REGIONAL REAL ESTATE
NARACOORTE

MOTIVATIONAL, FINANCE & DOCUMENTATION WORKSHOP
FOR ALL REAL ESTATE SALES CONSULTANTS & SUPPORT STAFF

Competition of Agency and Forms 1 & 2

Success Strategies in a changing market

The current finance market – what's happening

Clearing sales – new legislation

Date: Tuesday 18th August 2009

Time: 9am for 9.30am start concludes 1.30pm

Venue: Settlers Café and Function Rooms
86 Gordon Street
Naracoorte

Cost: members $66 each;
non-members $88 each

BOOKINGS CLOSE
TUESDAY 11TH AUGUST

PRESENTED BY:

Brett Roenfeldt
BR Auctioneer
- How to actively schedule and deliver goals
- How to improve your professional fee
- Better ways to collect vendor paid advertising
- Maximise the marketing spend
- Sell 40% of your listings in 21 days
- Promoting yourself and building a network
- Creating and servicing a data base
- What to expect in 2010

Tim Blackmore
Mortgage Choice
- Lender turn-around times
- Current valuation policy, LVRs, savings
- Rates and products
- First home buyers
- Country pre-qualification and assessment
- How to vastly improve settlement times
- Pitfalls in the current market

Chris Gill
Corsers Solicitors
- Statutory New Look Form 1
- New compliance issues
- How to comply!
- Completion of documents
- Legislative misconceptions
- Common errors
- Market appraisal and advertising range
- Environmental protection
- Pitfalls, common mistakes

Garry Topp
Society of Auctioneers & Appraisers
- Clearing sales
- New legislation
- Update best practice
- Items illegal or unadvisable to sell
- Existing legislation - how to best comply
- Brief overview of general auction practice
- Best practice procedures

BRETT ROENFELDT

TIM BLACKMORE

CHRIS GILL

GARRY TOPP

Credit Card Authority for Expenses: TAX INVOICE: ABN: 82 885 149 245

Credit Card Type: ☐ Visa ☐ Amex ☐ Mastercard ☐ BankCard ☐ Diners Club

Card No. _____ Expiry Date_____/_____

Cardholder's Name _____ Signature _____

Names Attending _____

Non members please advise: Address _____

Ph_____ Fax_____ Email_____

Please post with cheque or fax to: Society of Auctioneers & Appraisers (SA) Inc. Facsimile (08) 8272 7545. Telephone (08) 8372 7830. 8 Greenhill Road, Wayville SA 5034

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