THE BEST OF THE BEST

REAL ESTATE AUCTION ACADEMY ONE DAY FINISHING WORKSHOP

SOCIETY OF AUCTIONEERS AND APPRAISERS S.A. INC.

For Real Estate Auctioneers who have completed the Society of Auctioneers & Appraisers (SA) Inc. Conduct Property Sale by Auction (PD RE 26A) or the 3 Day Real Estate Auction Academy CPPDS-M4004A and all high profile Society Auctioneers

Date:
Friday 23rd October 2009
9am - 5pm

Venue:
Arkaba Hotel
Training Rooms
150 Glen Osmond Road
Fullarton

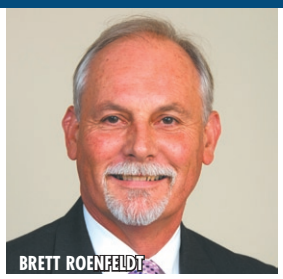
Cost:
members $395 each
non-members $495

Morning Tea, Lunch and Afternoon Tea Included

Bookings close Friday 16th October 2009

This one-day intensive and exclusive workshop is designed to fine tune your performance in the pursuit of excellence. Be prepared to challenge yourself and your performance and work outside your comfort zone to deliver the ultimate auction performance.

PRESENTED BY MULTI AWARD WINNING AND NATIONALLY ACCREDITED TRAINERS BRETT ROENFELDT AND GARRY TOPP



- Develop your own unique style to create a powerful inspiring presentation
- Use of body language to convey your message
- Master techniques to inspire trust in your bidders
- Learn engaging vocal techniques to create light and shade in your presentation to capture your audience's attention
- Find out how the power of pause can create a dramatic impression with your audience
- Master the art of empathy within your audience and the Auction Property
- Learn the skills of story telling to convey a personal message that will emotionally connect with your buyers
- Develop your Auction script to create an engaging personal script that will maximise your presentation and performance skills
- Enhance your acting skills and learn the showmanship of a true professional to highlight the theatre of Auction
- Learn advance bidding techniques that ensure you maximise results for your Vendor and become an Auctioneer that is very effective in the marketplace building your credibility, passion and reputation

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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