



Look out! Here we come! Auction Academy Eight sensational performers – “the Elite”

Never before have we had a group that inspired each other so well as this particular group. The group dynamic was electric and inspired each of the participants to produce some of the best performances we have had the pleasure to witness. From the initial presentations each participant significantly raised the bar on their delivery techniques and levels of creativity especially in the area of property description and pulling the emotive strings of the potential buyers. Every performance was unique and each participant added their own individual style to their presentation, this created a competitive dynamic in the room which set a benchmark to strive to.

Head Trainer Brett Roenfeldt made the comment on the third day that **this entire group could form the strongest Rising Star Competition in 2010 and take the Messenger Community News-Mortgage Choice Golden Gavel Competition to a level that has not been witnessed before.**

These high achievers were: **Dennis Agostini from JL Hooker St Peters**, been in Real Estate for years and whose passion is gardening and now LJ Hooker have yet another competent auctioneer to compete in the Corporate Award in 2010, **Kym Staniski from York Peninsula Real Estate** the only fisherman to catch 6 foot whiting and have to fold them over to get them into the freezer, **Paula Levi from**

Brett Roenfeldt FSAA (Life)
Head Trainer



SA Real Estate who intends to auction her family estate property at Christies Beach in November, now she is fully equipped to do so and we wish her luck, she refers to her principal, **Brad Milburn** as her mentor and occasionally her tormentor however whether there is a place for that in her script.....we are not so sure, **Kym Stone**, a school teacher from Robe now working with Ray White Clare Valley utilised his teaching skills in creating an engaging auction description with a great command of the English language, **Michael Severn from Brock Harcourts Brighton** wants to raise the auction profile of his office and with his strong rich voice and posture will be a commanding auctioneer, **Kevin Agostini, Professionals Glynde** was coaxed into real estate by his brother Dennis after a career in finance and combined with his involvement with community radio, produced some fine performances incorporating his Italian heritage which captured the audience’s attention, **Matt Scarce, son of Bruce Scarce** commenced his real estate career at the tender age of 17, and with his commanding voice stature and presence was the stand out performer on the day, **Warren Andrews** also the son of and Industry Icon, having spent 25 years with the family company, moving through

the rentals department into residential and commercial & Industrial sales and then taking on the franchise in Roxby Downs, Coober Pedy & Tenant Creek, the only gap he needed to fill in his career was Auctioneering, and he did that brilliantly over the 3 days, so look out Lin!

When asked “**Did you gain anything from this presentation?**” comments included “*think outside the box*”, “*increase confidence in presenting*”, “*integral understanding of*

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Look out! Here we come! Auction Academy (continued)

the auction process”, “the importance of preparation commitment and practice”, “this turned the old ways of doing an auction upside down” and the final one, “my growth and confidence as a real estate Auctioneer accelerated beyond belief over the 3 days”.

When asked “What would you tell others as the main benefits of this Academy” answers included “if you are serious about Auctioning you must do this course”, “it opens your mind”, “it gets you excited about being an auctioneer”, “well worth doing”, “intimidating putting so much pressure on to perform but you come out the other end all the better for it”.

The Society’s vision of creating an innovative 3 day Auction Academy incorporating the Nationally Accredited Conduct Auction Module CPPDSM4004A has produced the State’s best Auction training forum as evidenced by witnessing the calibre of the participants who are now enrolling. The course now incorporates a unique Auction skills presentation segment designed to raise the professional level of every Auctioneer’s performance to set new benchmarks for practitioners in this state and we encourage all Auctioneers who have not experienced this new innovative dynamic to reinvent themselves and take the challenge to totally revamp their current style and auction script and breathe new life into their auction performances.

Members are encouraged to make 2010 their year of self improvement. Our first Auction Academy for the new year will be on 9-11th March 2010 and there is a booking form on the web (Auctioneers.com.au) or call CEO, Garry Topp 8372 7830. ●

**BRETT ROENFELDT FSA (LIFE)
SOCIETY HEAD TRAINER**



2010 School's Auction Idol Competition – Lindsay Warner



In 2007 the Society of Auctioneers & Appraisers (SA) Inc. introduced the School's Auction Idol Competition where the concept had evolved after we were given the charter of

succession planning by introducing high school students to the real estate profession via the Art of Auction.

Society Auctioneers worked with students as mentors "Supporting excellence in vocational and technical education in schools".

In 2010 the Society of Auctioneers and Appraisers (SA) Inc. will move the Messenger Community News~Mortgage Choice Golden Gavel to another level by introducing more Country schools to this event. In past years we have had participation from Oakbank, Gawler and interest from Mt Gambier.

The Society sees this as an opportunity to expose this exciting industry and real life career opportunities to students who are considering career options in regional areas.

Students and schools will benefit from the competition in the following ways:

- Schools will receive exposure amongst the greater business community.
- Students will gain an understanding of Auctioneering and Real Estate as a possible career choice and will:
- Gain skills in Public Speaking and Professional presentation.
- Gain skills in confidence and have the opportunity to perform in front of peers and their families and school colleagues.

THE PROCESS:

Schools from the private and public sectors will be invited to be a part of the "School's Auction Idol Competition". A personal approach will be taken with each school being allocated an Auctioneer as a mentor to oversee the process.

The Society will utilize further training mechanisms from the TAFE & REISA course currently in use for training and evaluation. This will ensure the objectives and expectations are in line with current educational curriculums.

Each school will run an internal competition. The winner and or runner up from each school will be invited to compete in the heats during the Messenger Community News~Mortgage Choice Golden Gavel Week which will be held in the week commencing Monday 3rd May 2010.

The top six students from the heats will be then perform in the Finals as part of the 2010 Messenger Community News~Mortgage Choice Golden Gavel Awards on Friday 21st May 2010.

PREPARATION:

In preparation for the School's Auction Idol Competition, we propose students take various steps to familiarize themselves with the auction process by talking to practicing auctioneers and attending auctions.

- Students will receive manual outlining guidelines of the competition.
- Each school will be allocated a mentor to assist the students in the preparation of their auction for the competition.

PRIZES:

The students will share a prize package of \$500: 1st \$250, 2nd to 6th \$50 each

SUMMARY:

This program has been developed in consultation with educators and can be imbedded into a number of current subjects such as community studies, career education, business studies or can be used as a stand alone subject.

All mentors visiting Schools in this program shall have a compulsory National Police Check.

Should your school wish further information, please contact Garry Topp, CEO of the Society at email: ceo@auctioneers.com.au or phone 8372 7830, or for any further information regarding the competition please contact School's Auction Idol Trustee, Lindsay Warner, on 0414 627 888.

Please see the Society web page auctioneers.com.au (School's Auction Idol) for:

- Channel 10 Concept Promotion
- Previous Student's performances
- Student's Workbook
- Schools participation Registration of Interest
- Student Registration
- School's Auction Idol Brochure

Please contact your local School and let me know if they wish to participate. ●

LINDSAY WARNER FSAA (LIFE) TRUSTEE



Auction Rates Soar – Mark Forde FSAA, President



Over the last four weeks auction rates in Adelaide have increased dramatically, in line with the Eastern States, showing regular clearance rates of around 80%

The South Australian property market is remarkably resilient having withstood the financial crisis better than any other State. This has been evidenced recently with the latest quarterly figures which showed Adelaide with the least amount of growth. Whilst this may seem contradictory, it shows that Adelaide has the safest and most resilient market in

Australia. Why? Because Adelaide did not sustain anything like the capital decreases of other States and in fact maintained property values except for pressure at the top end of our market. The last quarter has seen continued confidence in South Australian property across all market segments with continued steady growth. Other States have shown higher increases but by comparison had much greater falls and so were coming from a much lower price base.

With the reduction to the First Home Owners Grant having started, it is excellent to see first home buyers' position being taken with the re-entry of investors. This is

yet another clear illustration of our market being well and truly in recovery mode.

As we stand, there is approximately 25%-30% less property on the market as at this time last year. Numbers at opens have greatly increased, as have the number of registrations of keen buyers at auction which have resulted in our excellent clearance rates.

The message is simple, if you wish to maximise your price in the shortest possible time you can do no better than to market and sell your property at auction through your preferred Society member.

Good Selling! ●

MARK FORDE FSAA PRESIDENT

Stunning First Performance

My First Auction – A Farewell To Family Home of 44 Years

My parents built in Christies Beach 44 years but it was their wish that the property be sold when they passed. I wanted to auction it myself, to personalise it, but was in a state of trepidation due to it being my first auction and of course, being my family home.

I enrolled in the Society of Auctioneers & Appraisers 3 day Real Estate Auction Academy starting on 27th October. I learned that I had to paint a lifestyle not just around the home, but around the location.. People can see that it has 3 bedrooms and a rumpus room on the internet. SET THE SCENE & COLOUR IT. Make the purchasers feel they are on holiday everyday. I learned how to command an audience, throw my voice, how to stand, use my hands, control the auction and how to comply with the Code of Conduct. It was a fun environment with everyone in the same boat, we were all learning how to excite the crowd, focus and deliver.

I believe that being the Salesperson and the Auctioneer gave me the edge. There are some amazing people out there looking for homes, all with different stories to tell and I got to know what potential bidders were looking for, what picture to paint, what needs they had and how much they were looking to spend. I listened to them.

Several interested people expressed their concerns about auctions. I quickly came to realise that it was a new and scary experience for them as well as for me. Auctions can be fast and furious and I explained that we would work together, slow it down and discussed the reasons why auctions were such an honest and reliable method of sale. They would not be paying \$20,000 more than their unknown competitor or missing the home of their



dreams by a mere \$1,000. You can claim your stake with \$100 increase.

As Auction day approached I became anxious due to the fact that a number of people I had followed up indicated that they had purchased another home. I organised a midweek inspection and phoned interested parties to let them know they could come through the home during the week.

I was hoping for a fine day, however the wind blew my auctions signs away and it poured. Shiny entrances were muddy and my outside auction had to take place in the rumpus room and due to the size of the crowd we were squashed in around the pool table.

There were 8 registered bidders and projecting my voice over the rain (thanks to Brett for the vocal exercises), I painted my scene, describing the benefits of the home and area. I commenced the bidding at \$300,000 and it stopped at \$320,000. The bidding was open and transparent and I encouraged smaller bids but we stopped again at \$340,000. I called it twice and then pushed the future plans for Christies Beach and it was then between 2 bidders who bid against each other until a tremendous final result of \$361,200. We had 89 bids in total of varying amounts, down to \$100.

I congratulated the successful bidder and felt the disappointment for the ones who missed out. My sisters and I rejoiced with the new owners because I believe they are going to maintain the home as my parents would have loved.

First open was 7th November, Auction 28th November and Settlement 14th December.

It was a bittersweet experience being my family home but Dad wanted it sold so I hope I did him proud. ●

PAULA LEVAI MSAA

Charity Auctions



Wayne Johnson MSAA
Past President

Charity: St Dominics Priory School
Auction Lots: 70 lots various (no reserves)
Auctioneer: Wayne Johnson
Realisation: \$15,000

AJ Coleman

400% Increase of Charity Auction Budget



The City of Playford Mayor, Mr Martin Lindsell, was very impressed with the professionalism of Society Member AJ Colman who conducted a Charity Art auction, where

the artwork being auctioned was prepared by the Social Inclusion programme for intellectually disabled clients. The aim of the night was to highlight this special communities abilities. Money raised goes towards sponsoring athletes for the 2010 Special Olympics being held here in Adelaide.

There were around 60 pieces being offered, whilst initial attendance was down, at around 75 guests, their spirited participation was not.

The auction budget was set at \$900, (\$15 per piece), every piece was opened at \$2 so that it could be affordable. What happened next was amazing. The 60 pieces were auctioned and \$4,000 was realized, or \$65 per piece.

This is a fantastic result for the community, and a true reflection of the goodwill and professionalism shown by Society of Auctioneers and Appraisers Members. ●

REAL ESTATE DOCUMENTATION UPDATE

COMPLETION OF NEW STATUTORY FORM 1

For all Real Estate Sales Consultants and Support Staff

Presented by Chris Gill,
Corsers Conveyancers

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 Andrew Strunk 0419 510 486 8381 8666 Noarlunga	 Michelle Zollo 0427 390 929 8322 1122 Noarlunga	 Natalie Smith 0411 861 456 8365 4883 Norwood/Campbelltown	 Tim Blackamore 0423 577 151 8355 2235 Port Adelaide	 Mark Parker 0439 404 106 8289 4409 Port Adelaide	 Mark Scherer 0403 577 287 8264 4492 Tea Tree Gully	 Greg Campbell 0412 249 737 8356 3360 Unley/Burnside	 Denise Newell 0416 102 172 8357 3855 Unley/Burnside	 Belinda Sugars 0433 412 756 1300 768 258 Unley/Burnside	 Kerry Teakle 0413 152 871 8234 0166 West Torrens

2009 Society Golf Classic – Corsers Solicitors Take the Day

Friday 30th October 2009 turned out to be a great day, slightly warm but nevertheless a great day! 8am saw 15 teams tee off for a memorable round of golf at our favourite course, Mt Barker. On course drinks were plentiful with Peta Robinson and Ngan Do assisted by Angela Olero and Antoinette O'Connor from Property Enhancers with strict instructions to make sure **Bill Johnson** (whose team was appropriately named Northern Gigitalitres) didn't drink the cart dry!

Michael Brock kindly volunteered to be MC on the day and read the rules to the players at tee off. Teams included, Jock Gilbert Real Estate, Presidents 2010, Bowden Printing, HC Communications, Lexus of Adelaide, Kirrihill Wines, Ray White Mt Barker, Connect Now, Brock Harcourts Mile End, Advertiser, Corsers, Professionals SA, Mortgage Choice, Ray White Mawson lakes, Brock Real Estate and as we mentioned before Northern Gigitalitres.

The golf was naturally followed by drinks and lunch and then time for the Awards. **Nearest to the Pin on the second went to Alan Blackeborough** (Lexus of Adelaide Team), **Nearest to the Pin on the 4th went to Tim Pozza** (Presidents Team 2010), Prizes were Port Power Guernsey donated by **Julian Robins from HC Communications** and \$500 **Property Enhancers Gift Voucher, Longest Drive on the 1st to Richard Romano** (Ray White Mawson



Peter Fried, Ken Bruce, Andrew Fox, Chris Gill

Lakes), and on the 13th to **Peter Gibson (Connectnow)**, prizes being a Leather case and two bottles of fine wine courtesy of **Mortgage Choice presented by Greg Campbell**, and box of 12 golf balls and some Corsers hats presented by Chris Gill.

Now for a very happy team from **Bowden Printing** who took out the NAGA Award who received 4 bottles of Steeple Jack Shiraz presented by Major Sponsor, Messenger Community News, **if they had known the prize was so good they would have played much worse than they did!**

Second outright went to Presidents 2010

(Mark Forde, Brett Williams, Craig Baynes & Tim Pozza) which helps to offset the mild embarrassment last year when Greg Troughton (REISA) won the event! **Third outright to dare I say Northern Gigitalitres** (Bill Johnson, Darry Darg, Phil Marsden and past president Wayne Johnson) Prizes again 4 bottles (one each) of the Messenger Community News shiraz. Finally, the **best on the day went to Corsers Solicitors and Conveyancers Team** (Chris Gill, Ken Bruce, Andrew Fox & Peter Fried) with a score of 53. We look forward to next year when we will do it all over again! ●

MARK FORDE FSAA PRESIDENT



2009 Society Golf Classic



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Latest Housing Update – Robert Harding (HIA)



Our short term outlook for housing starts remains positive although the longer term forecasts have been revised down slightly from 2010/11.

The 2008/09 financial year was a relatively strong one with housing starts up 1 per cent (from already very healthy levels) to 11,970 dwellings.

A flat 2009/10 is forecast. Detached house starts are forecast to increase by 4 per cent to 9,540 (following a 4 per cent drop in 2008/09). Multi-unit approvals, however, are forecast to shrink by 16 per cent to 2,390 after growing by 22 per cent last financial year.

New home building strength is forecast to grow slowly in 2010/11 with the number of starts increasing by 2 per cent to 12,180. This represents a mark down from our previous bullish view for South Australia of 11 per cent.

Having declined in 2007/08, total investment in the renovations sector rebounded in 2008/09. The flow-on effect of a healthier outlook for housing in the state through much of FY2008/09 generated

growth of 10 per cent and took the sector to a worth of \$2.07 billion.

With economic sentiment improving, helped by on-going house price gains and a relatively resilient labour market, investment in renovations is forecast to grow by 2 per cent in each of 2009/10, 2010/11, and 2011/12.

Rental markets in the majority of Australia's capital cities have been very tight for a long time, and this is the case for Adelaide and for many regional areas of South Australia.

Vacancy rate data from SQM Research shows a spot vacancy rate as at September 2009 of 1.7 per cent in Adelaide. It is convention to take a rate of less than 3 per cent as being representative of a tight rental market.

Despite some modest gains in August and September, Adelaide's vacancy rate has remained largely unchanged throughout 2009. However, some minor improvement in the availability of dwellings for rent is apparent over the last three years.

We have still yet to see any evidence of a recovery in investor interest in the new housing sector and hence it is hard to envisage any sustainable short term

improvement in tight rental market conditions.

Although they are slowing down, rents are still growing at a rapid rate. The annual growth in the rental component of the CPI in Adelaide was 4.9 per cent in the September 2009 quarter (following a growth rate of 5.5 per cent in both the March and June quarters for 2009). The headline rate of inflation was 1.4 per cent.

Home prices haven't crashed, rather they are building a steady momentum.

The home price data from Rismark International provides clear evidence of growth heading toward 2010.

Median house values grew by 2.6 per cent in Adelaide in the September 2009 quarter while median unit values showed disgruntled investors some promise with a gain of 1.9 per cent. The general profile is a far cry from the popular pessimistic outlook for prices that was finding its way onto the front page of newspapers earlier in the year.

A resumption of dwelling price growth is one of the factors that have driven the strong recovery in consumer confidence over 2009 to date. ●

ROBERT HARDING
REGIONAL DIRECTOR HIA SA & NT



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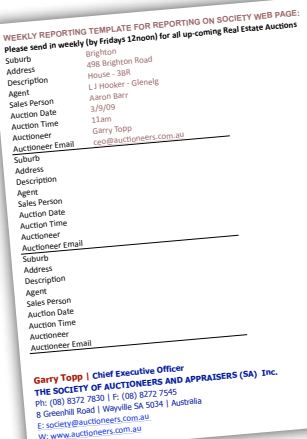
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*Our services are free to you. Standard connection fees from service providers may apply. Service availability and supplier choice may vary depending on location.

Promoting you and your upcoming Real Estate Auctions on the Society web page

As part of our on-going commitment to promote Society members to the public, we have come up with a new initiative of putting upcoming Real Estate Auctions on the web, where we promote upcoming Auctions for Auctioneers who are Members of the Society.

We request that you send us an email at the end of every week (by lunchtime Fridays) with details of the properties you have been booked to Auction, property address and a short description of the property i.e. House 3BR or Vacant Land 750m², and the date and time of the Auction. We will enter this information on the web page!



Please also include your email address. When we enter the information the system will

automatically generate an email to you which will contain the link to each particular property, so that after the auction you can click on the link and update the information by putting the result live on the web. This means that after you complete your last auction you can update all properties offered with the outcomes.

The public can then click on our website and view the latest Real Estate Auctions. If a property is held over and then subsequently sold, it can be updated when finally sold!

This new service is now up and running so please send in this Friday details of all upcoming Real Estate Auctions by email in the format shown.

We will still require the monthly Auction Results as usual at the end of each month for publication in the Society feature in *The Advertiser*. ●



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Bottom line: coverage was very similar but the Vodafone plans are far superior to Telstra. Julian has also been able to tailor a far more cost effective phone plan for our total business and we made a smooth change-over to Vodafone last week. I can recommend Julian's advice and service, and so far Vodafone has impressed me with their customer care."

NICK BARANIKOW, BROCK HARCOURTS

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ANTHONY TOOP, TOOP & TOOP

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SANDRA BERRY, SANDRA BERRY REAL ESTATE, HAHNDORF

"As part of our newest sponsors strategic alliance with Julian Robins of HC Communications I changed over to Vodafone two months ago and it's excellent! The service is sensational, reception is crystal clear, always in range, personalised professional service and relentless after sales service. In August I drove down to Naracoorte with Chris Gill (AucDocs and Corsers Solicitors) and Brett Roennfeldt as part of the Regional Motivational Finance and Documentation Update and the phone worked virtually all the way down and back. The range and reception was great."

GARRY TOPP, (CEO) SOCIETY OF AUCTIONEERS & APPRAISERS SA INC

Vodafone is used by:



Contact Julian Robins on 0420 901424 or julian.robins@hcmobile.com.au



Presentation Skills Workshop

The Society and Head Trainer Brett Roenfeldt FSAA (Life) have run a series of Presentation Skills workshops for Sponsors during 2009 with an emphasis on equipping Sponsors with the necessary skills to address an Agents sales meeting with a relevant salient emotive address that should blow their socks off. Well, on Wednesday 2nd December, we witnessed four absolutely amazing performances from four high achievers who had really put their shoulder to the wheel in preparing stunning performances.

All presenters used props and testimonials and told stories that made each presentation unique and interesting with the audience hanging off every word. First up was Tracy Flynn from Bridge Events who used Society CEO, Garry Topp with a recorded testimonial as to how the Society absolutely loved working with her due to her meticulous planning and attention to detail. Tracy has so far produced

four spectacular Messenger Community News~Mortgage Choice Golden Gavel Awards Dinners with each one being extremely well received. . . how many people can say the Awards Dinner has been one of the best nights' entertainment they have ever attended?

Next up, Shawn Jones from Messenger, our star performer from last time, commenced his delivery by giving the audience a 50c piece and a \$5 note to demonstrate the difference between a two bob advertising campaign and a 5 star feature . . . absolutely superb!

And again from Messenger, Chris Dimitrak, who said the most profound words of the day, that Messenger Community News made a more intimate connection, was more socially accepted, went to 538,000 homes and his already superb performance rocketed to another level entirely.

For our last awakening was from none other



than Jeremy Slater also from Messenger who as duly encouraged at the first session, handed out 13 pictures of a full AAMI Stadium while wearing a Crows scarf for visual effect, each picture representing the readership of Messenger, ending his address with we are the pride of South Australia and we have the power to win . . . wow, these guys are ready to address anyone!

Sue Tuk sat in from Messenger and was blown away with the talents of these guys and it was great to see support from management encouraging their guys to aspire to excellence. ●



Local Focus | World Standard



Buyers and vendors know that Messenger's real estate section gathers local properties for sale. Local real estate marketing works because when Australians move, we don't move far.

Buyers search in local areas, in local papers.

71% of Adelaide residents move 5 kilometres or less!*

Source: 'Engaging Communities', The Leading Edge, July 2008. Filter: Adelaide.

Messenger is part of an international network of media brands. This enables us to access world beating design talent, and attract readers with innovative and proven design attributes, adding value to advertisers. Our editorial team engage readers and foster positive interactions in the community.

It's a great place for agents to be seen.

We are committed to improving and aligning our twelve publications to the demographic profiles of the markets they serve.

Real Estate content is an important part of the Messenger package. Our readers expect it.

Seasons greetings to you, your staff, and your families. We look forward to working with you in the new year.

The new Lexus IS 250C delivers a driving experience that integrates sophisticated styling with innovative design. With ingenious soundproofing, generous boot space even when the roof is down, and unparalleled aerodynamics that ensures your arrival is as graceful as your departure; the new Lexus IS 250C redefines luxury.

Free
thinking.



Property Management Academy



In line with the new Award Wage for residential property managers starting in January 2010, a new training centre has been established.

Property Management Academy is a exciting new training avenue which incorporates classroom theory with work experience and field trips. The field trips include attendance at a Tribunal Hearing, a visit to OCBA to meet with the members of the advisory line and a whole day learning real-life routine inspections.

This innovative approach to property management training is offered by Lynne Savage, who is one of South Australia's most respected property managers and trainers.

Lynne believes that a hands-on approach is the only way to teach the skills of property management and that many employers suffered in the past by having to employ staff whose training has been all theoretical with a classroom approach.

PMA offers an accredited course in residential property management, in readiness for the future requirement that property managers be qualified and registered with OCBA. ●

LYNNE SAVAGE

My First Auction



I conducted my first property auction last Saturday. It was a tough day at the office: three registered bidders, only two bids then nothing, I threw in a vendors bid then "held the property over".

I sold it to the highest bidder 30 minutes later for slightly below the reserve, the vendor was happy with the result.

It was challenging and I tumbled my words a few times but I managed to get through it thanks to the training from you and Brett. I have my second auction booked for this Saturday in Torrensville.

I am also writing to ask you to include my name in your list of Charity Auctioneers, I would really like to get more experience and charity functions will help me improve my skills. ●

KEVIN AGOSTINI



AucDocs



Multi Data Base Intuitive Real Estate Forms System comprising:

- Residential
- Commercial
- Rural
- Residential Tenancy

The benefits of AucDocs are:

1. Intuitive interface – what you see is what you get – easy to use
2. Automatic insertion of other conditions, annexures and database of standard other conditions
3. Designed by Land Agents for Land Agents for simplicity
4. Simple CD download and data is stored on your computer
5. Society training in all aspects of documents and the program

AucDocs are well accepted in the South Australian market, no internet access is required to access forms and it's the most user friendly documentation on the market.



As from 1st September, AucDocs Form 1 will be numbered identically to the Property Interest Report to ensure easy transfer of search information.

We can have a demonstration disk in your office tomorrow morning, call Garry Topp 8372 7830. ●

CHRIS GILL

3 DAY REAL ESTATE AUCTION ACADEMY



Including New Nationally Accredited Auction Training Module CPPDSM4004A

PRESENTED BY THE SOCIETY OF AUCTIONEERS & APPRAISERS (S.A.) INC



Dates: Tuesday 9th, Wednesday 10th and Thursday 11th March 2010
 Time: 9am – 5pm each day
 Venue: Arkaba Hotel Training Room, 150 Glen Osmond Road, Fullarton
 Cost: members \$880, non-members \$1,180

Morning Tea, Lunch and Afternoon Tea Included

National Statement of Attainment issued on successful completion.

For further information about this dynamic program talk to the presenter personally: Brett Roenfeldt 04111 80 960.

AucDocs Update

We have released the 2.6 update to the system.

Members should use the update menu on their toolbar and upgrade via the internet if they do not have version 2.6.

Go to "HELP" on the menu bar and then "Check Internet for updates".

This is the latest update and should be installed immediately. ●

GARRY TOPP FSA (LIFE) CEO

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