

GAVEL & GLASS

JANUARY 2021

THE OFFICIAL
NEWSLETTER OF
SOCIETY OF AUCTIONEERS
& APPRAISERS (SA) INC



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The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

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President



Andrew Monks

Vice President



John Morris

THE BOARD

Board Members



Richard Ward



Sarah Bower



AJ Colman



Vincent Doran



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auctioneers.com.au



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2021 EVENTS AND TRAINING

| | | |
|--|--|---|
| Thursday 28th January 9AM | Negotiating Skills - Kick off 2021 with the new skills and renewed enthusiasm for sales & auctions Presented by Brenton Ilicic |  |
| Thursday 4th February 9AM | Property Management Listing success and growing the rent roll Presented by Rachel Coulter |  |
| Thursday 11th February 4PM | Auctioneers under the Pump - Q+A session addressing issues that can arise during an Auction and how to handle situations and questions in difficult situations Presented by Brett Roenfeldt, Chris Gill and John Morris |    |
| Thursday 18th February 9AM | Dispel the Myths - Ensure your office fully complies with legislation in all aspects of agency and pricing Presented by Chris Gill |  |
| Thursday 25th February and 4th March 8:30AM | 2 Day Auction Academy - Including Nationally Accredited Auction Training Module Presented by Brett Roenfeldt |  |
| Thursday 11th March 9:30AM | Planning Development and Infrastructure - Plus! Q&A session on all related issues of Real Estate Legislation in South Australia Presented by Felicity Niemann and Chris Gill |   |
| Thursday 18th March 8:30AM | Workplace Relations - Strategies to keep sales consultants employed after job keeper ends Presented by Arvin Bisbal |  |
| Thursday 15th April 9AM | Land Agent's Threats - How to run a viable business with a long-term future Presented by Wayne Johnson |  |

UPCOMING EVENTS



INCLUDES STEP BY STEP PROCESS PLUS WORKBOOK PROVIDED!



[Click here to download/print the brochure](#)

VERY DETAILED, GREAT TRAINING MATERIAL

BEST I HAVE EVER ATTENDED!

A GREAT TRAINING SESSION, FIRSTCLASS INFORMATION!

NEGOTIATING SKILLS PRESENTED BY BRENTON ILLICIC

KICK OFF 2021 WITH NEW SKILLS AND RENEWED ENTHUSIASM FOR SALES & AUCTIONS

- Understanding buyer psychology & having faith in the process
- Extracting offers framework - how to get buyers excited to verbalise price feedback (at figures they will actually pay NOT what they think the property is worth)
- Delivering transparent price feedback to vendors in a palatable manner
- Inviting buyers to auction & handling objections from buyers
- The Bidder Magnet - the step-by-step communication process during an auction campaign to dramatically increase the chance of converting a 'buyer' into an 'active bidder' at auction
- The Bidder Coaching Meeting 1-on-1 meeting with prospective bidders to increase the likelihood of them placing the opening bid, bidding quickly against their competitors & bidding with confidence above themselves if they are the only buyer

BRENTON ILLICIC

Brenton Illicic is the Founder of Victoria's leading Freelance Auctioneering business, 'EYS Auctions'. 'His team conducted in excess of 1200 auctions in the 2019 calendar year', he has become the most in demand contract Auctioneer in Victoria. He has worked with some of Australia's leading Auction Focused Real Estate Businesses & as a result he has mastered the auction process - from the point of listing to the point of sale. As an extension of his auctioneering service, he is passionate about partnering with his clients to train these sales techniques.

Date: Thursday 28th January 2021

Time: 8.45am for 9.00am start until 11.30am

Price: \$66.00 per person or (3 or more from the same office \$55.00)

Where: Arkaba Hotel | 150 Glen Osmond Road, Fullarton SA

Please RSVP by Wednesday 20th January

Online Booking: <https://bit.ly/2vqwPQq>

TESTIMONIALS

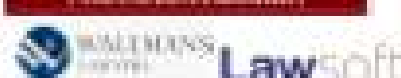
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UPCOMING EVENTS

PROPERTY MANAGEMENT WORKSHOP

LISTING SUCCESS AND GROWING THE RENT ROLL



PRESENTED BY RACHEL COULTER

"Rachel has worked in the Real Estate Industry for over 27 years and 16 years in Business Development within the industry she is passionate about helping Business Owners & Property Managers"

- CONVERT THAT FEE ENQUIRY INTO AN APPRAISAL
- ARMED AND DANGEROUS AGAINST COMPETITOR!
- DON'T BUY A RENT ROLL, GROW IT!
- IDEAL WEEK'S
- SCRIPTS AND DIALOGUE'S
- LANDLORD LISTING PRESENTATION -
- WHAT YOU'VE ALWAYS KNOWN BUT NEVER DONE

[Click here to download/print the brochure](#)

Thursday 4th February 2021
8.30am for 9.00am start until 12.00noon
Arkaba Hotel | 150 Glen Osmond Road,
FULLARTON
Members \$88.00 each (groups of 2 or more from the same office \$77.00 each)
Bookings by: Wednesday 27th January

TESTIMONIALS

Brilliant suggestions for use of Apps, Websites and Media sources!

Great idea with the use of video. Some hard truths and how to stand out in an Appraisal!

The workshop has given me direction in regards to building a rent roll and thinking outside the box in regards to networking!

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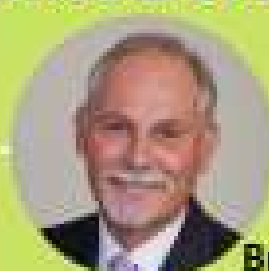
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UPCOMING EVENTS

AUCTIONEERS UNDER THE PUMP

Challenges Auctioneers are facing

ARKABA HOTEL
THURSDAY
11th FEBRUARY
3:30 FOR 4:00 PM
Drinks Afterwards



Brett Roenfeldt



Chris Gill



John Morris

Q+A session addressing issues that can arise during an Auction and how to handle situations and questions in difficult situations.

DO YOU KNOW THE ANSWER TO, THE FOLLOWING:

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbors land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- You are over the reserve and the buyer bids \$1, do you take it? What if you do, what if you don't?
- You are under the reserve and the buyer bids \$1, do you take it? If so what strategy do you use?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50.000,00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it the auction, and they want to bid, what can you do?
- After the Auction the buyer asks for an extra name to put on the contract as purchaser, can you do it and what are the ramifications?

What is the best way to answer the following questions:

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

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The Form 1 Company

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WALLMANS

Lawsoft

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UPCOMING EVENTS

DISPEL THE MYTHS

SALES AGENCY AND PRICING
COMPLIANCE



CHAired BY
SOCIETY TRAINER,
CHRIS GILL

Ensure your office fully
complies with
legislation in all aspects
of agency and pricing

- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors

THURSDAY 18th February 2021

8:30 for 9am start
to 12 noon

Arkaba Hotel

150 Glen Osmond Road
Fullarton SA 5063

Members and employees \$44
(groups of 3 or more from the
same office \$36)

Non members are invited to
join in order to attend

BOOK BY

THURSDAY 11th February 2021

[Click here to
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brochure](#)

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UPCOMING EVENTS

Real Estate Auction Academy

Plus! For Licensed Auctioneers wanting to refresh their knowledge of the Legislation and brush up on their Auction performance.



2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module

CPPDSM4004A (CONDUCT AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by five times Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

Presented by Academic Pavilion
- Registered Provider No. 91421



[Click here to download/print the brochure](#)



Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (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. You will receive specific training on:

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

Each participant will receive a comprehensive workbook including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation. Assessment of Competency will be by a Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

- 3.5 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 five Domain Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and 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 further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830

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Next Workshop

THURSDAY 25TH FEBRUARY

THURSDAY 4TH MARCH

8AM for 8:30AM to 5:30PM

VENUE: Boardroom, Arkaba Hotel
150 Glen Osmond Road, FULLARTON
(For accommodation enquiries Please call: 8338 1100)

COST: \$880 for members
(Non members are invited to join prior to attending)

Gavel & Glass

UPCOMING EVENTS

PLANNING, DEVELOPMENT AND INFRASTRUCTURE ACT



WHAT AGENTS WILL NEED TO KNOW
PRESENTED BY FELICITY NIEMANN | WALLMANS LAWYERS

All Agents & Sales Consultants should attend and get an understanding of how this new system will affect your practice

"The State Government are consolidating all 72 Development Plans into one single source document"

The largest overhaul of planning legislation and policy in South Australia's history, is nearing completion. The Planning, Development and Infrastructure Act 2016 is expected to be fully implemented before December 2020. As dedicated real estate industry professionals, you should be aware of the changes and what it might mean for you and your clients.

Join planning and environment law specialist, Felicity Niemann, Partner, Wallmans Lawyers who will provide you with an overview of what the changes are and what to keep an eye on. This includes an overview of development assessment, e-planning and access to information, the key changes to planning policy and knowing how to identify development opportunities for both residential and commercial land.

Plus : The Act changes will require amendments to the Form 1. Chris Gill will update what changes are known and what can be expected to change when the new Act commences. This will include how any transition period will likely apply for searches and Form 1's caught in the crossover.

9.00am for 9.30am start until 11.00am
Thursday 11th March 2021
Arkaba Hotel | 150 Glen Osmond Road,
FULLARTON
Members \$44.00 each (groups of 3 or more
from the same office \$33.00 each)
Bookings by: Wednesday 3rd March

[Click here to download/print the brochure](#)



Felicity Niemann

Felicity has comprehensive experience as a specialist planning and environment lawyer who provides practical and straightforward advice to her clients. She has practiced exclusively in this area for many years and is well known in the South Australian jurisdiction.

Her experience includes the provision of advice on all matters arising under the Development Act 1993 and related legislation. She also has an in depth understanding of the Planning, Development and Infrastructure Act 2016 and related planning instruments and its obligations as we transition towards full operation at the end of this year.

Felicity has a Bachelor of Laws (with Honours) and Bachelor of Arts (majoring in Politics) degrees from the University of Adelaide and a Graduate Diploma in Legal Practice.



Chris Gill

PLUS! Q & A session on all related issues of Real Estate Legislation in South Australia!

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UPCOMING EVENTS

WORKPLACE RELATIONS SEMINAR



PRESENTED BY ARVIN BISBAL

STRATEGIES TO MANAGE EMPLOYMENT CONDITIONS

IN REAL ESTATE AGENCIES

Learn strategies you can adopt into your business to manage your workforce and cashflow whilst remaining fully compliant with the Real Estate Industry Award 2020 and Fair Work Act.



Arvin Bisbal

Arvin, through her business Workplace Partners, has advised and represented various real estate industry employers throughout Australia, from small to large agencies and franchise groups. She is a trusted workplace relations advisor to the real estate industry and has successfully represented the industry and individual employers before the Fair Work Commission and Industrial Court.

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This session is designed to provide you with the strategies and information you can adopt to manage your workforce and comply with the modern awards.

Learn strategies to keep Sales Consultants Employed after JobKeeper ends.

The session will cover:

- Employment categories (Full time, Part-time, Casual) – determine which option is the best for each role and your business needs;
- Establishing Key Performance Indicators;
- Commission-only arrangements;
- Debit / Credit commission arrangements.

[Click here to download/print the brochure](#)

Who should attend?

This information session is designed for Business Owners, Managers, Supervisors, Payroll and Human Resources staff.

What you get?

All participants will receive an information folder for the session.

**WHILE STILL
COMPLYING WITH
THE REAL ESTATE
INDUSTRY AWARD &
FAIR WORK ACT**

Date: Thursday 18th March 2021

Time: 8.00am for 8.30am start until 11.00am

Price: \$66.00 per person or (3 or more from the same office \$55.00)

Where: Arkaba Hotel | 150 Glen Osmond Road, Fullarton SA

Please RSVP by Wednesday 10th March 2021

Online Booking: <https://bit.ly/35qmLGL>

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UPCOMING EVENTS

AGENCY SALES BUSINESS STRUCTURING FOR SURVIVAL

PRESENTED BY WAYNE JOHNSON

HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE

For Principals & Accounting/Bookkeeper Support Staff

- **Already facing profit challenges?** Real Estate Agency owners are now contending with the extraordinary circumstances around the economic impact of the corona pandemic.
- **Now, more than ever, it is critical to understand the profit drivers of the business and how to determine what action needs to be taken to ensure the business emerges from the current storm with the structure and tools to survive and thrive.**
- **The 'Structuring For Survival' Workshop** will examine the unique financial structure of the Real Estate agency business, the critical measures (particularly the margin of gross profit) and how to examine the current profit status of your business and to design a more robust structure.

[Click here to download/print the brochure](#)



WAYNE JOHNSON

Society of Auctioneers & Appraisers (SA) Inc President in 2008, Wayne has 30 years of experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO, and risk management consultancy. Wayne has an MBA - Bachelor qualification in property and is a qualified workplace trainer.

LEARN HOW TO

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point - client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
- Desk cost per sales person
- Break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction

THURSDAY 15TH APRIL 2021

9.00am for 9.30am start to 11.00am

Arkaba Hotel | 150 Glen Osmond Road,
Fullarton SA 5063

Members and Employees \$69 each OR \$59
each for two or more from the same office

RSVP BY WEDNESDAY 7th April 2021

With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

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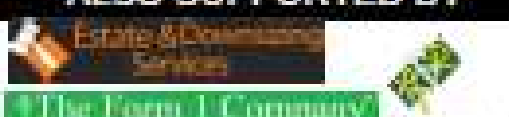
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Names Attending

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Gavel & Glass

President's Report



I would like to take this opportunity to wish all Society members a happy and prosperous 2021 and hope that you were able to enjoy the summer break with family, friends or simply recharging the batteries after a tumultuous previous year.

Looking ahead to 2021 the Society of Auctioneers and Appraisers (SA) Inc. already has a full calendar of great events to look forward to including training, networking and of course the 40th anniversary of the Society.

The 40th Anniversary of the Society is a milestone year that will provide a chance to celebrate the Society, its rich history, wonderful members, many contributors and generous supporters.

There will be many elements of the celebration for members to enjoy throughout the year culminating in lunch at the fabulous Mayfair Hotel in December.

And what a year to be the winner of the Domain Golden Gavel in your discipline of Auctioneering! Entry is open now!

As a board, we look forward to supporting and engaging with all members throughout the year across Real Estate, Livestock and General with a focus on assisting in delivering positive outcomes and renewed success for this year as we work together as a community to continue to provide South Australia with market leading Auction and Appraisal services.

Andrew Monks M.S.A.A
andrewm@jcwilkinson.com.au | 0414 340 399

Gavel & Glass

Domain GOLDEN GAVEL LIVE 2021

NOMINATIONS OPEN NOW

For Real Estate

- Senior
- Rising Star

General

- Live Auction
- Catalogue Auction

Livestock

- Live Auction

Nominations
close on 28th
February
2021

The Domain Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, this will give our Auctioneers opportunities to showcase their skills in the prime selling time of Spring.



For further details visit our website

www.auctioneers.com.au

Gavel & Glass

Past President's Lunch

Every year the current Society President hosts a lunch as a get together for all Presidents who have served the Society of Auctioneers and Appraisers (SA) Inc. over the years from inception in 1981.

This year again we ventured to Enzo's Restaurante at Hindmarsh and we enjoyed the most exquisite and traditional Italian Cuisine with attentive service together with great wines and to top it all off, Marc duPlessis served a bottle of extremely rare Rochfort Single Malt Whiskey.

We all chip in and share the cost of the lunch and reminisce about the current year and what we perceive the future holds for the Society and members. The cuisine and service were something out of this world, with attentive service reminiscent of years long gone. Enzo's proved to be a memorable experience for us all, where all raved about food and service.

Presidents that attended were:

John Fereday
Christopher McLaughlin
John Little
Colin Gaetjens
Garry Topp
Brett Roenfeldt
Paul Henry
Phil Rogers
Wayne Johnson
Mark Forde
Sharon Gray
Damian Popowycz
Attilio Cavuoto
Victor Velgush
Marc duPlessis
Andrew Monks



Garry Topp FSAA (Life) CEO
society@auctioneers.com.au | 0427 667 112

REAL ESTATE AUCTION ACADEMY

The Society of Auctioneers and Appraisers (SA) Inc. popular 2 Day Auctioneers License Workshop (Conduct Auction) was held on Thursday 12th of November and Thursday 3rd of December 2020, run by Nationally Accredited trainer Brett Roenfeldt F.S.A.A. (Life) OAM, in association with Academic Pavilion registered provider number 91421.

We had 2 participants from the Country being Angus Barnden and Lee Jackson from Jamestown and Port Pirie and Angus Massie from Adelaide. All were frothing at the bit and keen to leave their mark as creative and competent Auctioneers into the South Australia market and to this end they came to the right place.

Angus Bardnen started with Wardle & Company in January 2020 prior to 6 years at Elders in Alice Springs and Jamestown. Gus has a passion for Rural Real Estate and Clearing Sales and is keen to get auction accreditation to upgrade his list of skills.



Lee Jackson had worked at Coca-Cola, Carlton United in Alice Springs and Darwin and managed hotels in the West Coast of South Australia. Also wanting to better serve his clients as a Licensed Auctioneer.



REAL ESTATE AUCTION ACADEMY

Angus Massie has been selling for 2 years at Harris with Tom Hector and he wants to contribute more to his team with auctions. Angus went to school at Rostrevor and loves footy, fishing and golf.



All 3 participants gained an understanding of setting the scene and highlighting the lifestyle benefits of the area rather than just reiterating the details of the house which purchasers already know from the inspections and reading the brochure.

After some extensive practice, all 3 participants came alive on the second day and all delivered some powerful creative and legally compliant performances which put them in the top echelon of participants that have done this course over the last few years.

Mid next year the criteria for Auctioneer License in South Australia will change and the last course the Society of Auctioneers and Appraisers (SA) Inc. will conduct under the existing system will be held in February 2021.

If you have anyone that you know are wanting to refresh their knowledge of the legislation or brush up on their Auction Performance or become licenced as a Real Estate Auctioneer in South Australia, please contact us for full details of the workshop we will hold early next year.

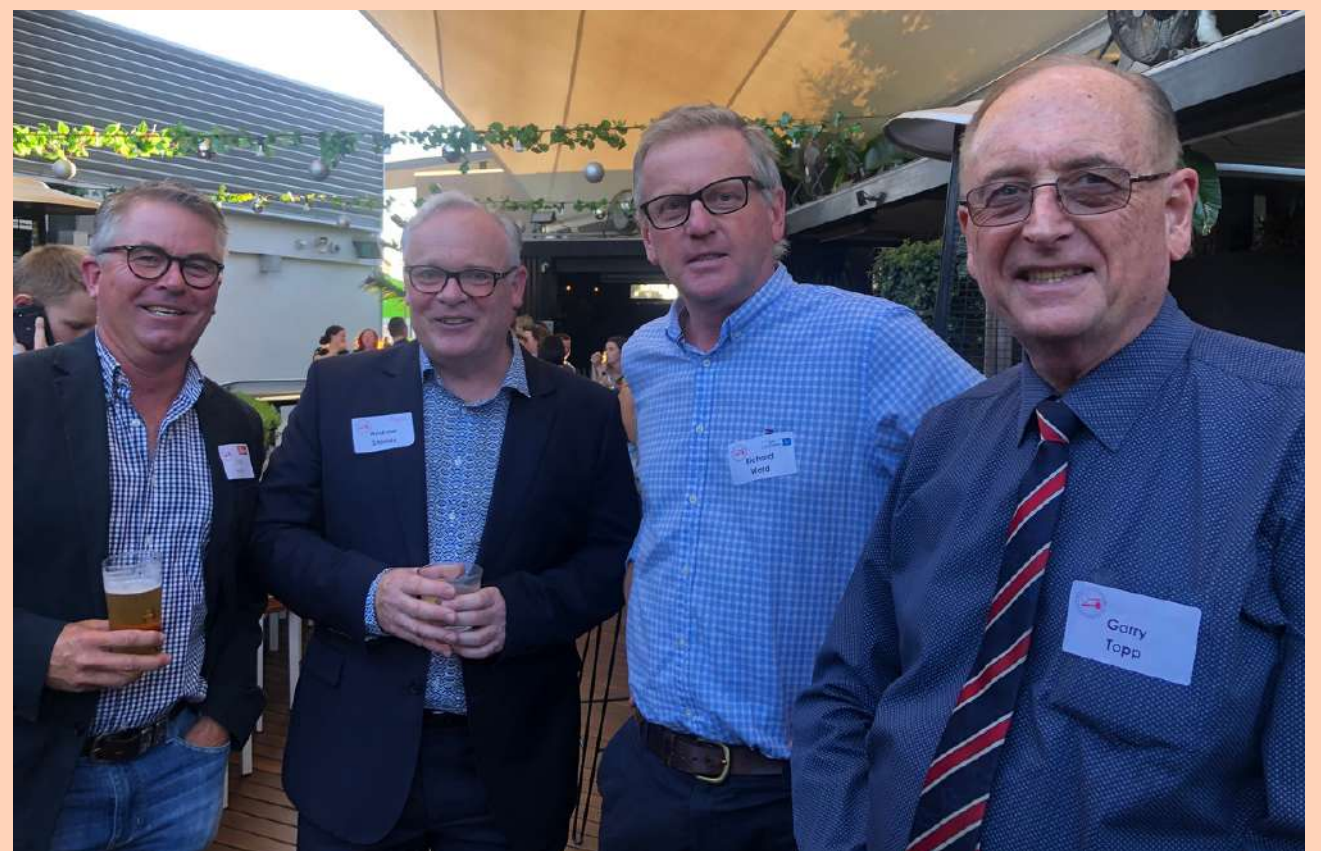
Garry Topp FSAA (Life) CEO
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Christmas Cheer!

Our last Official function for 2020 was Society's Christmas Drinks held at The Highway on Wednesday the 9th of December 2020.

After 5 cold and windy days, the sky opened up to us with a perfect 25 degrees and camaraderie was rife in the outdoor Beer Garden sipping South Australia wines and beers and partaking of seafood platters, oysters, calamari and prawns.



Christmas Cheer!

The Event was well attended with Members from near and far with Craig Honan coming down from Hallet in the Mid-North to network and socialize with us City slickers. We had a draw for a bottle of wine and Andrew Monks presented the prize to Arthur Stavrou from Standon Lawyers.



It was a momentous sendoff for 2020 and we all look forward to the challenges and opportunities that will no doubt arise in 2021.

PAST PRESIDENTS OF THE BOARD AND THE ACCOMPLISHMENTS MADE DURING THEIR TERM OF OFFICE:



1982/1983

John Fereday FSAA (Life)

John created the Constitution, Code of Conduct and Membership Criteria, and organized the first Public Meeting, Logo and Incorporation and was the first Editor of the Society Journal.

The inaugural official Public Meeting of the Society was held at the Redlegs Club, Norwood on the 5th May 1982 and was Chaired by John-Fereday and addressed by speakers, Max Bray on the pitfalls of appraising Plant & Machinery, Michael Noblett on the Government's attitude to self-regulation and Meredith Russell from the REI on Education. **Bernard Booth gave a vote of thanks to the Speakers.** The meeting was reported in the first edition of the Auctioneer & Appraiser Journal and the REI Bulletin.

Membership was now 291. Meetings were subsequently held at the REI premises. The first AGM of the Society was held on the 27th October 1983 at 6 pm, also at the Redlegs Club, Norwood where the President, John Fereday reported that:

- Membership was now 340
- Excellent support had been received from the REI
- Secretarial services will need to be obtained elsewhere as the REI can no longer afford the time
- Public Relations activities and Educational Services have been well supported.

Max Bray was elected President. The Committee elected consisted of C.-McLaughlin, J.-Edwards, B. Booth, S.J. Fereday, A.B. Messer as Auctioneers and J. Patterson and T.-Carr as Appraisers. Ross Deere from Deere Allchurch resigned as Auditor and was appointed as Secretary.

The Society evolved with foresight and dedication and has never looked back.

Gavel & Glass

REMEMBER WHEN...



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.



2017 Golden Gavel Awards held at the Mayfair

SOCIETY'S AUCTIONS

SOLD!



27 Albert Street DULWICH
Sold \$623,000
3 Registered Bidders
Auctioneer: Hamish Mill



42 Gordon Ave, ENFIELD
Sold \$393,000
Agent: Tristian Kennedy
Auctioneer: John Morris



11 Park Road, KENSINGTON
Sold \$921,000
Agent: Paul Bateman
Auctioneer: Brett Roenfeldt



51 Wembley Ave, HECTORVILLE
Sold \$611,000
Agent: Nick Roma
Auctioneer: George Kargiotis

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



89 Hampstead Road, MANNINGHAM
Sold \$431,000
Agent: Richard Thwaites
Auctioneer: Richard Thwaites



6 Tora Court, PARK HOLME
Sold \$555,000
Agent: Samuel Paton
Auctioneer: Rod Smitheram



55-59 Bacon Street, HINDMARSH
Sold \$2,980,000
Agent: James Juers
Auctioneer: Simon Lambert



31 Malcolm St, BEDFORD PARK
Sold \$357,500
Agent: Brandon Pilgrim
Auctioneer: John Morris

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SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



AJ Colman



Tim Thredgold



Jarrod Tagni



Geoff Schell



Simon Lambert



Rod Smitheram



Jonathon Moore



Peter Economou



Michael Cavuoto

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Matt Smith



Nick Ploubidis



David Smallacombe



Paul Arnold



Hamish Mill



George Kargiotis



Richard Thwaites



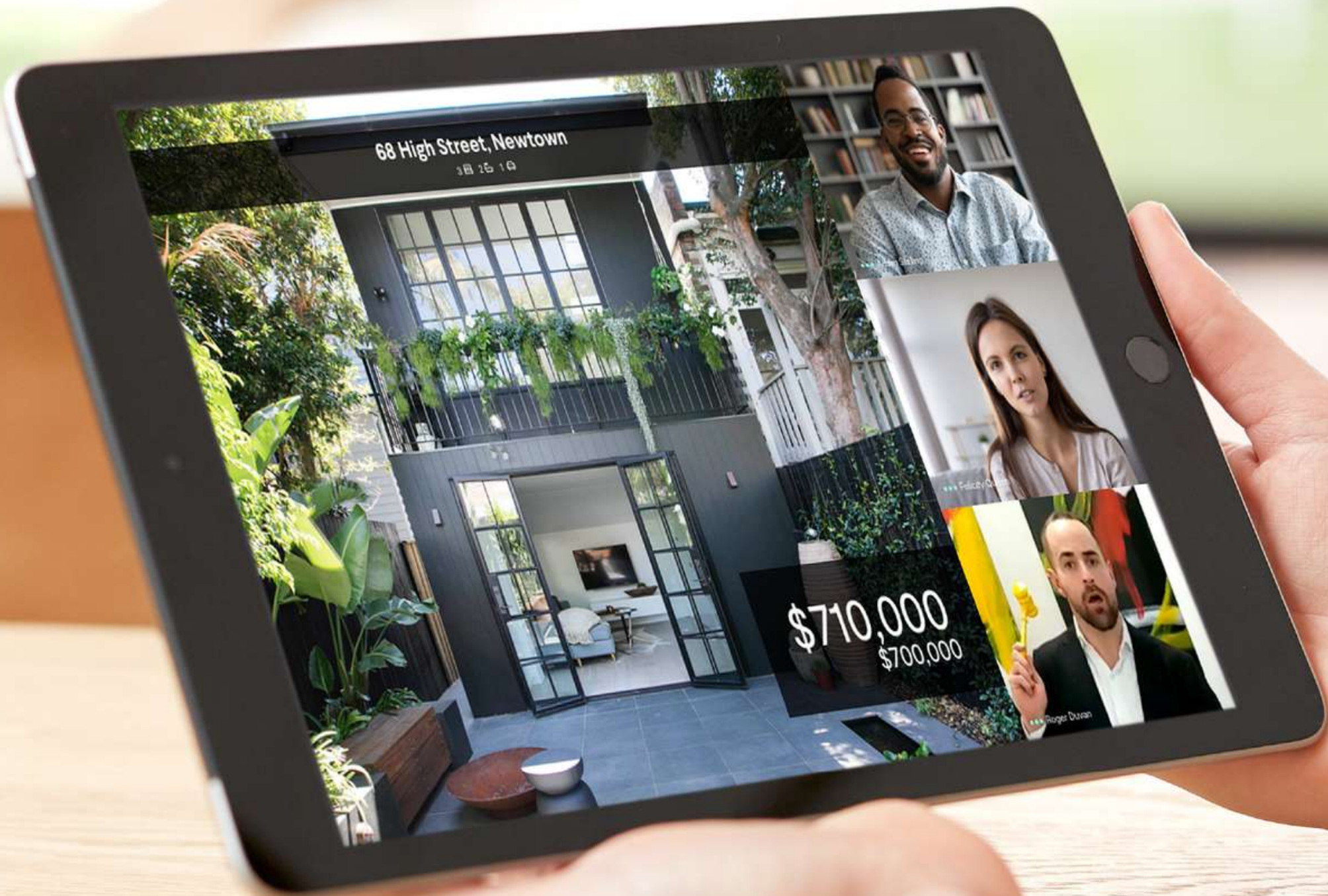
Anthony DeMarco

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21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at times that suit you with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

Committed Vendors sell their property by Auction!

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E-mail 2

ABN

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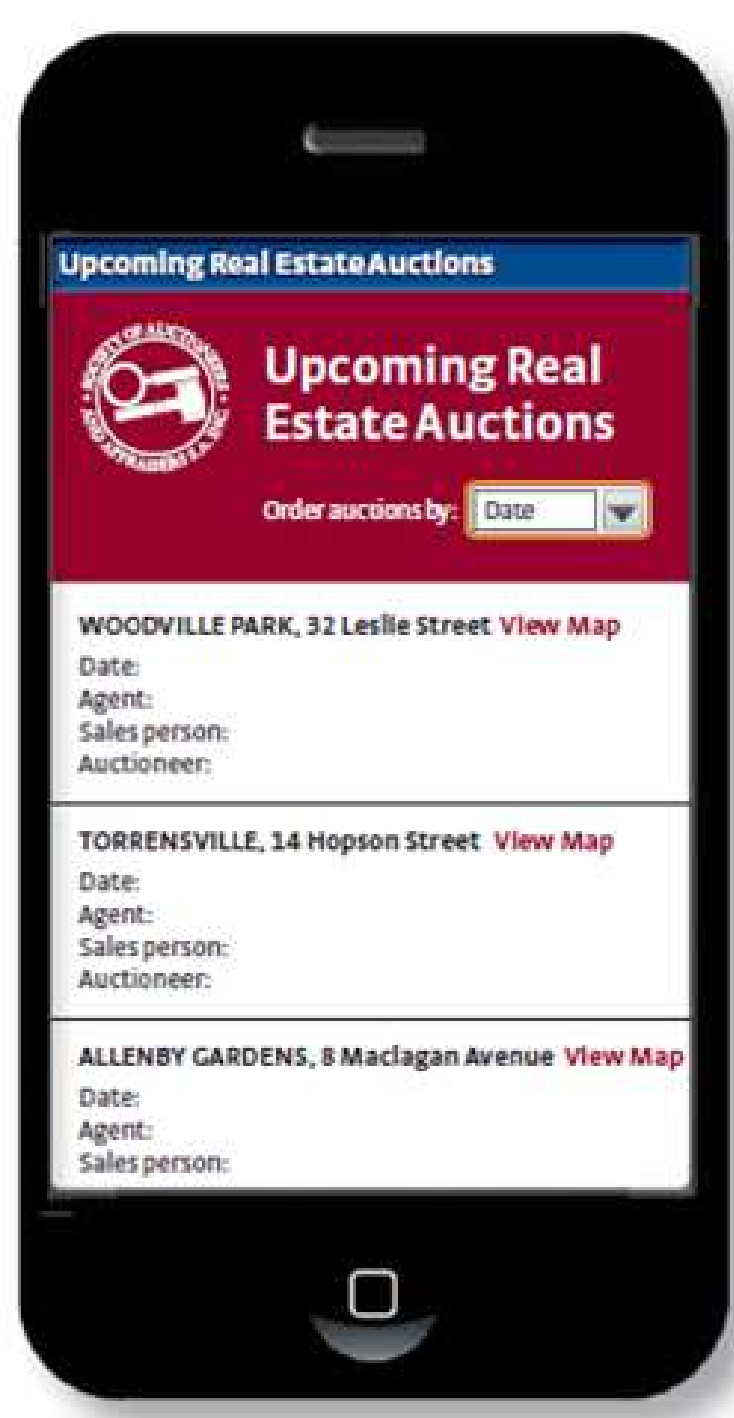
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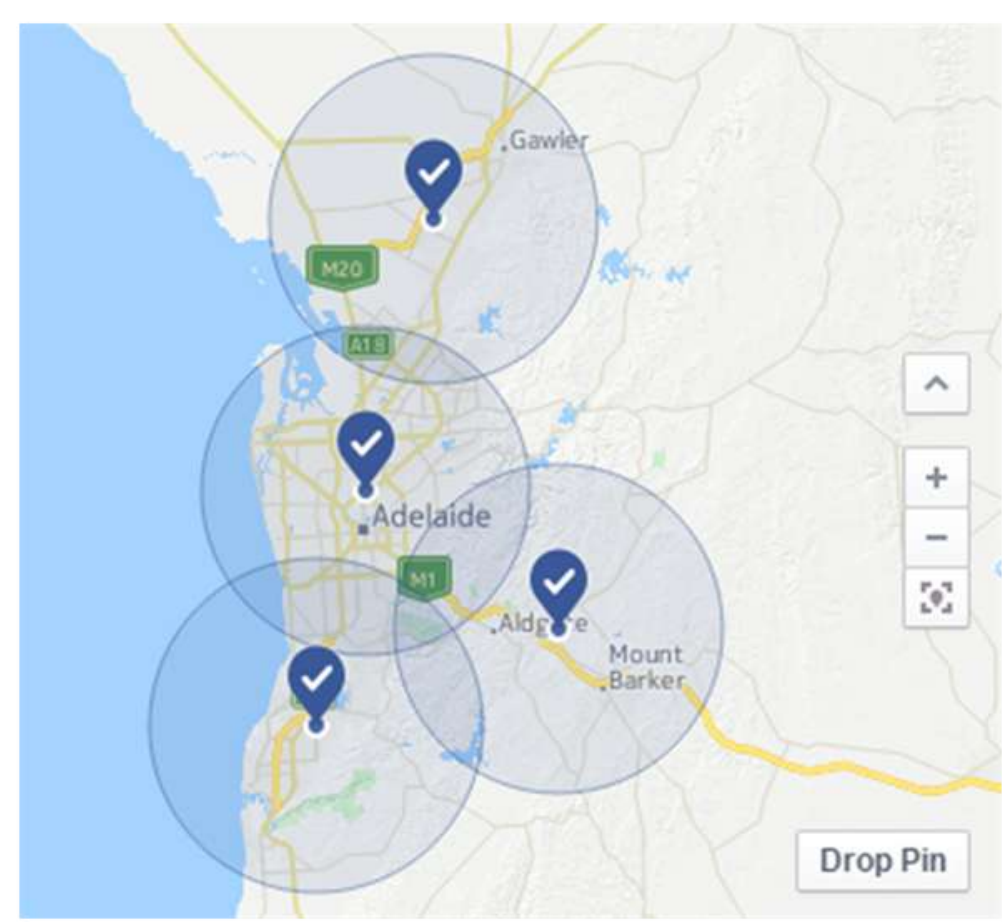
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For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

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