

BERRI

CONSUMER & BUSINESS SERVICES WORKSHOP

# DISPEL THE MYTHS

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

Meet David Sedgwick, Consumer & Business Services Authorised Officer at an Open Discussion Q&A Session!



THURSDAY 14TH JUNE 2018

9:00 for 9:30am start  
to 12 noon

Berri Hotel

Riverview Drive  
Berri

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 1ST JUNE 2018

CHAired BY SOCIETY TRAINER, CHRIS GILL,  
WITH CBS AUTHORISED OFFICE 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**

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*Non members please advise* Address \_\_\_\_\_

Ph \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_