



Symphony of **AUCTION**

**Messenger Community News
Mortgage Choice**

GOLDEN GAVEL

2008

incorporating Schools Auction Idol



Messenger
community news

**MORTGAGE
CHOICE.**

SHOWCASING SOUTH AUSTRALIA'S FINEST AUCTIONEERS



Society of Auctioneers & Appraisers S.A. Inc.

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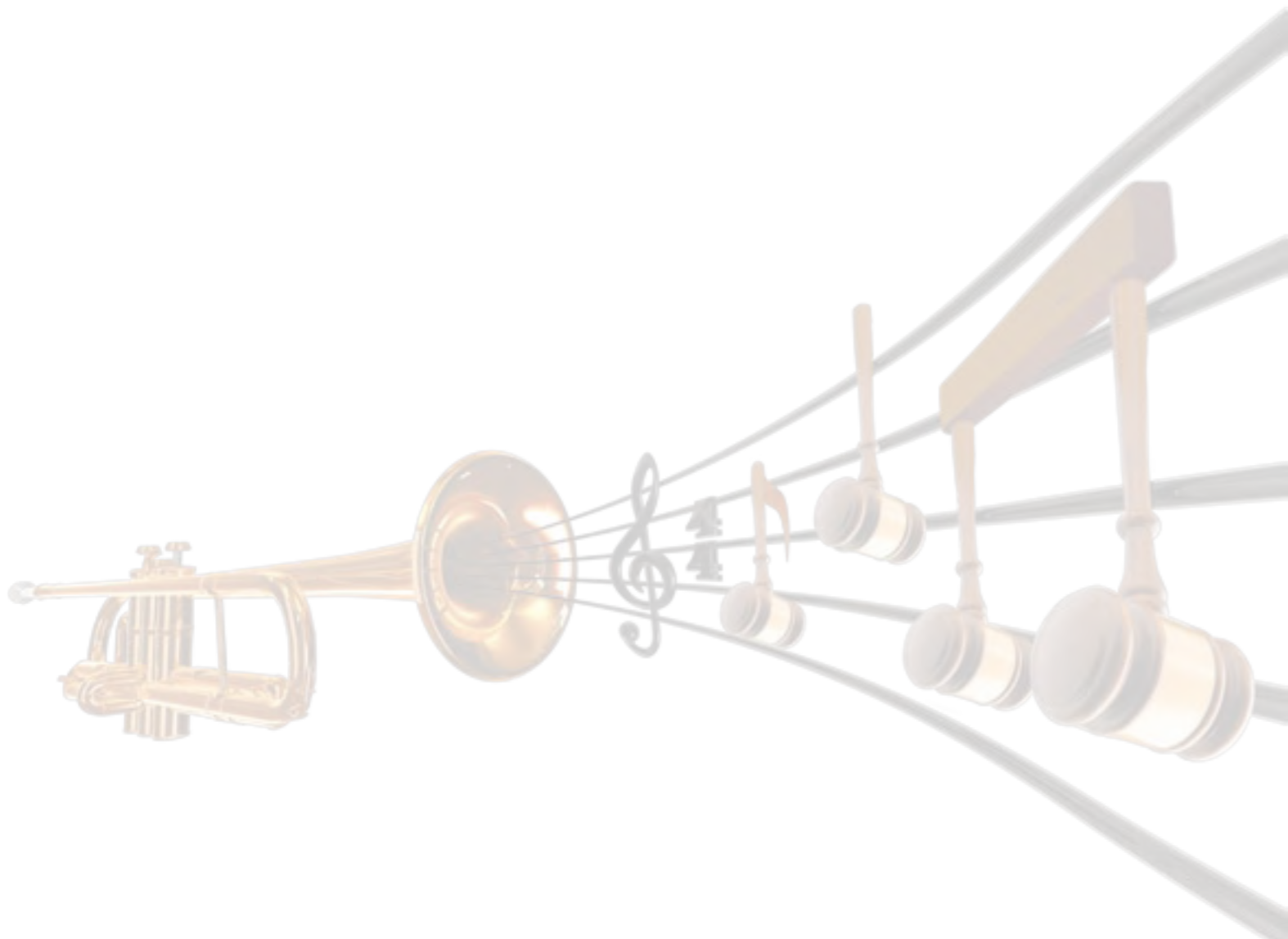
The Society of Auctioneers and Appraisers is the professional body representing practitioners in the specialist fields of Auctioneering and Appraising in South Australia.

VISION STATEMENT

The Society will continue to develop a profile of such dimension that the Public, Members of the Professions, Politicians, Government Departments and the media will look to the Society for leadership and direction in all matters relating to the specialist fields of Auctioneering and Appraising.

INSIDE...

Trustee's Report	2
President's Report	6
2008 Finalists	8
2008 Golden Gavel Winner	10
Schools Auction Idol	11
Dinner and Awards	14
Sponsors and Judges	18
Agency Awards	20
Innovation Awards	22
Real Estate Awards	23
News	25



Enhancing the perception!

Every year we attempt to set new benchmark marks for our auction industry!

In attempting to do this we also create what some may call a "Rod for our own back" however as much this setting of new levels of achievement may at times appear a daunting task, may I suggest the end result is more than worth it.

In 2008, 51 Real Estate auctioneers competed in the heats of the Messenger Community News~Mortgage Choice Golden Gavel competition. I understand this will easily be a record in the history of this event.

But more than just sheer numbers, the wide range of experience from young to old and from experienced to Idol has left me with no doubt our chosen profession is in a very healthy state.

In my closing statement after the heats two weeks ago, I noted that all the Real Estate judges in the Auction Idol competition were previous Rising Star winners or Rising Star competitors.

The Schools Auction Idol competition attracted its highest number of competitors, with 20 competing in the semi finals and six going onto the grand final, but more than this there have been over 300 students who have received valuable coaching and education of the very real life skill of Real Estate negotiation and education which I am sure they will take

into their adult lives.

We had 17 Rising Stars, those auctioneers with less than 10 auctions under their belt, compete this year in a strong indication of the willingness for those with less experience looking to extend themselves to the next level.

And then there was the senior competition which, may I suggest, was the strongest and most even for many years.

This is clearly shown where the six finalists were made up of two past Golden Gavel winners, three who have competed at Australasian level, two past Young Gun winners and four very senior Real Estate practitioners who have over 80 years of Real Estate experience.

I thank all of these very fortunate individuals who have been involved in this year's event because they have, without any doubt, through this experience, become better negotiators and real estate practitioners than they ever thought possible.

To bring this event together, I would like to thank the judges, bidders, time keepers, event co-ordinators, people who designed brochures and promotions, both for the heats and finals. I thank you on behalf of the Society for making this event possible.



Lindsay Warner FSAA, Trustee

Winning this coveted Messenger Community News~Mortgage Choice Golden Gavel is highly sought after and in this, its 15th year, we would like to reflect upon its past winners.

- Phil McMahon 1993
- Rob John 1997 & 2003
- Brett Roenfeldt 1994, 95, 96, 2001
- Leo Reddin 1998, 99
- Oren Klemich 2002
- Rod Adcock 2003, 04
- Lindsay Warner 2005
- Paul Henry 2006
- Phil Harris 2007

continued overleaf . . .



Finalists Michael Fenn, Paul Henry, Nick Baranikow, Rod Adcock and Mark Griffin

The Messenger Community News~Mortgage Choice School's Auction Idol grand final was held on Friday 29th May at the Art Gallery of South Australia in the Radford Auditorium.

Six students, six future leaders of our community gave us a glimpse into how well our community will be managed in years to come.

At the present time they are studying Year 11 or 12. Irrespective of what their current desires or dreams are in relation to a future career or profession may be, I am very comfortable that the experience they have gleaned from competing in this event will add significantly to their future endeavours.

In the grand final of the Messenger Community News~Mortgage Choice School's Auction Idol, we had six students creating a piece of their own history and legacy.

In an environment they would not have even imagined just three months ago they have performed and entertained to a supreme level.

They auctioned a delightful home at Felixstow and all achieved a fabulous price for the vendor.

At the Awards, the Shadow Minister for Education and Small Business, Mr David Pisoni, presented each of the finalists with a \$50 cheque and a Certificate.

- They were:
- Kaitlin Duell Torrens Valley Christian College
 - Megan Bleeze Pedare College
 - Edward Gainer Concordia
 - Adam Forte Rostrevor College
 - Billy Mitchell Rostrevor College
 - Tom Hector Rostrevor College

Of course, we could never have reached this moment if it was not for the hard working members of the respective schools and the student's auction mentors, Simon Tait, Steve Redden, Brett Roenfeldt, Andrew Simpson, Paul Henry and yours truly. Of course it goes without saying we thank our major sponsors Messenger Community News and Mortgage Choice who have embraced this high profile opportunity with enthusiasm and gusto.



Mia Vassallo, the inaugural Schools Auction Idol winner from last year, announced the 2008 winner and presented a \$1000 cheque for their school and a \$500 cheque for themselves to the 2008 Winner, Tom Hector from Rostrevor.

Hannah Tucker (School's Idol Entrant from Torrens Valley Christian College)

Now before I move onto the Rising star competitors I would like to pause for a moment of thought and consideration.

I consider myself very fortunate to be involved with and meeting with students as they developed from no Real Estate experience in a classroom environment to the Grand Final of the Auction Idol as we witnessed. All the students I have met have brought something to the table and added to my life experience. However, I would like to share one special meeting.

At my first meeting with the students from Torrens Valley Christian College, I observed the class was a mixture of boys and girls, some quiet, some loud, some listening, some not. I normally call for a volunteer from the class for the first time to come forward and be the first to try

and conduct the opening statement of the auction. It some times hard to get this volunteer with the eyes of classmates upon them in this foreign environment.

I observed one girl in the class who was sitting quietly just at the end of the row of desks, hands clasped in front of her and appearing to be above the normal chatter of the class. She appeared to have a certain maturity about her. When I asked her to be my first auctioneer, she hesitated slightly but then came forward and performed her first auction introduction. Her name is Hannah Tucker and she went on to compete in the Auction Idol for her school. Hannah suffers from a one in a million heart malfunction. It is terminal. No doctor will say how long or how short she has to live. Every day of her life is a new opportunity. She has been on the donor list for the last 10 months and is on immediate standby to be flown to Melbourne should a suitable donor recipient become available and a transplant is possible. When she came to the Auction competition she struggled to climb the steps of the auditorium, there was a wheelchair on standby.

Hannah has been an inspiration to me. She is an inspiration to her family and



Judges: Wayne Johnson, Leo Redden, Louise Souter, and Brett Roenfeldt



Geoff Watts and the Auction Gallery



Judges: Glen Kirkpatrick, Mark Sumich and Phil Rogers

school mates. Many headlines and medical professionals talk about the need for more organ donors. It may be a tough decision to make but it is a tougher decision for Hannah Tucker who has to take every new day as a possible miracle.

Rising Stars

The Rising Star segment of our event had the largest field ever with **17 budding auctioneers stepping forward to be recognized as the new top guns.**

Moving from top performing sales consultants to being upfront as an auctioneer takes a substantial amount of courage and effort and in being part of this process they have all developed new skills and increased confidence.

Greg Troughton CEO, and **Robin**



Past winners: Phil Harris, Paul Henry, Rod Adcock, (Schools Auction Idol inaugural winner Mia Vassallo), Oren Klemich, Lindsay Warner, Leo Redden and Brett Roenfeldt.

Turner President of the Real Estate Institute of South Australia sponsor the Rising Star and presented the Awards and welcomed our 2008 Rising Star semi-finalists to receive an acknowledgement of their performance.

Rod Trengove, Brocks Harcourts
Nathan Casserly, Brock Harcourts

Paul Arnfield, L.J. Hooker - St Peters
Mike Spurling, Brocks - CLG
Ben Moncrieff, Elders - City Plus
Mark Sharaglazov, L.J. Hooker - Prospect

Sharon Gray, Jock Gilbert Real Estate
Scott Endersby, Lin Andrews Real Estate

Sam Auld, Cocks Auld RE
Brad Allan, Gary J Smith First National
Brendon McAliece, Century 21
Johnson & Fullgabe

Paul Clifford, Elders - Kangaroo Island
Matthew Bombardieri, Brock Harcourts - Playford
Gus Campbell, First National - Mount Barker

Sean O'Hara, L.J. Hooker - Port Adelaide

Emma Slape, REISA

Craig Stokes, Cocks Auld Real Estate
The 2008 Messenger Community News~Mortgage Choice Rising Stars are Male Category, **Paul Clifford, Elders Kangaroo Island**, and Female Category, **Sharon Gray, Jock Gilbert Real Estate**

I acknowledge the support and contribution of all Judges, Bidders, in all aspects of the Competition, namely:

Peter Grzesch, Greg Troughton, Oren Klemich, Jarod Tagni, Glen Kirkpatrick, Brett Roenfeldt, Paul Johnston, Emma Slape, Matt Smith, Michael Fenn, Jarod Henry, Cynthia Sajankovic, Louise Souter, Leo Redden, Mark Sumich, Wayne Johnson, Phil Rogers, Ben Finch, Geoff Watts, Michael Zhai, Alf Talotta, Peta Robinson and Jane Belperio ●

Lindsay Warner FSAA Trustee

KIRRIHILL WINES



Kirrihill Wines is an award winning critically acclaimed winery, located in the South Australia's famous Clare Valley wine region. We are a young brand making some of Australia's most renowned Riesling, Sauvignon Blanc and Shiraz. We source grapes for our two ranges Single Vineyard Series & Companions from some of the best growers in the Clare Valley and the Adelaide Hills. With an emphasis on real wine made by real people, Kirrihill aims to produce a fresh range of cool climate wines.

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The Symphony of Auction

The 2008 Messenger Community News~Mortgage Choice Golden Gavel Awards and Gala Dinner incorporating the Schools Auction Idol - I would like to thank all of you for attending and participating!

We acknowledged the following people who helped create the 2008 Symphony of Auction:

- **David Pisoni MP**, State Member for Unley and Shadow Minister for Education and Children's Services
- **Glenn Kirkpatrick**, Messenger Community News
- **Louise Souter**, State Manager, Mortgage Choice
- **Mark Sumich**, Current Australasian Winner from Auckland New Zealand
- **Robin Turner**, President, Real Estate Institute SA
- **Greg Troughton**, CEO, Real Estate Institute SA
- **Peter Grzesch**, Adcorp
- **Carmelo Scoleri**, Property Enhancers
- **Paul Johnston**, Lexus
- **Luke Bowden**, Bowden Printing
- **Sharyn Martin** and **Scott Kessler**, Connectnow
- **Tania Matz**, Kirrihill Wines
- **John Gordon** and **John Gallagher**, The Advertiser
- **Robyn Le Douff**, SA Life

We acknowledged Past Presidents who were at the Dinner:

Paul Henry, Jarrad Tagni, Garry Topp Rod Adcock, Lindsay Warner, Phill Rogers, Brett Roenfeldt and Nick Baranikow.

We acknowledged the Board:



Glen Kirkpatrick, Louise Souter and Wayne Johnson with Rod Adcock

Wally Karpuik, Steve Redden, Sharon Gray, Mark Forde and Paul Henry and Lindsay Warner, past Messenger Community News~Mortgage Choice Golden Gavel Winner and Trustee for third year in a row, establishment and management of the **Schools Auction Idol Competition** etc. The first of our major sponsors who I would like to thank is **Messenger Community News** represented by **Glen Kirkpatrick**. Messenger have been connecting with readers since 1951 and have developed enduring relationships with local communities throughout Adelaide's metropolitan area. With eleven community newspapers plus their monthly lifestyle magazine, Adelaide Matters, Messenger breaks local news stories, keeping readers informed, engaged, and connected. Our joint Naming Rights Major Sponsor with Messenger is **Mortgage Choice**, represented by **Louise Souter**. We are thrilled to have them on board as a Major Sponsor this year.

Mortgage Choice are experts in **home loans** - that's all they do. With Mortgage Choice, all financial requirements are delivered accurately, customer service is exceptional and they provide a personalized service through an accredited and award-winning broking system. **Mortgage Choice have 28 offices in South Australia.**

With Mortgage Choice:

- You deal with the business owner
- You get a straight Answer
- The job gets done
- You get impartial advice
- You get the best loan offers from 25



Wayne Johnson MSAA, President

lenders

- They can handle difficult loans
- All settlements on time and
- It's a fantastic brand

I would also like to acknowledge our Key Sponsors being:

- **Lexus of Adelaide**, the exclusive Lexus dealer in South Australia and the official Auction Idol and Golden Gavel vehicle, being used to visit schools and transport our finalists around Adelaide. Paul Johnson represents Lexus of Adelaide here tonight and we join with Lexus in the relentless pursuit of perfection.
- **Property Enhancers** represented by their proprietor, Carmello Scarleri and with well know Felicity Wood and Angela Olero. They put trendy furniture into any home to enhance the appeal and then it sells like a hot cake.
- **Adcorp** specialises in property marketing, they consistently deliver innovative, integrated and break through property campaigns. Adcorp is represented by Peter Grzesch State Manager as well as Jenni Tassell, the person who is responsible for the innovative graphic design which has been instrumental in taking the society to the forefront of the industry.
- **Bowden Printing** for all your printing Solutions - **Bowden Printing now does printing for approximately 50% of all land agents and auctioneers in South Australia** and they are hoping to increase that to 100% in the near future. All you need to do when you get a listing is pick up the phone and Bowden will



Judges: Wayne Johnson, Leo Redden, Louise Souter, Brett Roenfeldt

organise your photography, floor plans and brochures all at a one stop shop. Their service and quality is unbeatable. Bowden are a family business and proud of it. Represented by Luke Bowden here tonight.

- **Connectnow**. What a fantastic service you can now offer your clients - both vendors and purchasers alike. Their service is unique and simple and saves hours on the phone. Have your clients fill in one simple form and Connect Now will organise electricity, gas, water, telephone, internet, pay TV, newspaper subscriptions and virtually anything to do with moving - and their service is free to you and your clients.

- **Real Estate Institute of South Australia** represented by their President **Robin Turner** and CEO, **Greg Troughton** have worked closely with the Society to promote the Rising Stars and this year we have a record 17 contestants which will ensure our succession plan is well on track.

Our supporters include:

- **Kirrihill Wines** for their beautiful wines that were enjoyed at the Dinner, represented by **Tania Matz**, Sales and Marketing Representative. There is an order form on the society website offering a substantial discount to Society members.
- **The Advertiser** represented by **John Gallagher** and **John Gordon**
- **Lateral Communications**, represented **Bridget Van Huerck** who has does a brilliant job of the public relations for the Society, The auction idol and Golden Gavel competitions.
- **LawSoft**
- **Livestock Markets**
- **Corsers Solicitors** and
- **Miller Insurance Brokers** as the endorsed **Professional Indemnity and business insurer for Society Members**

The first prize categories, based on the results published in the Advertiser and the Messenger are to acknowledge the efforts of agents who promote Auction programs as a marketing strategy in particular



Heats at the Art Gallery

the **SALES CONSULTANT AUCTION MARKETER OF THE YEAR** & the **PRINCIPAL AUCTION MARKETER OF THE YEAR**.

SALES CONSULTANT AUCTION MARKETER OF THE YEAR

The top 10 are:

Kris Casey, Phil Harris, Judy Morris, Nicole Neil, Penny Riggs, Matt Smith, Lindsay Warner, Andrew Welch, Sadie White and Trish Williams.

PRINCIPAL AUCTION MARKETER OF THE YEAR

The top 10 are:

Christine Auld, Frank Azzolini, John Berno, Nabil Chehade, David Cocks, Peter Kiritsis, Aaron Milford, George Noicos, Bronwyn Petherick, Alf Talotta and Richard Thwaites.

Bridget Van Huerck from Lateral Communications and **Carmelo Scoleri** from Property Enhancers presented the winner of the **Sales Consultant Auction Marketer of the Year**, **Lindsay Warner** with a Residential Property Editorial for a property of their choice for press and internet donated by Lateral Communications.

Peter Grzesch from **Adcorp** presented the winner of the **Principal Auction Marketer of the year** with a Marketing and **Personal Promotion package to the value of \$1,000 to Peter Kiritsis.**

The **Auctioneer Agency of the Year** is



Glen Kirkpatrick, Mark Sumich & Phil Rodgers

open to all franchise groups and major independents. The criteria for this award is:

- Each auctioneer will need to nominate to enter the heats for the Messenger Community News~Mortgage Choice Golden Gavel Awards
- A minimum of 3 Auctioneers is required for each group
- If more than 3 enter then the top three point scorers will qualify for the award

Sharyn Martin from **Connectnow** presented a plaque to the Auctioneer Agency of the year, **L.J. Hooker** and **received by Paul Henry, Michael Fenn and Rod Adcock.**

A special award that was made which is the **President's Award** for advancing the profession. **Luke Bowden** from **Bowden Printing** and **Paul Johnston** from **Lexus** presented the award to an outstanding Member.

We make this award to recognise a Society Member who was a major contributor in assisting the society lobbying the government in relation to the real estate industry reform bill. **The Society made numerous submissions to the Government** on numerous working parties and committees and we were able to make a number of appointments with many politicians in both houses of

continued on page 7 . . .



Matt Smith

FINALIST

Since winning the Rising Star last year, I've probably done twenty to thirty auctions in the field and each one is getting a bit better. It's all experience you hope will culminate in a win in this auction competition.

When Garry rang and said that I'd made the finals - I think there were something like 31 contenders if you



include the Rising Stars - it was absolutely brilliant to find out that I'd made the top



six and will be competing with such an elite team of auctioneers. ●

Paul Henry

FINALIST

You won this prestigious award a couple of years ago. What motivated you to get back in and give it another go?

Primarily, just getting back into the Auction Agency of the Year category. It's obviously something that's pretty important for L.J. Hooker, having won it three years in a row. So, we wanted to put together the best team we could.

I think for me personally - win, loose or draw - this will be my final year of competition. I know I said that in 2006 but I love competition! I think it's a great way of increasing your own performance. That's the reason I'm back. I'm thrilled to be through to the finals.



Also, from South Australia's point of view, we haven't won an Australasian title since 1993 and, I think, it's becoming a bigger challenge for South Australian auctioneers to compete at that level. My goal is to finish in the first two. Then I will have achieved everything I wanted to. ●



Nick Baranikow

FINALIST

Initially, Nick was a reluctant competitor and only entered the competition to please Lindsay Warner.

I'm happy that Lindsay gave me a couple of belts around the ear and a bit of a nudge.

I'm very excited to have made it through to the finals having last entered the competition about nine years ago. It was before I was President of the Society. ●



Michael Fenn

FINALIST

It's good to have another shot at it after last year.

I think there's a good cross section of competitors, both seniors and novices coming through; so it will be interesting on the day

It's a shame Phil's not in it but I'm



sure he will be back in the next year or so. I still think there's a truck load of



competition and, absolutely, I was thrilled to make the finals. ●

Mark Griffin

FINALIST



I last entered (the competition) three years back. What motivated me to take part this time? I think it's always good to put yourself under the pump; raise levels all the time; get better. As J.F. Kennedy said: You don't do it cos it's easy; you do it cos it's hard! ●

continued from page 5 . . .

parliament due to one society members close affiliation with the politicians.

The Society Member attended most of the appointments with us and paved the way for the many concessions we were able to gain on behalf of our members, e.g. by retaining vendor bids even though they were limited to 3 after lengthy consultation with **Nick Xenophon** in the upper house. The winner was **Joe Ienco**.

Special thanks to our Livestock Auctioneers Geoff Watts and Ben Finch!

Geoff Watts is the manager of Landmark Keith. He won the country general in 2001, came back and won it again in 2002 then again in 2003. In 2004 he didn't enter then won it again in 2005. In 2001 he won the Rising Star Real Estate Award and in 2003, the Livestock Sheep Award and the Country Real Estate Senior Award.

Ben Finch won the Society of Auctioneers and Appraisers Livestock Award in 2005 and went on the represent South Australia on two occasions in the **National Livestock competition** held every year in Sydney. Ben is working with the Society and the **SA Junior Heifer Expo** held in the July School holidays at the show grounds where auctioneering is a part of the training given to the students and the Society is offering a full day livestock auctioneering workshop to the top eight.

In 2008 **Landmark and Elders auctioneers** will complete Stud Stock transactions through the auction system for seed stock producers across SA. From Ceduna to Mount Gambier these auctioneers will help provide the worlds best livestock genetics to commercial graziers, who in turn, will produce the

finest export quality beef, lamb and wool to the world.

The annual value of these Stud Stock auctions is in excess of \$25 million.

In 2008 the Elders and Landmark commercial auctioneers in SA will sell **3.9 million sheep and lambs for gross value of \$253 million**. They will auction nearly **500,000 cattle for a gross value of \$300 million**.

In many of these auctions the auctioneer will assess/value and complete the transaction in less than 20 seconds!

TOP 6 2008 GOLDEN GAVEL FINALISTS

A good mixture of youth, experience, old school and new. A superb blend of company representation from North, West, East and Central.

They auctioned a very special home at "**Jarrah Cottage**" - Iconic beach house - C1900 561 ESPLANADE GRANGE, SA

The top 6 Auctioneers who competed in the final were:

Rod Adcock	L.J. Hooker
Nick Baranikow	Brock Harcourts
Mark Griffin	Griffen Real Estate
Paul Henry	L.J. Hooker
Michael Fenn	L.J. Hooker
Matt Smith	Klemich Real Estate

I thank **these esteemed individuals for upholding the commitment to education and professional development** by competing in this event.

The prize which is a holiday for two to Phuket valued at \$2,500. It includes return airfares, transfers, 5 nights accommodation and breakfast each morning.

Glen Kirkpatrick and Louise Souter announced the **Messenger Community News~Mortgage Choice Golden Gavel Winner, Mr Rod Adcock FSAA (Life)** ●

Wayne Johnson, MSAA

History in the Making

THIRD WIN FOR ROD ADCOCK

The reality of winning the Messenger **Community News - Mortgage Choice 2008 Golden Gavel Award** for the 3rd time took a couple of days to sink in – but on reflection, this win is probably the most significant for me. **Not only am I the 'oldest winner'** (I'm not sure whether that's good or bad!) but I'm the only 3 times Winner, and am **honoured to sit under the mantle of 4 times Winner and Legend Brett Roenfeldt.** Having publicly stated after my 2004 win that 'the days' of Competition Auctions were over – to come back and compete again took a lot more 'mental energy' than I had remembered. Competing again in 2008 was not on my 'to do' list – but two of our Senior L.J. Hooker Auctioneers were unable to compete this year as part of the team for the **'Auctioneer Agency of the Year'** Award. 2006 Winner Paul Henry made it impossible for me to say 'no' – as he knew how precious I was about L.J. Hooker claiming it's 4th consecutive 'Agency of the Year' title. So the challenge was there – do I or don't I!

As it turned out I was away interstate the week prior to the 'Heats', and when I returned to work on the Monday I began to think about what property I would auction for the Tuesday. Flicking through some emails, I found out that I was 'on' at 2.00pm Monday – not Tuesday as I had noted in my diary. I intended to 'withdraw' from



2008 Messenger Newspapers - Mortgage Choice Golden Gavel Winner Rod Adcock and wife Brenda

the competition as the time was 11.00am – I had prepared nothing and wasn't dressed for an auction performance. CEO - Garry Topp said 'turn up' anyway and see what happens – so I did and threw an auction script in the car from an auction I conducted the previous week. Maybe this year the lack of 'thinking about it' resulted in a lack of nerves, and I felt really comfortable and 'in control' during the Heats performance. I honestly didn't expect to make the 'Finals' after all those years of not being competition ready. Well I did – **the Finals performance happened – and I left 'the stage' for the last, last, last, time.**

When the announcement was made at the Gala Dinner, I was totally numbed. I had given little thought to winning and was humbled to be again acknowledged by my Peers. I think this year more than other years I was more relaxed, went with 'the flow' and tried not to 'over-auction' to deliver a natural and powerful performance.

Congratulations to the other five Finalists, to runner-up Paul Henry and a special congratulations to the Rising Star and Schools Idols winners **I dedicate this Award to all you**

young, brave Auctioneers. You guys were absolutely fabulous and 'the future' of the Auctioneering profession. To **Trustee Lindsay Warner** – well done again and thank you for your tireless work ethic and commitment to the Auction method of sale. To the judges, bidders and Finals gallery thank you for your support and acknowledgement. **To our valued Sponsors again thank you for making this wonderful auction event possible.** The 'bar' just keeps getting higher and I wait in anticipation in the years to come to see more of the **incredible young talent emerge as Golden Gavel Winners.** ●

Rod Adcock FSAA (Life)



Idol Competitors

SAM MILTON - BRIGHTON

As soon as I went in there I was not expecting so many people to be in there but it went alright. I got nervous afterwards.

Jessica Pimlott - Brighton. It was really nerve wracking at first but I was grateful that there weren't too many people watching me. So, I suppose that was a bit of a relief. It was a good experience. It helped me with talking in front of people even though it was a big thing for me to do. My confidence in public speaking has gone up a bit.

ROSS JOBARD - BRIGHTON

I'm pretty confident with how I went. I think I held myself in a relatively good manner but when I first viewed the venue, I was a bit taken aback by it but I was pretty confident when I went in to perform. It's been a great experience, the training and all, but it has certainly helped my confidence and my auctioneering skills. I would encourage others to try this out, especially for public speaking. It's great for the confidence levels. It was just a great experience overall.

ZACH REVERUZZI - ROSTREVOR

This is the second year you've been in it. How did you feel about the competition? It was good. It was a lot different to the competition last year because of the venue but I think we practiced a lot more in front of our peers. It was a lot better than last year.

TOM HECTOR - ROSTREVOR

I was very confident going into it because I had lots of practice at school, very happy with the way I went and hope for the best now. Brett is an unbelievable mentor. He helped me out so much along the way. I don't know where I'd be without Brett. So, thank you very much Brett.

ADAM FORTE - ROSTREVOR

I thought I went well. I had a lot of practice leading up to the event. It boosted my confidence majorly.

BILLY MITCHELL - ROSTREVOR

I think I did pretty well. I think it was good to see a lot of faces in the crowd smiling. It helped out a lot. And it was just good to know that a lot of people who came here today all cared about how well you were going to do. I think it was just such a great atmosphere.



BELINDA DE CONNO (VET CO-ORDINATOR) - ROSTREVOR

This year the boys have been a lot more committed and the bar has been raised. They've seen it in previous years, so they know what to expect and I think they've done a really good job, and I'm very proud of them.

ALL THE ROSTREVOR BOYS ARE CONSIDERING REAL ESTATE AS A CAREER. THIS CAME ABOUT THROUGH THE COMPETITION. ALL WOULD LIKE TO DO WORK EXPERIENCE WITH A REAL ESTATE AGENCY.

KAITLIN DUELL - TORRENS ALLEY

I've loved it. It's helped with my confidence, standing in front of people talking. My teacher said I was loud enough in class and now I could be loud enough in something that needed me to be loud in.

HANNAH TUCKER - TORRENS ALLEY

I was more nervous when I was waiting in the foyer. Now I feel really relieved. I'm just glad I've done it.

DAVID EVANS - TORRENS VALLEY

Once you get into it, it's better. It's a lot easier. You sort of get into the rhythm of things.

MELISSA TIERNEY - CONCORDIA

Nerve wracking but wonderful once I got out there. It flowed really well and I'm really happy that I've done it. I've really improved in my confidence and speaking abilities. I feel really good actually?

KRISTIAN PRINS - CONCORDIA

It was a lot of fun. Lots of fun. I'm in this for fun and I had a lot of fun out there. Got a lot of laughs. I'm going to be a stand up comedian.

EDWARD GAINER - CONCORDIA

The preparation. Because we've been going for so many weeks, I knew it so much better than I thought I did. I was quite confident when I started talking. I loved it.

SIMON NICHOLAS - PEDARE

Fairly easy. They weren't prepared to bid anything high. The prep paid off. Simmo was good with us. Architecture. Still within the industry sort of. I have an interest in the industry. I'd certainly do it again.

HOLLY SHERRIFF - WILLIAM LIGHT

Really fun and exciting. I probably will go into it. I've done work experience with two auction houses. I'd like to combine auctioneering with antiques.

DANIEL ROWE - GAWLER

From the Bush!! Steve's a good teacher, better than some of the ones we've got at school. He's very thorough and it was a good experience. It's probably reinforced my public speaking. It will help at the Adelaide Show and when it comes down to doing judging. I'm thinking of trying to nick a job with Steve, actually at Landmark. He's already done work experience.

LISA-RENEE TULA - PEDARE

Definitely worthwhile. Great for public speaking and confidence.

MEGAN BLEEZE - PEDARE

I felt really relaxed because everyone was just so nice and inviting. Just sitting around with Bridget and talking before hand was really relaxing and I was looking forward to it. Just a bit of bad luck. It wasn't meant to be. ●

Tom Hector

Rostrevor College

SCHOOLS AUCTION IDOL

I'd never really thought about auctioneering as a profession but this competition has opened my eyes widely and I'm now considering going to Uni and doing a Bachelor of Business Property. ●



Kaitlin Duell

SCHOOLS AUCTION IDOL FINALIST

I've really enjoyed it. If I don't get into medicine it would be something I'd look at doing - real estate and auctioneering in particular. ●



Megan Bleeze

SCHOOLS AUCTION IDOL FINALIST

It's a different type of public speaking; it certainly gives you a different type of experience. It gives you different options. ●



Billy Mitchell

SCHOOLS AUCTION IDOL FINALIST

I'm thinking about going into real estate. I was looking at legal studies but this has kind of grabbed my attention. ●



Adam Forte

SCHOOLS AUCTION IDOL FINALIST

Before this competition, I didn't really know much about auctioneering but the competition has really opened my eyes and it's a future career path definitely. ●



Edward Gainer

SCHOOLS AUCTION IDOL FINALIST

I'd never thought about auctioneering before but it's definitely interesting. Even if I don't follow this path, it's been fantastic for public speaking and I love that, with the auctioneering competition, it's not just about giving speeches. There's much more to it than that; there's



emotional feeling and improvisation, and that's really important. And I think that's what makes it unique. ●





Messenger

COMMUNITY NEWSPAPERS

This is our 15th year of supporting the Messenger Community News - Mortgage Choice Golden Gavel awards.

While being new to Messenger, as well as the business of real estate, (despite having been a vendor and purchaser of numerous properties over the years,) I find myself looking at the industry with fresh eyes.

It is with these fresh eyes, that I was fortunate enough to have been involved in the judging process for the awards as well as the Schools Auction Idol competition.

I can say, that as a potential vendor and purchaser, it encourages me greatly to see the volume and calibre of talent coming up through the ranks as well as the strength of experienced auctioneers providing mentoring in the art of effective auctioneering. This is all about team work.

Speaking of team work, I would also like to recognise our

co-sponsor of the awards, Mortgage Choice. Over the past few months, I have personally been witness to not only the support and commitment that Mortgage Choice provides to their clients, but also the support they offer within the community.

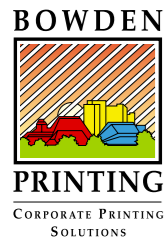
Over the next few months, you too will see the level of Mortgage Choice's commitment to the local community through your local Messenger newspaper.

In our current buyers' market, agent credibility and integrity will only become increasingly more important in the success of moving properties, along with the need for local market presence.

I thank each of you for your support for the community, and for our papers, and look forward to being able to assist you and your vendors toward successful promotional campaigns in the future. ●



Glen Kirkpatrick



Bowden Printing is proud to be in its 10th year as a Key Sponsor of the Society and pleased to once again be involved in the Messenger Community News~Mortgage Choice Golden Gavel Awards.

We would like to commend all of the various awards winners on the night with congratulations to Rod Adcock of L.J. Hooker operations on a well deserved win. Best of

luck to Rod Adcock and Paul Henry in their endeavours to bring the Australasian trophy back to Adelaide from Darwin in September. And well deserved winners in the renamed Messenger Community News~Mortgage Choice Rising Star sections to **Sharon Gray and Paul Clifford** and to **Schools Auction Idol Winner Tom Hector!** ●



Luke Bowden



First, I would like to take the opportunity to pass on congratulations to

all concerned for another very successful Golden Gavel. Each year the event seems to grow in stature and the recent introduction the Schools Idol competition has added another very exciting and innovative aspect to the event.

For our part the sponsorship has again provided us with valuable opportunities to showcase our wares which, like the golden Gavel, continues to evolve. Accordingly, in the months to come we will be able to present to your members some very new and exciting product as it makes its way into the Dealership and we look forward to doing so. ●



Paul Johnston



Connectnow is very excited and proud to be a

key sponsor of the Society of Auctioneers and Appraisers. **This our inaugural year** has been fantastic with lots of opportunities to mix and mingle with new and prospective business partners . . . Sharryn herself was excited about being involved with the Golden Gavel heats and finals.

The professionalism and enthusiasm of the competitors was a true indication of the talent South Australia possesses within the Real Estate industry.

polished performance all the way through the competition. Last but not least the winners of the Rising Star Awards, **Sharon Gray and Paul Clifford**, were most deserving winners. Congratulations to all involved.

This all culminated into the fantastic Golden Gavel Awards Gala which was a great way to celebrate the end of the very successful Golden Gavel Awards 2008.

We look forward to a long successful association with the Society for many years to come.

Connectnow is a FREE utility connection service which offers a choice of providers to your tenants, buyers and sellers. This great FREE time saving service enables your clients to connect their Electricity, Gas, Telephone, Internet, Pay TV with one phone call. We can also help with quotes on insurance, cleaning and removalist. Connectnow would like to take this opportunity to extend an offer to all Real Estate offices, any office that joins as a connectnow partner will after their first successful application receive six premium Bottles of wine delivered to the office, perfect for Friday afternoon drinks.

Please call **Sharryn Martin Business Development Manager** on 0412 899 063 for further information. ●



Sharryn Martin

Dear Garry and Wayne,
Thank you so much for your support last Friday night, I thoroughly enjoyed the night and the network of key stakeholders in the room. Well done! A great format and we look forward to continuing to support these events. ●
Scott Kessler
General Manager, connectnow.



What a fantastic day! I was fortunate enough to be a judge at the Golden Gavel finals today and I was literally blown away by the talent on display by the School Auction Idol finalists and further by the flamboyance and expertise seen in the senior category.

Let me start by congratulating the Society of Auctioneers and Appraisers, their Board and the organisers of today's fantastic event, equally to the participants, those in the heats, today's finals and of course the ultimate winners in all categories.

The Golden Gavel is an excellent example of the Society providing a pathway to excellence, particularly for the young adults in the School Auction section. This is not just about experiencing what it is like to be an auctioneer but more importantly provides a platform for our youth to learn, grow and develop life long skills such as public speaking, personal development and to build self-confidence.

It is the commitment to provide opportunities to pursue excellence which is mirrored at Mortgage Choice through the efforts of our 30 local franchise owners coupled with our national network receiving the title of Australia's Best Mortgage Broker in three of the

past four years. This common pursuit of excellence is one of the key reasons for our partnership with the Society.

Another is the transparency of our business offerings.

The ongoing legislative changes to the Auction process are centred on providing the consumer with transparency of information, opportunities and responsibilities... driving a positive and professional selling or purchasing experience.

Equally transparency has been at the foundation for Mortgage Choice not only in marketing campaigns (you might remember our transparent man) but more importantly in the experience received by our customers – education, unbiased advice and of course choice.

In a highly competitive but healthy property market and a changing and challenging finance and banking environment it is the organisations, which can continue to provide integrity, clarity and customer service that will prosper well into the future, and I firmly believe both our organisations fit this profile.

We are delighted to be here, supporting one of the Society's premier events and look forward to further building our association to provide excellence through both property purchase and its finance to all South Australians. ●



Louise Souter



REISA is particularly pleased to Sponsor the **Rising Star Category** of the Messenger Community News~Mortgage Choice Awards because we believe in encouragement and succession. **The Competition is unique** and provides those with the heart and belief a wonderful opportunity to refine their skills in a mentored and competitive environment. ●

I found the competition very enlightening. I can't say that I've ever been to forty auctions in one day but I thoroughly enjoyed it. I guess the biggest issue is - with all the new legislation – how it will impact on (auctions) moving forward. We'll be announcing the bidders' number along with the bid. I think it will be hard to get your tongue around that one! ●

Greg Troughton - REISA CEO, Judge



Robin Turner



Established 26 years ago, Adcorp is the leading Australian-owned advertising agency in Australia with offices in every mainland State and in four locations across New Zealand. The agency has dedicated property account service teams specialising in residential and commercial property marketing, who consistently deliver integrated and breakthrough property campaigns.

Our property division delivers numerous innovative and successful campaigns every day. Campaigns that encompass high-end creative brochures, targeted direct mail, impactful signage, interactive websites and strategic print advertising to a number of our blue chip clients nationally.

Some of our key clients include: **Jock Gilbert Real Estate, Colliers, Landmark, RE/MAX, Ray White, George Noicos, First National, Raine and Horne and CommercialSA.**

CAMPAIGNS FOR ALL BUDGETS

From the creation of brands, individual identities for luxury apartment residences through to the development of unique, cut-through marketing campaigns for office and industrial spaces, our campaigns for large multinational corporations and small boutique agents and developers consistently deliver measurable results, every time.

One key area of differentiation over other agencies is **Adcorp's brand and strategy methodology** which leverages the performance of creative ensuring all campaign communications are Simple, Compelling, Relevant, Unique and Measurable. This is the "checklist" by which all our property marketing and communications solutions are developed, uniquely positioning your brand against competitors. ●



Peter Grzesch



Property Enhancers would like to congratulate the winners, contestants and everybody who assisted in bringing the heats and the Gala together.

A big well-done must go to Lindsay Warner and Garry Topp for their fantastic efforts throughout the competitions.

The Team from Property Enhancers thoroughly enjoyed their involvement in both the heats and the Gala. We found the heats to be well run with the highest level of professionalism displayed. The Gala

was a wonderful evening which was beautifully presented and well put together.

Being a key sponsor to the Society has given Property Enhancers the opportunity to promote our company and expertise to our target market. We urge anybody who is thinking about becoming a sponsor **to call Garry Topp and consider the benefits that may be awaiting you and your company.** ●



Carmelo Scoleri

David Pisoni MP

SHADOW MINISTER FOR EDUCATION SPEAKING AT THE GALA DINNER

I would like to thank the Society of Auctioneers & Appraisers for inviting me to the **Messenger Community News~Mortgage Choice Golden Gavel Awards**, which of course incorporates the wonderful Schools Auction Idol Competition.

Representing well over 300 Members and employing thousands of south Australians, **with combined sales of \$3 billion a year**, the Society of Auctioneers and Appraisers is **recognized as an important and valued cog in the economic wheel**



of the South Australian economy.

With real estate, livestock, antique and fine arts, **the Society Members and their staff make a significant business and social contribution.**

As Shadow Minister for Education, Small Business and Youth, I am particularly impressed by your commitment to the Free Enterprise philosophy and our youth, shown by the Society's introduction of the School Auction Idol Competition and involvement in

the SACE. It shows a positive benefit for enterprise and education.

The partnership with education, community and the media has created an innovative contest which is sure to be of ongoing benefit to the industry and our young entrepreneurs, and will no doubt produce some confident business leaders for South Australia's future.

Once again, I thank you for the opportunity to be here this evening at this event. ●

PRINCIPAL & SALES CONSULTANT AUCTION MARKETERS

The Principal and Sales Consultant Auction Marketers Awards are made to the top 10 Principals and the top 10 Sales Consultants who market and sell the most properties utilising Auction in the preceding 12 months, collated and decided from results reported in The Advertiser and Messenger News each year in the Society's feature.

We acknowledge these high achievers and recognize their passion for the most transparent form of marketing and encourage them to continue to promote Auction as the ultimate marketing strategy to ensure that their Vendor's receive the best possible price in the shortest possible time and to enable their Vendors to negotiate from a position of strength. ●



Paul Henry

REAL ESTATE AUCTIONEER AGENCY OF THE YEAR



Paul Henry, Rod Adcock and Michael Fenn being presented by Scott Keffley and Sharryn Martin from connectnow.

As a long-standing member of the Auctioneering profession, being part of L.J. Hooker's success as "Auctioneer Agency of the Year" for the fourth time was a big thrill. Michael, Rod and I had two goals, firstly to win 'Agency of the Year' and secondly to make the Golden

Gavel final. The camaraderie amongst us is unbelievable as we spurred each other on. Our training and strong auction culture has once again paid dividends and there are more young auctioneers on the way through! 2009 our goal at L.J. Hooker is to make five in a row. ●

Lindsay Warner

SALES CONSULTANT AUCTION MARKETER

In a very competitive auction market it is with a great deal of satisfaction I made the top 10 for Auction Listing sales consultant in 2008. To be named the Number 1 auction listing consultant for South Australia was very much a surprise however my simple thoughts on real estate is that selling by auction is the most effective and best performing manner of selling Real Estate. Vendors may initially be nervous of the process but **with an informed education process they soon**



Bridget van Heurck, Lindsay Warner, Carmelo Scoleri and Wayne Johnson

believe it is the way to go. An auction campaign will do one of two things: **It either sells the home cash unconditional in a very short times or it assists very quickly in determining what a home is really worth.** I look forward to listing many more homes for sale by auction into the future irrespective of legislative chances or economic climate. ●

Michael Fenn

L.J. HOOKER GREENWITH

To win the Auction Agency for the fourth year in a row shows that we, L.J. Hooker, are doing something right. **With the addition of our strong novice auctioneers** coming through, and a dedicated auction group, it is proving that we are leading the way with the auction method of sale. Personally, it was another excellent experience to compete in the Golden Gavel Finals but to compete and share success with two other L.J. Hooker auctioneers only added to the experience. It is fantastic to see L.J. Hooker well represented in Rod Adcock and Paul Henry at the forthcoming Australasian Senior Auctioneering Championships and I am sure that the company aim will be to make it five in a row "Auctioneer Agency of the Year" in 2009! ●

Rod Adcock

STATE MANAGER L.J. HOOKER SA/NT OPERATIONS

The personal satisfaction of winning the 2008 Messenger Community News~Mortgage Choice Golden Gavel was matched by being part of the L.J. Hooker Team to 'pull off' our fourth successive "Auctioneer Agency of the Year" Award. The leverage that this award gives our group in the marketplace is significant and a huge point of difference when our guys are conducting listing presentations. **Congratulations go to my other team members Paul Henry and Michael Fenn** for not only making the Senior Golden Gavel Finals but for contributing so brilliantly to our Team's win. ●

Peter Kiritsis

PRINCIPAL AUCTION MARKETER OF THE YEAR

It was a great honour to receive the award once again. A back-to-back win is always exciting in anything that we do. If you are passionate about auctions and believe in systems and processes its not hard to make your Vendors aware that it's the best method to realize a premium price. ●

Joe Ienco

PRESIDENT'S AWARD FOR ADVANCING THE PROFESSION



Luke Bowden, Joe Ienco, Paul Johnston and Wayne Johnson

I am writing a few words to express my heartfelt gratitude for the Award that was presented to me at the Society of Auctioneers & Appraisers S.A. Inc. Golden Gavel Awards Dinner on 30th May 2008, being the President's Award for Distinction for Advancing The Profession of Auctioneers & Appraisers. May I say it was a real surprise and certainly unexpected.

The proposed changes to the legislation for the Real Estate Industry and in particular the effects on the auction process were really going to cause problems for the industry, unless we put our views forward.

I contacted Garry Topp, who is always readily available to take a call, to discuss my concerns as a Member of the Society of Auctioneers & Appraisers and the way that we could possibly address them by meeting with various Members of Parliament. We organised several meetings with the Shadow Minister Terri Stephens, Nick Xenophon and Dennis Hood for the Society to present our views and submissions.

I feel privileged and honoured to have been able to assist and work with such professionals and icons of the Real

Estate Industry such as Brett Roenfeldt, Lindsay Warner and our CEO Garry Topp in meeting and placing submissions to the various Members of Parliament so they could better understand the Real Estate Industry and the Auction Process and other goods, which has been an effective way of doing business since 1836 the settlement date here in South Australia.

The way that the submissions were prepared and presented by the Society of Auctioneers headed by Garry Topp and the delegation is to be admired by all, we as members are very fortunate to have people of such calibre to act on our behalf.

Those submissions placed on our behalf were fully implemented within the changes of the new legislation.

I would like to thank the above members for allowing me to be part of their delegation and giving me the opportunity of working with them. A special mention goes to Garry Topp our CEO for the thoughtfulness of offering me this award, which is greatly appreciated with the warmest of thanks.

Joe Ienco ●



Peter Kiritsis



An enjoyable experience...



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Paul Clifford

Elders, Kangaroo Island

RISING STAR AWARD

It is a great honour to win the **Rising Star category of the Messenger Community News~Mortgage Choice Golden Gavel Awards 2008**. Thank you Garry Topp, Lindsay Warner and the rest of the team at the Society plus all of the Sponsors for putting on a fantastic competition. **A fantastic competition** but a very daunting one; I was surprised at how intimidating it is trying to sell a property in front of a panel of judges and peers. As difficult as it was, it was certainly a great learning experience and that's what it is all about – learning and hopefully becoming a better exponent at auctioneering.

On a personal level I would also like to thank **Peter Taylor, our State Manager**, for getting me involved in the Real Estate industry some 2½ years ago, my offsider Colin Hopkins and Steve Davidson for getting behind me and being very supportive when I decided I should get involved in auctioneering. One of the big problems with life on Kangaroo Island is not being exposed to enough auctioneering and seeing enough auctions to improve your performance. In the last 12 months I have done a couple of long drives from the Island to Jamestown to sell a few pens of sheep to get some type of experience and exposure selling in front of crowds (thanks Andrew Bastion for being brave enough to let me have a crack). On occasional trips to Adelaide where my

wife and kids would be thinking a break from real estate was on the cards – it always means getting in the car driving around **watching the good guys like Brett Roenfeldt, Jono Moore, Phil Harris, Paul Henry and Lindsay Warner in action**, which I'm sure must drive them mad!

I believe auctioneering is a great skill to have but thought it was a bit of a dying art in our company through retirements etc, but it certainly seems to be **having a revival with plenty of young, and not so young guys like myself, getting involved in the industry**. This type of competition is certainly helping this revival by encouraging the less experienced auctioneers to get out of their comfort zones, be judged and improve the way they go about their jobs.

We are the only agency on Kangaroo Island that does their own auctions, which we think is an advantage, and so it is important to us to constantly strive to improve how we do it. **Winning this competition will be a big boost to the confidence** – I feel I have hopefully earned the right to be out the front of an audience successfully auctioning and selling with skill and control.

Reluctant at first about entering. I am obviously glad I did and now hope do enough auctions in the future to warrant entering the 'open' one day and doing that category justice. ●



Paul Clifford, Elders Ltd

AUSTRALASIAN JUDGE



Golden Gavel Friday was a resounding success and it was a delight to be involved in such a well-organised, well-patronized series of events. You have built a tradition of quality and excellence, where previous winners are revered, and where the fellowship and kindred spirit of contestants is obvious. It is the elevating of our craft to this level of overall performance, which will ensure its longevity.

Your finalists were a credit to their industry and the winners are sure to make their presence felt in Darwin in September. The Auction Idol concept was staggeringly successful – do you have a patent on this? Congratulations again." ●

Mark Sumich - Judge



2008 Rising Stars

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Sharon Gray

Jock Gilbert Real Estate

RISING STAR AWARD



Tracy Lethbridge, Joe Ianco, Sharon Gray, Garry Topp and Leo Redden

The Messenger Community News~Golden Gavel Golden Gavel competition is one of the best ways to challenge yourself in the auction arena and be judged by your peers. **It is nerve racking, completely terrifying and unbelievably exhilarating - when it's over.**

I decided to enter this year, because basically **I am a competition junkie** and couldn't help myself. **Having represented Australia at the World Cup** in touch football, and facing off against six enormous Mauri women I can confidently report that irrespective of your training and experience that standing alone, centre stage, with six pairs of highly regarded industry experts judging every word and every movement is extremely daunting. **I'd prefer to play against those Kiwi's any day!**

With my script prepared and rehearsed so much that my family of bidders knew it off by heart, I took to the stage and gave it a go. **Some of the judges seemed quite receptive** and even encouraging; some of the judges were so granite faced and stern that I tried not to look at them in case I too turned to stone! **And then the bidding starts and so does the fun!** The hammer comes down, it's

over and the sense of achievement for just having taken part is overwhelming. **It is truly a rewarding experience that makes any regular auction feel like a walk in the park.** Whether you win or not the competition enhances your skills and I would recommend anyone serious about adding the Auctioneering string to their bow to jump in with both feet. ●

Sharon Gray

SHARE YOUR SUCCESS

For those of you that don't know, the Messenger Home Buyers Guide publish a weekly article of all auction results.

If you have had a successful auction and want to let the public know then fax the details to the Auction Results 24 hours fax line 8341 2093.

As well as getting some free publicity this will also help us to promote the auction method of sale. ●



Real Estate Legislation Conferences

In July the Society jointly with REISA and OCBA convened a series of conferences at AAMI Stadium in Adelaide and at Murray Bridge, the South East, Port Lincoln, Victor Harbor, Berri and Port Pirie where some 2500 Practitioners attended to receive first hand instructions on how to best handle the requirements of the (Real Estate Industry Reform) Act 2007.

The delegates were told that this **Legislation is the most significant** change in Real Estate Legislation since the introduction of the Cooling off Legislation 20 years ago. **We all thought Cooling off would be the end of Real Estate sales**, but the opposite happened and Cooling off strengthened the contract and made it virtually impossible to rescind once the cooling off period had expired.

The new legislation has one major benefit. The Society and the Real Estate Institute are now genuinely working together for the benefit of the entire industry. **We have released jointly badged documents for use by all Society and REISA Members including:**

- Best Practise Procedures
- Public Auction of Real Property - Terms and Conditions
- Vendor reserve and instructions
- Auction Record
- Authority to act as an Auctioneer
- Proxy Bidders Authority
- Bidder Registration Forms

This came about as a result of a working party set up 2 years ago with 3 Members each from the Society and Real Estate Institute **called the Auction Task Force.** **The most significant aspect** of the new legislation is that we will have to live with the stringent requirements of for price range advertising. **John Rau** once said he believed there are two ways Real estate should be sold namely 1. Fixed Price 2. Auction. **He may well get his wish! With the 110% above the vendors lowest price** a student will be able to calculate the vendor's bottom line, so we envisage most agents wont include a price guide; as if it is used it will disclose the reserve price. **As a result we envisage a massive resurgence** in the popularity of auction. **The legislation evolved** out of one complaint received by John Rau in 2002. **On behalf of the**



Society, Brett Roenfeldt, Richard Thwaites and Lindsay Warner attended Parliament house making numerous submissions to both houses, we were represented on various Working Parties where virtually all of our concerns were conceded. I would like to **pay tribute to our immediate Past President Colin Hocking** who was personally responsible for getting some concessions that we did like still being able to retain vendors bids even though they are now limited to three. **Colin personally wrote suggested amendments** in parliamentary format. **The document we submitted** was tabled in both houses of Parliament exactly as it was submitted by us and

was accepted with the Government's amendments. Also I'd like to **pay tribute to another one of our Members, Joe Ianco** who was our introduction into both houses of Parliament where he secured appointments especially in the **Upper House**, where he personally organised meetings with delegates from the Society to meet with **Dennis Hood** Family First Party, **Nick Xenophon, Terry Stevens** Liberal Party Upper House and **David Ridgeway** Leader of the Legislative Council. **The Auction Task Group** will keep all Members informed of any clarifications or updates in matters of Auction. ●

Garry Topp FSAA (Life)

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Woah! What an amazing car to experience!



Space age technology and I don't know if you can describe a car as friendly but this one is. As the driver approaches the state of the art **LS460** (world car of the year 2007) the car senses you are close, turns on the lights and you simply touch the door handle to have it all unlock! Once behind the wheel, in plush leather seats, **embraced with the most amazing technology**, surrounded by wood grain, you only have to touch a button and the engine starts.

The incredibly smooth ride is **whisper quiet until you crank up the Mark LEVINSON 19 speaker sound system** unless you want to get into the back and watch a DVD on the retractable LCD screen. Then while driving, you have the option of setting the **radar controlled active cruise control** which accelerates and then keeps at a safe distance behind the car in front.

Now for parking, all you need to do is engage the intelligent parking assist with ten



parking sensors, **the car parks itself and you can watch in the review camera.**

I drove this car for three days and even though I turned my phone off Paul Johnston found me somehow and made me give it back.

If you want to experience what it feels like **to drive to work in your home cinema surrounded by opulent luxury**, protected with ten SRS airbags and the Vehicle Dynamics Integrated Management system, call **Paul Johnston at Lexus 8177 8000.** ●

Garry Topp FSAA (Life) Chief Executive Officer

LIVESTOCK AUCTIONEERS

The **Society of Auctioneers & Appraisers (SA) Inc.** is the professional body representing Practitioners in the specialist fields of Auctioneering and Appraising in South Australia.

Presenting the 2008 Messenger Community News~Mortgage Choice Golden Gavel Awards & School's Auction Idol Competition for all Auctioneers

- ▣ Supporting the SA Junior Heifer Expo
- ▣ Providing Nationally Accredited Training and support for all Auctioneers
- ▣ Supporting excellence in vocational and technical education by introducing the fantastic profession of Auctioneering to students.

See the Society's Web page Auctioneers.com.au

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Auction School

SIX BUDDING AUCTIONEERS HIT THE STREETS

The **Society of Auctioneers and Appraisers (SA) Inc.** continues to set bench marks with the Two Day Real Estate Auction School. Society trainer Rod Adcock FSAA is continually impressed with the commitment and foresight of these **high achievers who have a genuine desire to become the best of best!**

The Two Day Auction School is the only course in the Australia and New Zealand to **fast track performances** where in some instances **from zero experience to become a complement auctioneer** at the end of day 2 is very evident! The auctioneers are challenged by the performing several auctions in front of the group, where they perform

they auction initially in segments, then by the end of day 2 they all complete a full performance as they would in real



life. Each step of the way is videoed and critiqued such that **improvement takes place and the performance get better and better.**

The purpose of the video is for the participants **to evaluate and self critique** to refine their presentation to the point where the confidence improves. The Two Day Workshop is specially design **to bring out each participant's personality and natural ability** and to exentuate their individual personality into their auction delivery. Participants in the Workshop included **Mark Egan, Luke Leedham, Harvey Brown, Adrian Coleman, Andrew Vincent and Steven Wake.**

Note: This Workshop is a Nationally Accredited Course. For bookings for the next one, please call CEO, Garry Topp 8372 7830. ●

The most innocent of intents

Just a quick note telling a little yarn that I thought might bring a smile to your face.

On 10th June 2008 I conducted an auction of a **little lifestyle block of 27 acres including an old house and a large amount of historic goodies** spread all over the property (JUNK).

As I started the auction I gave a detailed description of the lifestyle property and it's close proximity to Mount Gambier. As I was halfway through this spiel it came to me **I just used two or three things from the Schools Auction Idol competition.** I continued on to offer the property with an opening bid from the crowd at \$180,000. We rose in \$20,000 rises to \$240,000 and it was then I found myself using another one of the Schools Auction Idol sayings when convincing the second bidder to take another \$10,000 and see how he fairs. We continued on until \$296,000, where at this point in time I suggested the gentleman broke the trend of \$2,000 rises and round it up to \$300,000 and he would be in the box seat.

Nearing the end of the auction, which as you can see was full of spirited bidding, we were at \$316,000 and the second bidder had declared he was out. This is when

I pulled my final Schools Auction Idol trick. I turned back to the original bidder who had pulled out with a great amount of disgust and was clearly not happy with the property going above his limit of \$240,000 and asked him in comical fashion if he would like another one. Well, the crowd were very amused and even the gentleman in question **had a good laugh and seemed to leave the auction in a lot better mood.**



Ben Finch MSAA

The final part of this story happened to me as one of the bidders in the Schools Auction Idol when a young gentleman turned to me after not bidding for \$100,000 or so and was hell bent on getting me to have another. At the time I laughed and thought **"You would never approach it that way in a real auction"** but it just proves with a little manipulation of the situation some of your best tricks can come from the most innocent of intents.

Thank you and regards ●

Ben Finch MSAA
Branch Manager, Elders Ltd
Millicent (Bidder in the Schools Auction Idol Competition)



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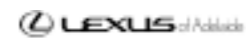
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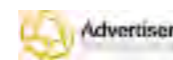
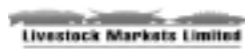
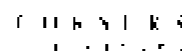
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*Source: HILDA Survey Annual Report 2003. Melbourne Institute of Applied Economic and Social Research - University Of Melbourne. †Morgan Readership Survey: March 2008

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