



Introducing 2009 President Mark Forde



Mark Forde



Oren Klemich

It is with great honour that I accept the very challenging role of being President of your Society for the next 12 months. In particular I would like to welcome **Oren Klemich** who brings with him a huge amount of experience and knowledge of the local market and re-affirm the wonderful contribution that existing board members have made and will continue to make – namely **Wally Karpuik, Sharon Gray, Andy Edwards.**

I would also like to thank **Lindsay Warner** for

again accepting the very important role of **Messenger Community News~Mortgage Choice Golden Gavel Trustee** and give praise to the effort and passion given and shown by our erstwhile CEO, **Garry Topp.**

This is a very important and testing time for real estate professionals as we embrace legislative change and the many challenges of a slowdown in the market and a drop in consumer confidence.

The three main issues, as I see it are:

1. To really *promote the very real advantages of auction in this market.*
2. To further *build and develop our strong relationship with the Real Estate Institute to present as a united voice to Government and the public at large.*

3. To ensure that we have a **strong position to lobby Government** in regard to legislative reform.

In closing I would like to give a very special thanks to our sponsors and for their ongoing support this year, namely:

Major Sponsors, **Mortgage Choice and Messenger Community News**, Key Sponsors, **Property Enhancers, Lexus of Adelaide, Bowden Printing, Connect Now and Adcorp** and other supporters, **Kirrihill Wines, Lawsoft and Corsers Solicitors.** I will advise our strategies and plans for all members, Real Estate, General & Livestock, Auctioneers & Appraisers after our Strategic planning meeting next month. ●

MARK FORDE MSAA PRESIDENT

Real Estate Auction School A Hit!

After a gruelling two days of "information overload" and auction performances, **six more new 'Auctioneers' emerged** from SAA's September Auction School.

At the completion of day 2 the students were required to conduct an entire auction to satisfy the requirements of the New Real Estate Legislation **PRDRE 26A**

for Registration as an Auctioneer. We are thrilled to say that all performances were excellent.

Joint Trainers **Brett Roenfeldt and Rod Adcock** are delighted to continually experience the commitment from every group of students that attend the two day school, and **relish the opportunity to impart their vast skills** as practising

Auctioneers and multiple 'Messenger Community News~Mortgage Choice Golden Gavel' winners.

For a seat in the next Auction School contact CEO Gary Topp: 8372 7830 or society@auctioneers.com.au ●



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Livestock – Our future is in good hands Junior Livestock Auctioneers



In July this year 150 participants aged 18-23 from all over the world took part in the 24th South Australian Junior Heifer Expo held at the Showgrounds under the guidance of long standing Society Member Ben Finch, Branch Manager for Elders Millicent. Ben ran an intensive one hour auction course teaching the basics of Auctioneering as part of an overall program covering all aspects of agriculture.

The Society of Auctioneers & Appraisers (SA) Inc., through Board Members Andy Edwards and Steve Redden, sponsored the event with the top 8 performers being awarded a free one day Intensive Livestock Auctioneering Workshop run by Society Nationally Accredited Trainers, Brett Roenfeldt and Garry Topp with special critique Livestock Judge, Ben Finch.

The day arrived, Monday 30 September, the students arrived not knowing what lay ahead, (2 girls and 3 boys). They were Rebecca Pueker, 14, Mt Gambier SA; Jake Taylor, 16, Coleraine Victoria; Jake Phillips, 20, Torrensville, SA; Steven Olgive, 16, Kingston SA; and Kashana Lewis, 19, Longerong VIC.

Society Trainers Brett and Garry saw

an amazing transformation as the day progressed with some outstanding and truly sensational performances from our future industry leaders. They all learnt lifetime skills in public speaking, posture, and warm up exercises and were given instructions on clarity, strength and voice projection, phrasing, grammar, pronunciation, rhythm, expressions, style and body language and were taken through the process of all segments of an auction. We have never seen a group of eager students take the challenge and perform to such a high standard in such a short time.

They all performed their auctions in modules, then after lunch the auctions were presented in their entirety under the careful eye of critique judge, Ben Finch, who offered them some valuable insight into auctioneering. At the end of the day the five exhausted students provided the following feedback to the presenters when asked, "What did you like about today's Workshop?:"

- I enjoyed being taught something and then given the opportunity to put it into practice

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The Elliott Ness of Law Enforcement in South Australia

What a sensational breakfast! Stephen Pallaras QC

On Wednesday 15th October Society Members and Sponsors had the unique opportunity of hearing from undoubtedly the highest profile speaker we have ever had. When we arrived for breakfast at our favourite venue, The Next Generation at Memorial Drive our 2008/9 President Mark Forde MSAA gave the opening address, Lindsay Warner highlighted new initiatives for the 2009 Messenger Community News~Mortgage Choice Golden Gavel and School's Auction Idol and then it was time for Stephen Pallaras QC, the Director of Public Prosecutions in SA.

The role of DPP has many challenges in view of the constant media scrutiny and

sensationalism and the resulting public opinion which is invariably not based on the facts of the case. Stephen Pallaras is a man who is not afraid to give a personal opinion and the clarity and detail that he outlined demonstrated how the legal system is challenged in South Australia.

As a result of a question from the floor, Mr Pallaras outlined insurmountable delays in cases and offered suggestions as to how to alleviate the lengthy delays. Apparently in SA, the Prosecution must disclose all evidence to the Defence prior to proceeding where there is not duty to disclose from the Defendant's Lawyers. This results in the Prosecution having to secure sometimes hundreds of witnesses so they are all in court on the chance they will be called by the Defence to give evidence.



Mark Forde, Stephen Pallaras, Lindsay Warner and Michael Brock

President Mark Forde concluded in his closing that we all saw first hand how the current DPP is a very honourable person in a very controversial position and is constantly under the media spotlight. Mr Pallaras proved to be the best Speaker we have seen evidenced by the frank and open responses to the many questions put to him at the Breakfast and on behalf of all who attended we thank Stephen Pallaras for one of the most memorable Society events ever. ●

Members, Sponsors and Guests socialising at the AGM Cocktail Party



Real Estate Auctioneers Compliance for Registration as an Auctioneer

Last opportunity to qualify for Registration – 21st November to be held in the Society Boardroom, 1st Floor, 8 Greenhill Road, WAYVILLE SA 5034.

To be compliant under the Real Estate Industry Reform Act, proof of attainment of PRDRE26A, Conduct Property for sale by Public Auction a unit of PRDRE40101 Certificate IV in Property (Real Estate) is required. We will convene the last workshop in time to comply for registration on 21st November. All Real Estate Auctioneers without this Qualification must attend this Workshop to facilitate registration. Booking form on the Society's Webpage auctioneers.com.au ●



Real Estate Auction Current Compliant Conditions of Sale

Society of Auctioneers and Appraisers Pinboard

Not only are these pinboards a great innovation to enable you to display the mandatory Auction conditions, you could also use them for many other displays.

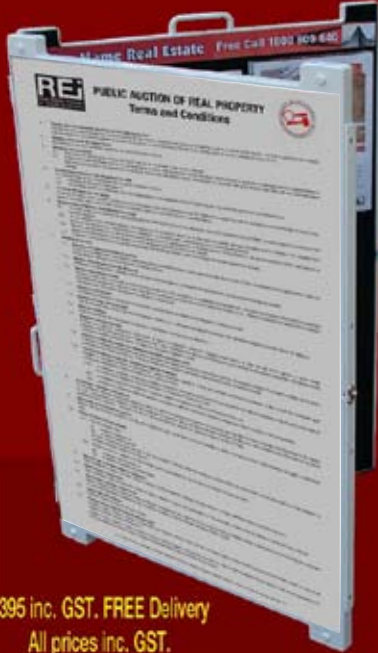
Here are a few suggestions:

- The Section 32 Statement
- Leasing Contracts
- Privacy Notices
- Information about your Finance and Insurance specials
- Other properties available for lease

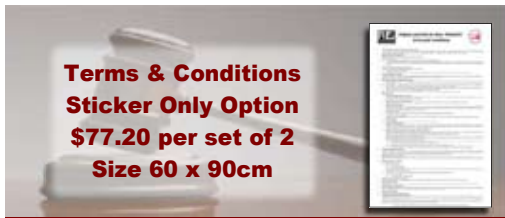
The unique properties of the board that allow you to use both Velcro pads and pins mean that it is easy to swap these notices around any time.

Also ideal for the smaller office where you don't want to spend a lot on purchasing many different boards, yet still have a classic and elegant display board to promote your Agency's image.

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the sign achievers use

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Society of Auctioneers and Appraisers (SA) Endurosign Pinboard + FREE Cover + FREE Delivery

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- variation in Presenters
- the Educators are leaders and very easy to learn from
- well organised
- their encouragement and confidence boosting was inspirational, the passion and dedication was fantastic, the content was very relevant, overall rating 5/5

When asked "What skills did you learn?" some responses were:

- projecting without shouting
- looking after the vocals
- breathing
- slow down and speak clearly
- everyone gets nerves.

The Society has a burning desire to increase the professional standards of all Auctioneers and is proud to be associated with these high achievers who have risen to the occasion and will take these newly acquired skills with them into their promising careers. ●

Auction Update

by ALAN WALKER



A very successful auction was performed by Alan Walker Friday 26th September. There were 21 registered bidders, the government value was \$215,000 and the property sold for \$295,000. In excess of 100 people were in attendance. ●

Email Request



As best practice we request that emails display your name and company i.e. Garry Topp (Society of Auctioneers & Appraisers (SA) Inc. The Society's

office can receive hundreds of emails every day and when most are received from a girl's name or from reception, southern office etc. it is virtually impossible to find emails from members once they have been received. Companies seem to set up their emails to suit their office configuration and forget the same name appears as sender when someone else receives it. ●

Garry Topp FSAA (Life)
CEO

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