



PRESENTED BY CHRIS GILL, AJ COLMAN, LYNNE SAVAGE AND CHRIS COTTRELL

# PORT LINCOLN PRESENTATION

Date:  
Thursday 11th August  
2pm - 5.30pm

Venue:  
Tasman Hotel  
Port Lincoln

Cost:  
members \$55 each  
non-members \$85

*Bookings close  
Friday 22nd July*

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SECURE YOUR  
PLACE!**

**Chris Gill:**  
COMPLETION OF AGENCY, CONTRACT AND FORM 1 – CONTRACT AND SALES AGENCY UPDATE FOR AUCCDOCS CURRENT AND POTENTIAL USERS

- › Pitfalls and Common Mistakes causing Defective Form 1s (Planning Approvals, Encumbrances, Strata and Community, Court Orders, Warrants of Sale, Interpreting Council Searches)
- › New compliance issues
- › Completion of documents
- › New questions
- › Legislative misconceptions
- › Common errors
- › Market Appraisal and Advertising Range
- › Environmental Protection

**AJ:**  
THE NEW WAY TO ENHANCE YOUR BUSINESS & PROFILE VISION FOR 2011

- › Embracing the latest technology
- › Enhancing Communication
- › How Facebook can be utilised to source listings
- › The new medium for Real Estate General and Livestock Sales
- › Build client relationships
- › Generate sales commissions in the process
- › What the Society is currently doing to enhance members profile and communication

**Lynne Savage:**

- › Property Management for ultimate efficiency and profit
- › Mentoring and Motivational Training
- › Ramifications of Residential tenancies Act & Regulations
- › Risk management
- › Audit
- › Monitoring Trust Account reconciliation
- › How to win at the Tribunal
- › Time Management
- › Staff selection and recruitment

**Chris Cottrell Bank SA:**  
THE CURRENT FINANCE MARKET – WHAT'S HAPPENING

- › Lender Turn-around
- › Current Valuation Policy
- › Minimum Requirements
- › Deposits
- › Rates & Products
- › Country Pre-qualification and assessment
- › How to improve Settlement times

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

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