



DISPEL THE MYTHS

CBS WORKSHOP

Ensure your office fully complies with legislation in all aspects of agency and pricing

CHAired BY SOCIETY TRAINER CHRIS GILL, WITH CBS AUTHORISED OFFICERS PAUL BERTRAM AND DAVID SEDGWICK FROM CONSUMER & BUSINESS SERVICES (COMPLIANCE & ENFORCEMENT OPERATIONS)

- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Get guidance from CBS on these issues and hear first-hand what issues Authorised Officers are looking for when they carry out an audit.

Tuesday 5th December 2017
8:30am for 9am start to 11.30am

Osmond Room
The Arkaba Hotel
150 Glen Osmond Road
Fullarton

Members and employees \$55 (groups of 5 or more \$44)
Non members are invited to join in order to attend.

BOOK BY THURSDAY 30 NOVEMBER

Please ensure all sales staff and support staff attend this workshop.

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