

THE BEST OF THE BEST REAL ESTATE AUCTION ACADEMY ONE DAY FINISHING WORKSHOP OF EXCELLENCE



For Real Estate Auctioneers who have completed the Society of Auctioneers & Appraisers (SA) Inc. 3 Day Real Estate Auction Academy CPPDS-M4004A and all high profile Society Auctioneers

Date:
Friday
26th November 2010
9am - 5pm

Venue:
Arkaba Hotel
Osmond Room
150 Glen Osmond Road
Fullarton

Cost:
members \$440 each
non-members \$595

*Morning Tea, Lunch and
Afternoon Tea Included*

*Bookings close
Friday 12th
November 2010*

**BOOK NOW TO
SECURE YOUR
PLACE!**

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.

- › **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

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



BRETT ROENFELDT



GARRY TOPP

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

MAJOR SPONSORS:



KEY SPONSORS:



ALSO SUPPORTED BY:

