in the foyer after. A bit of a Red Carpet atmosphere would help make it a wonderful spectacle. **So you could dress as your favourite movie star, or if you're not into the whole fancy dress scenario, just bring the glitz and glamour that the Capri Theatre deserves and help make it a really entertaining event.***

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Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016

All nominations to compete **MUST** be received by Friday 10th April and we will not take any late nominations

Heats for the Schools Auction idol will be held at Pulteney Grammar on Thursday May 12th, so a big thankyou to the mentors who help make that whole competition such a success.

Why should you compete? Well I should say obviously for your own personal development. But of course there's Trevor looking for a new home too. **BUT** – we have some great prizes too.

Sharon Gray MSAA Trustee



Awards

The GOLDEN GAVEL Winner will receive the Perpetual Trophy, Large Gold framed Hammer and a Cash Prize of \$2000 and will be admitted into an elite group of only 14 to have won in the 23 year history of the Golden Gavel

General Auctioneer of the Year

General Auctioneers do a live Auction in front of a panel of Judges with a \$2000 cash prize for the Winner and \$500 for Runner up donated by du Plessis Auction Gallery

Real Estate Principal and Sales Consultant Auction Marketers

Top 15 Real Estate GOLD CLUB Auctioneers

Real Estate Group Auction Marketer of the Year

Livestock Auctioneer of the Year

Real Estate Rising Star Male & Female

General Auctioneer Highest Price Single Lot

General Auctioneer Highest Sale Proceeds

The Auctioneer Agency of the Year Award

This Award recognizes the real estate group that competes as a team in the Golden Gavel competition with the top 3 point scorers from the group being taken into consideration.



Lights Camera Auction! GOLDEN GAVEL LAUNCH 2016





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Masters Awards

At the Golden Gavel Launch, we had quite a remarkable award and that was our current President and Trustee were awarded their Masters badges. This is a remarkable because they are only the second and third female recipients of this award and more significant is that they currently hold the highly ranked positions with the Society of Auctioneers & Appraisers (SA) Inc.

Master is for members who have been a finalist in the Golden Gavel Real Estate or have won the Real Estate General and Livestock categories or have been approved by the Board of the Society. Other master Auctioneers awarded on the night were current Golden Gavel winner AJ Colman, General winner Angelo Bartemucci and finalists Bronte Manuel, Jarad Henry, Lindsay Warner and Ben Clarence. The presentations were made by Adrian Petherick MP.





No One Does It Better Than Harry!

On Thursday the 25th of February 2016, the Society presented Harry Li, Auctioneer and Agent from Melbourne and the 2015 Australasian Auction Champion, delivering 2 sessions on Competition Preparation, Listing and Marketing for Auction, followed by a Live Debate “To Price or Not To Price”.

Harry leads the market in auction listing in his area where his attention to detail gives him maximum referrals and appraisals. After the Australasian win, Harry is in demand as an auctioneer and is very conscious of his auction performance which is a drawcard for potential vendors. **To get a premium result, it is all about getting the process right and of course getting the price right.**

Harry has a listing kit personally delivered within 2 hours of an appointment and insists on world class marketing, getting into every medium and leaving no stone unturned. Close to Melbourne, 60-70% of properties go to auction with 40% average across the State. Harry’s prelisting packs include a company book, a survey, sale information, recent sales, personal profile, copies of news articles about his auction wins with track records of “Rate My Agent”.

To get the edge, Harry’s company provides multilingual agents to assist buyers, at all perspective purchasers are contacted with bidding assistance prior each auction. The day was vibrant and fun, culminating in a live debate where not quoting a price is the secret to success for some, whereas others feel that by giving a price guide is all part of the customer service.

On behalf of all at the Society of Auctioneers & Appraisers (SA) Inc., we wish Harry Li all the best in his endeavour to take out the Australasian Championship again in 2016. However if he is beaten, we hope it is by a South Australian. Garry Topp CEO





No One Does It Better Than Harry!

Last Thursday, 25th February, many of the brightest minds in the real estate and auctioneering industry attended an exceptional workshop run by The Society of Auctioneers and Appraisals. The event kicked off with an intensive training session with one of the leading lights of the auctioneering industry – Harry Li. An exceptional coach and mentor, Harry is the current Australasian Auctioneering Championship winner.

Harry delivered 2 hours of priceless wisdom derived from his years of experience. He reminded us that although you may be conducting your one thousandth auction, it may well be the first auction your buyer has ever attended. Furthermore, when you stand in front of a crowd as an auctioneer, you represent your company to the entire neighbourhood. In a sense, every auction is a job interview for your company. The audience were privileged to learn how Harry Li's company has become the market leader in auction listings, making use of techniques he developed from the auction hotspot of Melbourne.

“One of the best coaching forums I have attended, being an Auctioneer & sales partner... Harry's ability to deliver 3hour chunks and keep the floor entertained and grasping for his next word, epitomises his vocal mastery.” – **Bronte Manuel (Sales Partner and Corporate Auctioneer at Toop & Toop)**

After a short break, Harry was ready to serve up more invaluable tips and strategies for success in the realm of auction sales. Let's face it; most agents only dream of maintaining a consistent 70% clearance rate, but Harry actually has the know-how to achieve this incredible level of success.

As eyes lit up in the audience, it was clear to everybody the The Society had chosen the best keynote speaker in the trade. Only at an event run by The Society of Auctioneers and Appraisals could you hope to find the level of detail presented by Harry Li. It's sometimes easy to forget the significance of little things like body language and tone of voice, but in this second session we refined those skills to a point where success is practically guaranteed. Buyers notice these small details, and everybody in the conference room walked away with an advantage over their competitors. This is what The Society stands for above all else: helping its members to constantly improve and excel in a competitive market.



No One Does It Better Than Harry!

Once Harry had concluded his outstanding presentations, the room reconvened for a debate featuring industry leaders from across the state. We managed to cram the room with two teams of real estate identities, including the likes of Kirsty Davies (LJ Hooker, Kensington), Bronwyn Drabsch (Ray White, Plympton), Hamish Mill (Harcourts-Williams), our speaker Harry Li (iSell Group, Victoria), Michael Stentiford (Harcourts-Williams), and Rosalind Neale (Neale Realty). This was a unique opportunity to tackle the big issues with some legendary real estate minds, along with a great deal of audience participation, with several rounds of questions and responses directed at the debate contestants, which prompted more in-depth discussion. Needless to say, this was a highlight for many who attended the Arkaba on Thursday.

To everybody who attended this sensational Society of Auctioneers and Appraisers event, we would like to extend our thanks. And to those who didn't make it, we've included some testimonials to whet your appetites for the next SAA seminar.

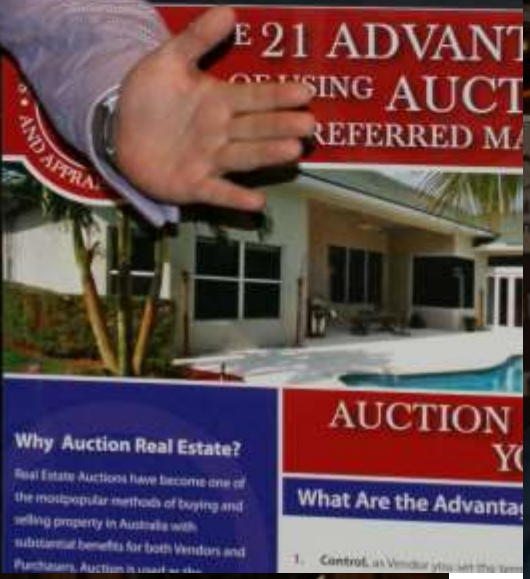
“One of the best coaching forums I have attended, being an Auctioneer & sales partner, I loved Harry's strategies to leverage this! From a competition perspective Harry as overcome many barriers e.g.. Speech and managed to rise to the top purely from dedication, persistence & endless personal development, “hard work beats talent when talent won't work hard”. Harry's ability to deliver 3hour chunks and keep the floor entertained and grasping for his next word, epitomises his vocal mastery.” – **Bronte Manuel (Sales Partner and Corporate Auctioneer at Toop & Toop)**

“I am always on the look out for great inspirational real estate leaders or trainers. The society of Auctioneers and Appraisers really hit the mark when they secured leading auctioneer Harry Li. The training was top rate and the price verse no price live panel debate at the end really helped me to see both sides of the argument.” – **David Washington (Sales Consultant and Auctioneer, Harcourts Gawler)**

“Harry Li is by far the definition of a professional auction athlete. After our training session with Harry it was quickly apparent that he was a man who strived for perfection and surrounded himself with every single person he thought would help him achieve his goal, being Australasian auctioneer of the year. Harry has an expert knowledge on not only competition auctioning but how his day to day business of selling his own listings via the auction method.

It was fantastic to be in a room with such a professional and gain knowledge from his experiences on auctioneering from all angles. And of course he is an all round nice guy that is happy to have a chat and share his passion.” – **Jordan Varley (Sales Consultant and Auctioneer, Harcourts Gawler Sales)**

Allanah Arcengeli







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

Name

How to Enter:
Complete the nomination form identifying your category(s) and return with payment.

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 look-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 look-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 credentials must include the full description Society of Auctioneers & Appraisers (SA) Inc. Golden Gavel Awards.

GOLDEN GAVEL NOMINATION FORM 2016

Please Click Here  for Booking Form !



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

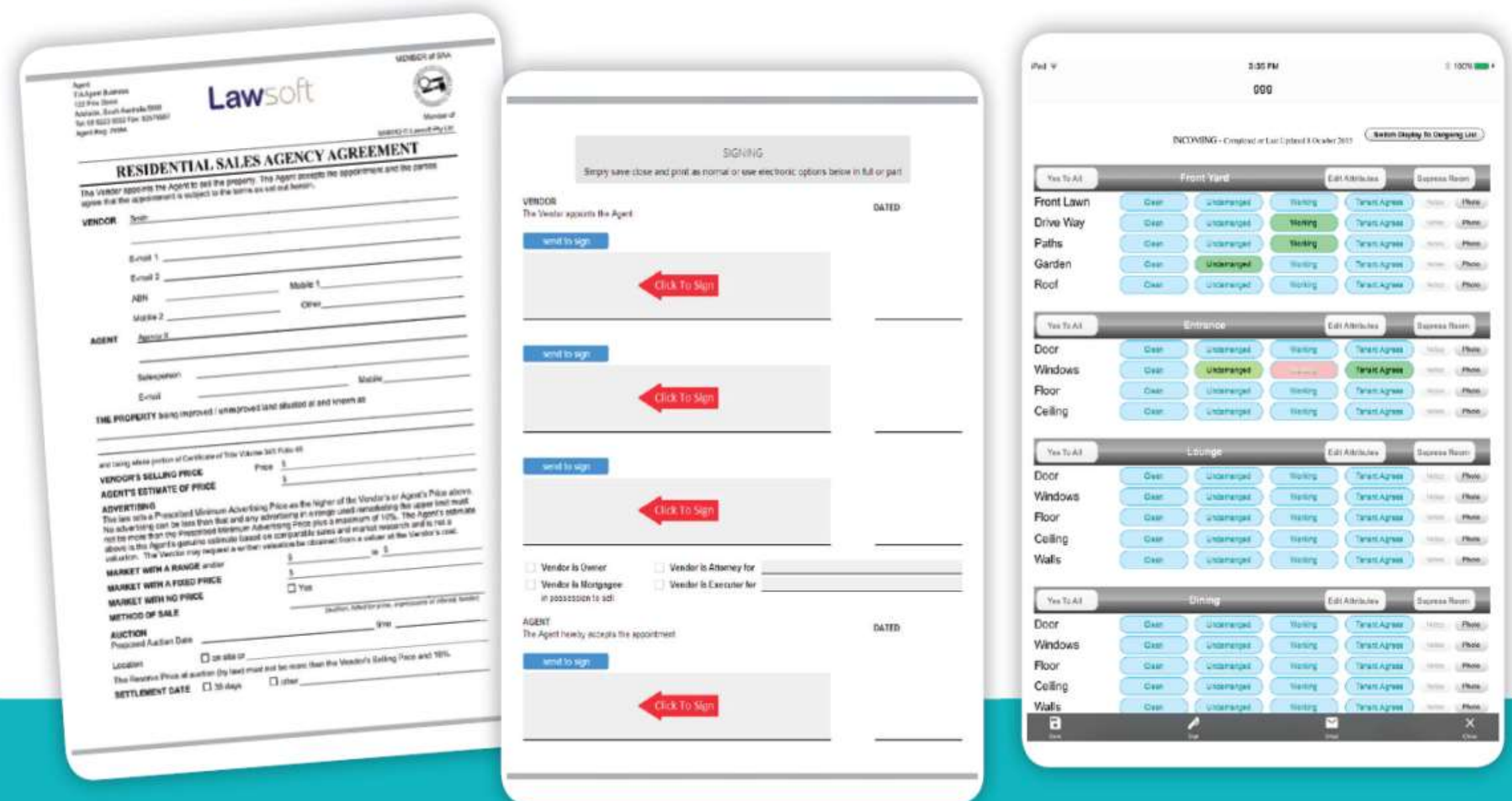
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Contact for demonstration access and licensing

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





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

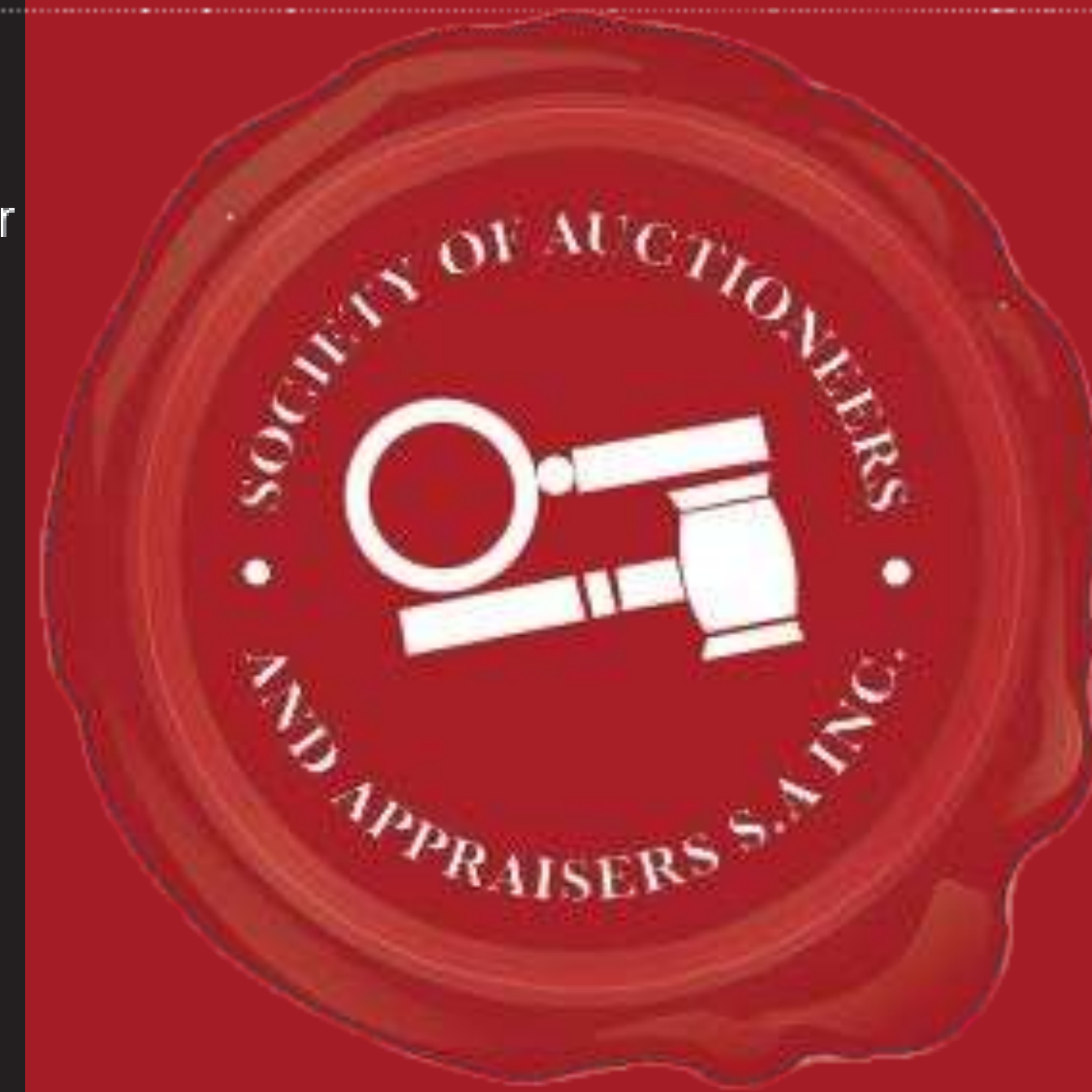
*Nationally Accredited Trainer
Brett Roenfeldt FSAA (Life)*

- 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



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



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!

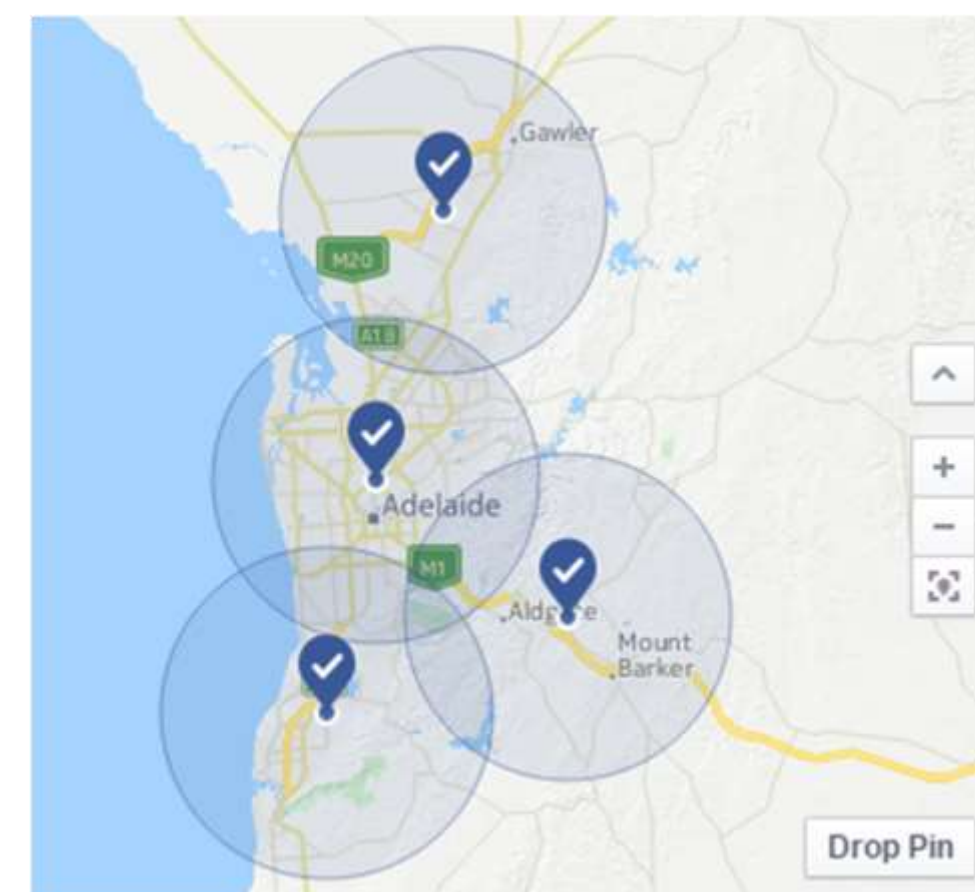


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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cellardoor@sunset-wines.com.au

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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

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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
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