

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 OFFICER 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.

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

Thursday 8th March 2018
9am for 9.30am start
to 11.30am

Port Lincoln Hotel
1 Lincoln Highway
Port Lincoln

Members and employees \$44
(groups of 3 or more from
the same office \$33)
Non members are invited to
join in order to attend.

BOOK BY
FRIDAY 23rd FEBRUARY 2018

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