

SELL 49% OF YOUR LISTINGS IN 21 DAYS

AUCTION ACTION WORKSHOP

AUCTION PUTS THE FOCUS ON THE PROPERTY AND AGENT



Why do the top echelon of Sales Consultants use auction?

Why are Auctions booming in Victoria in these supposed tough times?

Why aren't you using Auction as your point of difference in the market right now?

If you are not offering Auction you are doing your vendors a disservice!

We can show you:

- Auction is all about process
- We can demonstrate the processes for you to implement to ensure you have the best opportunity to sell your listings under 40 days

We can show you a system where you can:

- Sell 49% of your listings in 21 days
- Sell 87% of your listings in 40 days

Pricing is critical – Auction provides the process to achieve the result!

Look at the process and drastically reduce your days on the market – its easy!

GUEST SPEAKERS:

Jon Moore

Should you remain silent on price or should you quote a price range? Why elite sales performers embrace auction.

Phil Harris

Listing presentation – How to sell auction as a marketing process

Brett Roenfeldt

Auction is all about the process of getting your Vendors to where the market is within 3 weeks, Brett will explain the process, set the scene – the do's and don'ts.

Phil Rogers

Promoting yourself and building a network and creating and servicing a data base around Auction.

Sandra Berry

A brand new agency promoting auction in a supposed non-auction area and winning the business.



SANDRA BERRY



JON MOORE



PHIL HARRIS



PHIL ROGERS



BRETT ROENFELDT

Date: Friday, 8 May 2009

Time: 8.30am for 8.45am start concludes 11.45am

Venue: HIA, corner Port Road & Station Place, Hindmarsh (opposite Entertainment Centre)

Cost: members \$33 each; non-members \$44 each

ALL SALES CONSULTANTS SHOULD ATTEND AND LEARN THE SECRETS OF SUCCESS FROM THESE INDUSTRY LEADERS

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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