



2 DAY AUCTIONEERS LICENCE WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A (Conduct Auction)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by four times News Australia SA-BankSA Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 15,000 Real Estate Auctions in South Australia

Presented by the Society of Auctioneers & Appraisers (SA) Inc. in association with the Real Estate Institute of South Australia



This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

***Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a pre-requisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current Legislation).**

This two-day academy is designed for novice real estate auctioneers or experienced auctioneers wishing to hone their delivery skills and fine tune their performances. It is packed with stimulating activities designed to develop your own unique personal style, and presentation, to give you the winning edge.

- Cultivate your potential as a confident Auctioneer
- Inspire trust in your bidders
- Learn vocal techniques to capture audience attention
- Motivate, persuade and relate to your audience with vital performance and acting skills
- Build excitement in your presentation
- Find your own unique style and identity
- Get focused on producing a powerful Auction performance

You will receive specific training on:

- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative Requirements
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a panel of two qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

For further information about this dynamic program talk to the presenters personally: **Brett Roenfeldt 0411 180 960 or Garry Topp 8372 7830**

DATES & TIMES:

Thursday 7th August 2014
8am for 8.30am start, finish 6.30pm
Friday 8th August 2014
8am for 8.30am start, finish 5.30pm

VENUE:

Osmond Road, Arkaba Hotel
150 Glen Osmond Road, Fullarton
Accommodation: 8338 1100

COST:

members \$880; non-members \$1,100

CLOSING DATE:

Friday 25th July 2014

Morning & Afternoon Tea and Lunch Included

MAJOR SPONSOR:



KEY SPONSORS:



ALSO SUPPORTED BY:



Credit Card Authority for Expenses: TAX INVOICE: ABN: 82 885 149 245

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

Direct Debit: BankSA BSB 105 011 Account No. 106 198 240 Account Name: Society of Auctioneers & Appraisers (SA) Inc.

Credit Card Type (please tick):

Visa Amex Mastercard Diners Club (add 3% surcharge)

Amount: \$ _____

Cardholder's Name _____

Names Attending _____

Non members please advise: Address _____

Ph _____

Fax _____

Email _____

Card No.

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Signature _____ Expiry Date ____/____/____