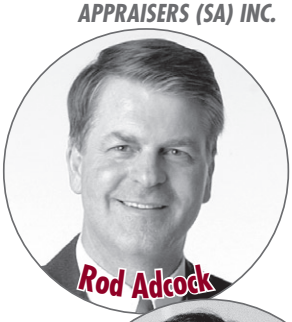
PRD RE 26A

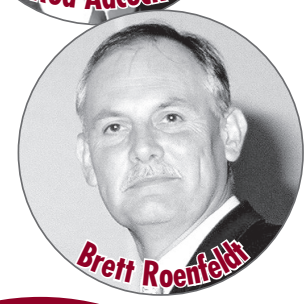
# CONDUCT PROPERTY SALE BY AUCTION
# REAL ESTATE AUCTION SCHOOL

**Nationaly accredited Course in association with the Housing Industry Association**

SOCIETY OF AUCTIONEERS AND APPRAISERS S.A. INC.

*EXCLUSIVE TRAINERS TO THE SOCIETY OF AUCTIONEERS & APPRAISERS (SA) INC.*




## For Real Estate Auctioneers:

### A dynamic, innovative specialist auctioneers skills workshop.

This two-day workshop 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
- ✓ Closing
- ✓ Voice Projection
- ✓ Body Language
- ✓ Taking the Bids
- ✓ Crowd Control
- ✓ Answering questions

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

*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:**
Thursday, 17th &
Friday, 18th April 2008

**Time:** 9am - 5pm

**Venue:**
Alma Tavern, 66 Magill Road, Norwood

**Cost:** members $499
non-members $594

***Limited to 6 participants only***
***Please book early***

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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