3 DAY REAL ESTATE AUCTION ACADEMY

Including New Nationally Accredited Auction Training Module CPPDSM4004A

PRESENTED BY THE SOCIETY OF AUCTIONEERS & APPRAISERS (S.A.) INC IN ASSOCIATION WITH THE REAL ESTATE INSTITUTE OF SOUTH AUSTRALIA

Presented by Nationally Accredited Trainers Brett Roenfeldt, Lindsay Warner and Garry Topp

This is the only Training Package available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

**Prior registration as a Sales Representative or Agent is a pre-requisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).*

This three-day academy is designed for novice real estate auctioneers or experienced auctioneers wishing to hone their delivery skills and fine tune their performances. It is packed with stimulating activities designed to develop your own unique personal style, and presentation, to give you the winning edge.

- **Cultivate your potential as a confident Auctioneer**
- **Inspire trust** in your bidders
- **Learn vocal techniques** to capture audience attention
- **Motivate, persuade and relate** to your audience with vital performance and acting skills
- **Build excitement** in your presentation
- **Find your own unique style** and identity
- **Get focused** on producing a powerful Auction performance

You will receive specific training on:

- ✓ Delivery Techniques
- ✓ How to design your open and welcome
- ✓ What Conditions of Sale to highlight
- ✓ How to comply with the Code of Conduct
- ✓ How to utilize Best Practice Procedures
- ✓ The Five Ps of Perfect Presentation
- ✓ Auction Documentation
- ✓ Voice Projection
- ✓ Body Language
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ Answering questions
- ✓ All Legislative Requirements
- ✓ Closing

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a panel of three qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

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.

Dates:	Tuesday 27th, Wednesday 28th and Thursday 29th October 2009
Time:	9am – 5pm each day
Venue:	Arkaba Hotel Training Room 150 Glen Osmond Road, Fullarton
Cost:	members $770 non-members $990

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