

# GAVEL & GLASS

**FEBRUARY 2019**

THE OFFICIAL  
NEWSLETTER OF  
SOCIETY OF AUCTIONEERS  
& APPRAISERS (SA) INC





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**About the Society**  
**Click here!**

**The Society of  
Auctioneers and  
Appraisers (SA) Inc.**

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



*Look for the logo  
– its your guarantee*

**auctioneers.com.au**

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## MEET the Board



Attilio Cavuoto  
President



Matt Smith  
Vice President



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes

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# Upcoming Events



## Form 1 & Contract Workshop with Consumer & Business Services

Chaired by Society Trainer, Chris Gill,  
with CBS Authorised Officer David Sedgwick  
from Consumer & Business Services  
(Compliance & Enforcement Operations)



ALL  
EXPLAINED!

### Form 1 and Contract Issues & Pitfalls

- Capital gains withholding
- GST withholding
- Stamp duty exemption for commercial
- Form 1 re-serve or not
- Asbestos, EPA, planning approvals
- Building indemnity insurance

THURSDAY 7th February 2019  
9am for 9:30am start  
to 12 noon

.....

Arkaba Hotel  
150 Glen Osmond Road  
Fullarton SA 5063

.....

Members and employees \$44  
(groups of 3 or more from the  
same office \$37)

*Non members are invited to  
join in order to attend*

.....

BOOK BY  
Friday 25th January 2019



Please RSVP with booking form  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)

# Gavel & Glass



# Upcoming Events

Celebrating 27 years  
Since 1993



## 2019 Golden Gavel Launch

with the release of

- Property Auction Selling Guide
- New Mandarin Contract
- New Mandarin Agency Agreement

5:30 PM | Thursday 21st February 2019  
Level 1, THE GALLERY  
30 Waymouth Street ADELAIDE

\$38.50 per person  
20% off for U27 MEMBERS  
Food Provided | Bar at Cost

RSVP by Friday 7th Feb 2019  
booking form to [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)  
or [CLICK HERE \(https://bit.ly/2zUaeuF\)](https://bit.ly/2zUaeuF)

All Members &  
Auctioneers should  
attend!

### HAVE YOU NOMINATED YET?

Nomination Form: <http://bit.ly/2N29dbz>  
Conditions of Entry: <http://bit.ly/2wEJ35r>  
Facebook: <https://bit.ly/2NAYO8P>



Please RSVP with booking form  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)

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# Upcoming Events

## LAND AGENT'S THREATS

PRESENTED BY WAYNE JOHNSON

### HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE

For Principals & Sales Consultants  
running a business within a business



#### IS YOUR BUSINESS STRUCTURED TO REMAIN PROFITABLE AND SUSTAINABLE?

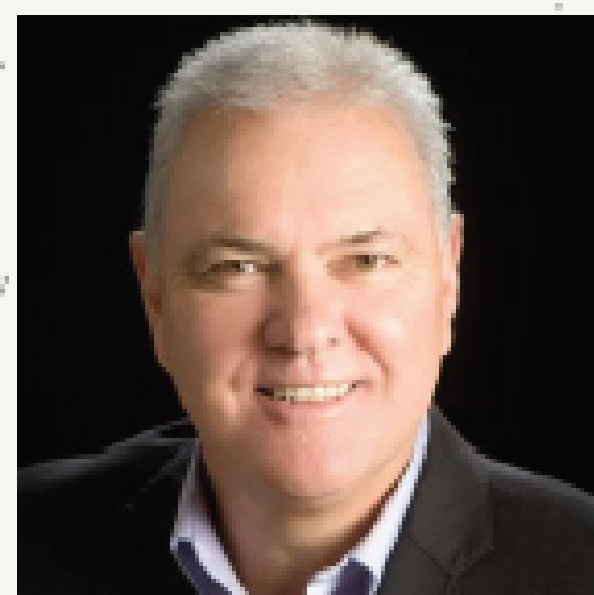
This workshop, presented in an easy to digest manner, examines multiple scenarios demonstrating the effect on the net profit levels of various gross commission returns (average \$ return per transaction), sales commission structures and the growing level of referral fees paid to intermediaries

#### The workshop covers the following topics:

- The notion of adequate compensation for business owners
- The critical implication of the margin of gross profit
- Average gross commission returns
- Sales staff remuneration structures including the impact of the new Award introduced on 30th April 2018

#### LEARN HOW TO

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point - client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
  - desk cost per sales person
  - break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction
- How many appraisals, listings, and sales do you need to produce an average commission



#### Wayne Johnson

Society of Auctioneers & Appraisers (SA) Inc President in 2008, Wayne has 30 years of experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO, and risk management consultancy. Wayne has an MBA - Bachelor qualification in property and is a qualified workplace trainer.

With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

Thursday 28th February 2019  
Fullarton Room | Arkaba Hotel  
150 Glen Osmond Rd, Fullarton  
8:30am for 9am start  
\$79 each  
Bookings in by Fri 8 Feb please

We encourage all practitioners to attend this workshop and learn how to successfully predict the future of your business before its too late

CLICK  
HERE

Please RSVP with booking form  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)

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# Upcoming Events

Society of Auctioneers & Appraisers (SA) Inc

## BREAKFAST of champions



ADELAIDE



**Brenton Ilicic**  
EYS Auctions - Founder & Director

He leads a team of 7 specialist Auctioneers who facilitated over 1,300 Auctions in the 2019 Calendar year.

Over the last 12 months, certain pockets of Melbourne have experienced a rapid 30% decline in property prices & Brenton will discuss his experiences, systems & processes to combat a down-turning market.

Many Sales Consultants have not worked in a declining market...  
Brenton will show you strategies:

- to reignite buyer interest
- upstage your negotiating skills to respond to the current tough market

### NEW DEVELOPED STRATEGIES

- Educating Vendor in respect to Market
- Setting reserves that are most competitive
- Process from booking to Auction Day
- Communication with Sales Consultants & Vendors
- Techniques during the Auction to extract the most from bidders
- Mid-Auction Negotiations
- Strategies for Sales Consultants to convert Stale private treaty listings for Auction
- Effective utilization of Gavl online Auction streaming

Brenton trained & got his Real Estate & Auctioneers Licence in South Australia!

At our Breakfast, Brenton will be elaborating on how to convert more Open for Inspection attendees into active bidders at Auction and how to inspire your vendors to set their reserve at competitive levels in a declining market.

Thursday 7th March 2018  
7:15am for 7:30am Breakfast  
7:50am On the Air!

Lexus of Adelaide | 164 West Terrace, Adelaide

\$36 per member, or bring a friend!  
2 or more tickets for \$30 each

(Non members are invited to join prior to attending)

Bookings by Friday 22nd February  
<https://bit.ly/2GY8HK8>



**Sam Alexander**  
Klemich Real Estate

At 22...how I got confidence of vendors

- My First Days in Real Estate
- How I got established
- Why I chose a career in Real Estate
- Is it for everyone?
- How i created a database of my own
- How i fast-tracked my new career



Please RSVP with booking form  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)

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# President's Report

by **Attilio Cavuoto**

With all the festivities completed, 2019 is now starting. The positivity of the Adelaide market is still being strong compared to the Eastern States. This should keep us in good stead for the coming year! Adelaide has always been an interesting market with many opinions from different sources. Certainly we should brace ourselves to see what lies ahead.



**Attilio Cavuoto - President**

With the Liberal government now being nearly 12 months into their job, many good things have come with the different companies that have come and put themselves in South Australia and hopefully lots of people transferring into our State for the work that has been created, which should keep us busy in the initial stages of 2019.

With the Banking Royal Commission, the Banks will hopefully endure to make it a little easier to borrow money which certainly will help our economy here.

I encourage everybody to get behind the Golden Gavel Live 2019. We are launching the Golden Gavel on Thursday 21st February | 5:30pm at The Gallery, 30 Waymouth Street, ADELAIDE and releasing the Property Auction Guide as a step by step with scripts and dialogues for Private Treaty Agents who sell occasionally by Auction. This guide should provide the necessary know – how to Agents to confidentially use Auction as a preferred method for the Vendor.

This should help the Society keep strong and keep ahead of our professional industry, and give back to the members who are a major part of the Society's success.

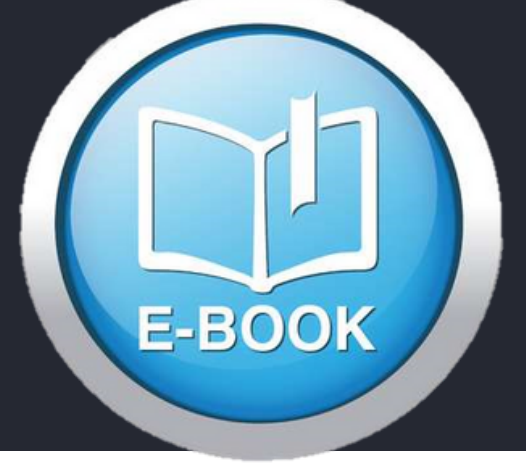
Please feel free to contact me at any stage with issues or ideas that you may have in helping us move forward.

Attilio Cavuoto M.S.A.A. (President) - 0411 660 125

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## Member communication and Social Events Board Report



**Andrew Monks**

With 2019 now well and truly underway there is plenty happening with the Society.

The under 27's Networking evening at Cucina was another great event which was well attended, even though we were faced with the hottest day on record in Adelaide. A big thank you to those members who joined us as well as to Cucina.

Members should now turn their attention to the upcoming Golden Gavel Launch on Thursday 21st Feb at The Gallery on Waymouth St.

The Launch is an excellent event that encapsulates the spirit of the The Golden Gavel Competition and presents an opportunity for all members, across all disciplines of auctioneering and appraising represented by the Society, to catch up and hear about the developments from the work of the Society – with a major announcement to be made on the night.

Entries into the 2019 Golden Gavel are now open and we encourage all members to video their respective auctions and submit them to the Society of Auctioneers & Appraisers Facebook site.

Following on from the Golden Gavel is the next in the series of Breakfast of Champions to be held on Thursday 7th March at the stunning showroom of Key Sponsor Lexus of Adelaide. We look forward to seeing you there.

Andrew Monks M.S.A.A.  
Board Member

**2019 Golden  
Gavel LIVE!**



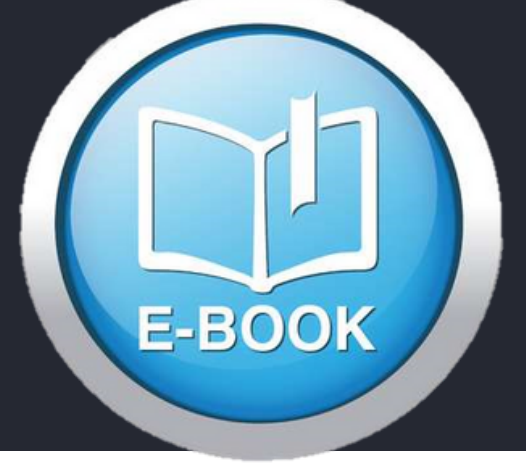
Click here  
for the  
Nomination  
Form



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## Livestock & General Board Report



**Richard Ward**

Keep an eye out on your post as you are about to receive your invitation to submit an entry into this year's Golden Gavel award for General and Livestock Auctioneers.

To encourage greater participation in this category this year from all over the state, the nomination fee has been heavily reduced to only \$75.00

All you have to do is video and upload a section of your livestock or general goods auction as per the instructions in the competition pamphlet.

If you think you are the best auctioneer in the room... this is a good chance to prove it !!!

Your Board Members from the General Auction Industry, Andrew Monks and Richard Ward will be ringing you in the coming weeks to encourage you to be in it... to win it!

A potential \$2,000 return from a \$75.00 investment is better and potentially easier than winning the Quaddie!!

Richard Ward M.S.A.A.  
Board Member

[Click here  
for the  
Nomination  
Form](#)

**2019 Golden  
Gavel LIVE!**



  
**Conditions  
of Entry**

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# New Board Member

## Amelia Langhans



Amelia has worked for Toop & Toop Real Estate for the last fifteen years and has been a member of the Society of Auctioneers and Appraisers for the past two years.

Recently completing the Accredited Auction Training through the Society and competing in the Golden Gavel has been a highly valuable and rewarding experience.

Having joined the board this year to promote the Advantages of Auction and aid in the further development and enhancement of the professional standards of members through training, technology and engagement,

Amelia is looking forward to working with each of you and seeing you at the Golden Gavel Launch on 21st February | 5:30pm at Level 1, The Gallery, 30 Waymouth Street, ADELAIDE





# Under 27s Networking Night

In 46.6°C heat the Society held its very first Under 27s Networking Night at Cucina Restaurant North Adelaide and it turned out to be a raging success by giving new younger members of the Society an opportunity to meet and network with seasoned Society high achievers.

Our Vice President, Matt Smith hosted the evening with the theme of making your career in real estate easier and to assist young members selling and auctioning real estate.

Matt highlighted upcoming events Form 1 and contract (7th February), The Golden Gavel Launch (21st February) Land Agents Threats Workshop to be hosted by past president Wayne Johnson (28th February) and Breakfast of Champions with a high profile real estate sales auctioneer and trainer coming over from Melbourne and Sam Alexander, relatively new to the industry and to Klemich Real Estate will highlight his recent win in the Rising Star boosting his confidence and profile (7th March).



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# Under 27s Networking Night

From now on members under 27 will receive a 20% discount on all Society events. Matt Smith is seeking feedback from our young and up incoming members as to how we can further assist you in your career in selling and appraising real estate.

We will hold similar events later on in the year, maybe one in the coldest day in winter to offset the 46.6°C heat!

Please attend as many Society events as possible to gain maximum benefit from your membership!

Matt Smith M.S.A.A.  
Vice President





# Under 27s Networking Night



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# esigning with reaforms

## Common Misunderstanding with esigning in reaforms online (Aucdocs)

If you are esigning a Contract (or other form) in part only then you need to be aware the esigned document must be printed with esignatures on it and then counter signed by hand if someone is not esigning.

A Contract esigned by 1 party (or less than all) cannot be held separately and then “combined” with a separate Contract that is signed by hand in biro that does not contain the esignatures.

The esigned Contract and the counter signed Contract (by hand) must be the one document and treated no differently than a Contract signed by hand.

So if a Contract (or indeed any other form) is in part esigned, then print the esigned Contract and get that printed esigned Contract countersigned by hand.

A Contract document must contain all the signatures.

No witnessing provisions are in esigned documents or the signing areas. No witness signature is required for a Contract at law.

If users print a Contract for normal signing and it is signed by one party then esigning in part will not be able to be used.

Mark Kurtze  
Private Law Consultants  
[www.rprivatelaw.com.au](http://www.rprivatelaw.com.au)

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# GOLDEN GAVEL LIVE

## Senior Real Estate, General & Livestock Auctioneers (City & Country)

Auctions can now be performed between 1st December 2018 until 30th April 2019

The **GOLDEN GAVEL** has developed and evolved to recognize excellence for all Auctioneers and Appraisers in South Australia.

The **GOLDEN GAVEL** for Real Estate, General and Livestock Auctioneers & Appraisers is the longest running Auctioneering Competition in the Southern Hemisphere and has unquestionably raised the standards of Auctioneering in South Australia and has been the springboard that has fast-tracked the careers of many South Australia Auctioneers & Appraisers.

- You will be judged live in the field by uploading your performance to the Society's Facebook
- Nominations must be in prior to your performance or 28th February 2019
- **You can upload as many auctions as you wish, however, the last one uploaded will be the one that is judged.** We suggest you **get in early and upload an auction to enter** - then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction. **You can keep doing this as many times as you wish.**

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# Golden Gavel 2019

Click here  
for  
Conditions  
of Entry



Click here  
for  
Nomination  
Form

## Senior Real Estate, General & Livestock

1. Judged live in the field via Facebook upload!
2. Nominate prior to your performance or 28th February 2019.
3. **Perform Anytime from ~ 1st December 2018 to 30th April 2019.**
4. Not happy with it? upload as many auctions as you like, only the final upload will be judged!

## Rising Stars

You will be judged at a designated location on Wednesday May 15th 2019.  
**Nominations must be in by 28th February 2019.**



Brett Roenfeldt, Sam Alexander, Richard Ward

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# Marketing Upcoming Auctions

## Sales Consultants/Agents

Are you marketing you Auctions on the Society’s free upcoming Auctions App?

- Use your smart phone to search for upcoming auctions by
  - Agents
  - Auctioneer
  - Date
  - Suburb

## SALES

Many Properties have been sold with the Buyer seeing your property on the ‘UPCOMING AUCTIONS APP’

## INSTANT UPDATE

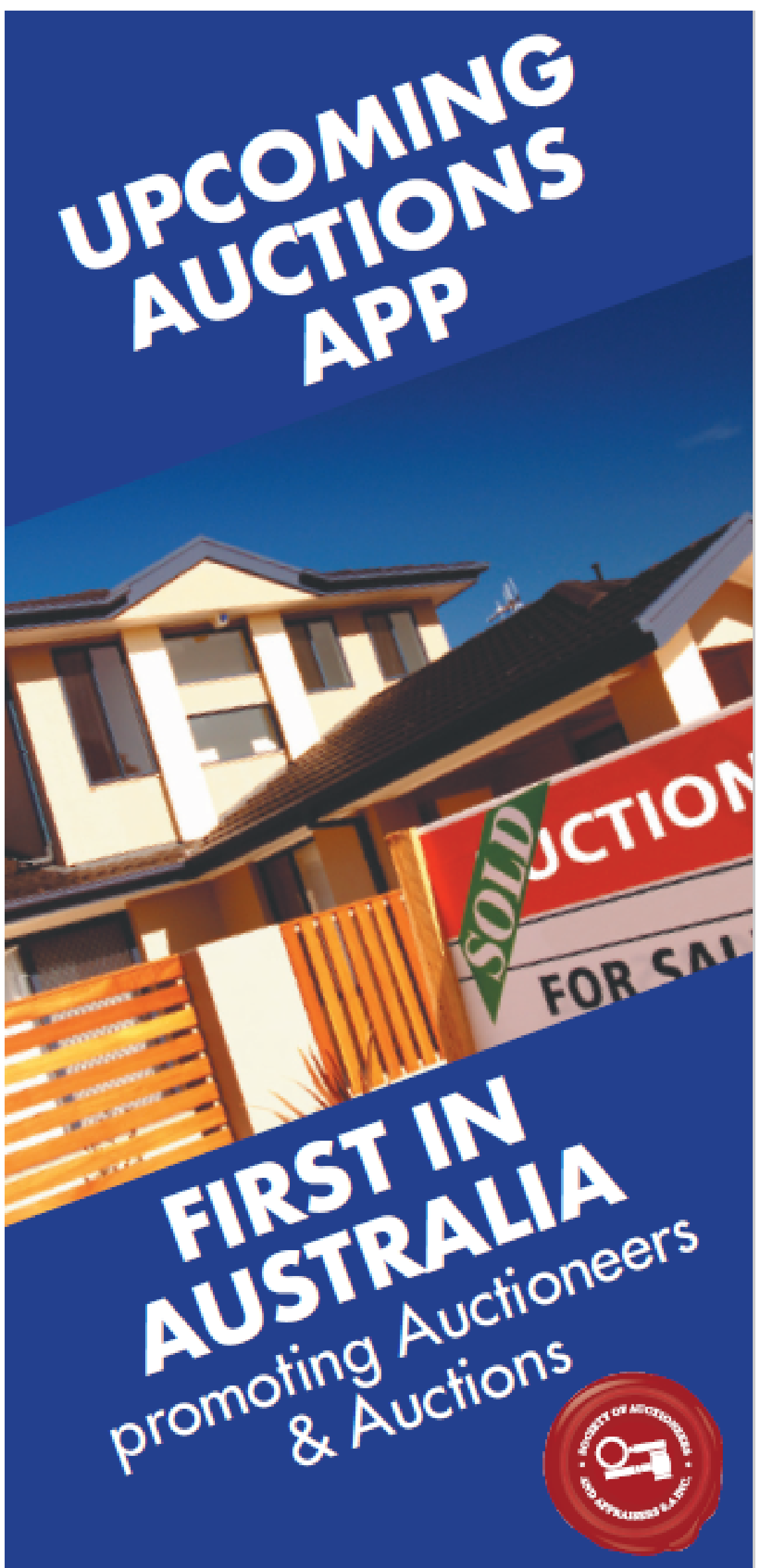
The moment you add or update an auction to the web page the App will adjust accordingly

## AUCTION RECORD

When you enter the result after an auction the results appear on the Society’s web page

## DATA SUPPLIERS

When data suppliers ring the Agent & Auctioneer for the results – refer them to the Society Web Page and ask them to stop calling you!



**Our website shows instant Auction results and the latest four auctions completed will appear on our home page.**

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on [www.auctioneers.com.au](http://www.auctioneers.com.au)

OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time.

*When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.*

## How to Upload...

**They can search with ease** and drive around and see what's happening and **search by Auctioneer, Agent, Suburb, Date or Time.**

The moment you add or update an auction to the website, the app will adjust accordingly.

**Please ensure all your upcoming auctions are posted on our website the minute they are listed.**

We are aware of an instance where the buyer at an auction found the property on our Upcoming Auctions App, and **it is free to use for Society members.**

Please ensure you or someone in the office puts your Upcoming Auctions on the website the minute they are confirmed.

## LOG IN

'Member Sign In' at  
www.Auctioneers.com.au with your  
username and password (if unsure or  
forgotten, please contact us at 8372 7830).

# MAINTAIN AUCTIONS

Click 'Members Only' (Top left corner) and 'Maintain Auctions' in the drop down menu.

Join The Society? [Register](#)

- Member Files
- Best Practice Procedures
- Proxy bidder authority for agent
- Proxy bidder authority
- Maintain Auctions
- Logout

## AUCTION TYPE

Choose the type of Auction (Property, General, or Livestock) and enter all relevant information and click save!

Auction Manager	
Suburb	<input type="text"/>
Address	<input type="text"/>
In Rooms	<input type="checkbox"/>
Description	<input type="text"/>
Agent	<input type="text"/>
Sales Person	<input type="text"/>
Auction Date	<input type="text"/>
Time	<input type="text"/> <input type="text"/> <input type="text"/>
Sold Date	<input type="text"/>
Price	<input type="text"/> <input type="checkbox"/> Not Disclosed
Status	<input type="text"/>
<input type="button" value="New Item"/>	

### Example of Property Auction entry page

**After each auction, you will receive an email 30 minutes after the Auction** – requesting the auction results.

This email will provide a link to the page where you can update your result – this also updates the 'Completed Auctions' panel on our webpage.

# Upcoming Auctions & Auction Results on Auctioneers.com.au

**SOCIETY OF  
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APPRAISERS (SA) INC.**

## Contact Us

22 Greenhill Road, Wayville SA 5034  
P: (08) 8372 7830  
F: (08) 8372 7833  
E: [society@auctioneers.com.au](mailto:society@auctioneers.com.au)  
W: [Auctioneers.com.au](http://Auctioneers.com.au)





# 21 Advantages of Auction

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process





**POWERFUL MARKETING TOOL**

*Auction puts the Focus on Your Property*

What are the Advantages to me as a Vendor?

- 1. **Control**, as Vendor you set the terms and conditions.
- 2. **You get a cash unconditional contract.**
- 3. **10% deposit** on the fall of the hammer.
- 4. **No cooling off period** applies.
- 5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
- 6. **Creates a sense of urgency**, which motivates purchasers to action.
- 7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
- 8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
- 9. **Price is usually not disclosed** so you remove the objection factor.
- 10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
- 11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
- 12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.

**Why Auction Real Estate?**

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

*Committed Vendors sell their property by Auction!*

- 13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
- 14. **Auction opens the door** to more motivated buyers.
- 15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
- 16. Your home is only open at **times that suit you** with a predetermined schedule of opens.
- 17. **The level of market interest** will help you gauge your reserve price.

**What is an Auction?**

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

- 18. **The competitive Auction environment** offers the greatest chance for a premium price.
- 19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
- 20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
- 21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

**If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy**

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[www.auctioneers.com.au](http://www.auctioneers.com.au)

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# WELCOME TO LEXHIBITION



RC 350 model shown.

1% INTEREST RATE

1.99% COMPARISON RATE

ON NOW

OFFER ENDS OCTOBER 31. AVAILABLE ON SELECTED MODELS

LEXUS OF ADELAIDE | 164 West Terrace, Adelaide

PH 08 8238 5400 | [www.lexusofadelaide.com.au](http://www.lexusofadelaide.com.au) | LVD2009



ADELAIDE

100% comparison rate is available to approved personal applicants and 0.99% annual percentage rate is available to approved business applicants of Lexus Financial Services for the financing of new selected CT, LS, RC, RCF, GS, GSF, RX, ES (up to and including June 2018 production), LX & LC models (up to August 2018 production). Excludes ES (from July 2018 production) onwards, RCF & GSF 10th anniversary models, demonstrator and loan vehicles. Finance applications must be received between 10/9/2018 and 31/10/2018 and vehicles must be registered by 31/10/2018 and loan contract settled by 5/11/2018. Offer not available to government, Lexus Corporate Programme or rental customers. Maximum finance term of 48 months applies. Terms, conditions, fees and charges apply. Lexus Financial Services reserves the right to change, extend or withdraw an offer at any time. Comparison rate based on a 5-year secured consumer fixed rate loan of \$30,000. WARNING: This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Lexus Financial Services is a division of Toyota Finance Australia Limited ABN 48 002 435 181 (AFSL and Australian Credit Licence 302536).



# AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"

## AGENTS

## PRACTICE FORMS



ALL PROPERTY  
MANAGEMENT FORMS

ALL RESIDENTIAL,  
COMMERCIAL, AGENCY,  
RURAL & SALES FORMS

### Why use AucDocs?

- Update to REAForms (AucDocs) Today – User Friendly format – easy to fill in
- Professionally presented Documents with your Company Logo
- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
- Built in Electronic signing included – no need to pay DocuSign (\$450 p.a)

Free  
iPad App  
with  
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agree that the appointment is subject to the terms as set out herein.

VENDOR Mr and Mrs Seller

E-mail 1

E-mail 2

ABN

Prices inc GST & are per annum

Sole Trader (1 user) -	\$350
Small User (2 - 4 users) -	\$990
Medium User (5 - 9 users) Licence -	\$1,760
Large User (10+ users) licensing -	\$2420

### PLEASE CONTACT

GARRY TOPP (08) 8372 7830  
SOCIETY@AUCTIONEERS.COM.AU

- Edit and Print anytime, anywhere
- You can create Forms offline – The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions

- Pre-determined Special Conditions included; copy and paste into Contacts
- Subject Clauses (Finance, Sale of another property etc) is included; not as an addendum.
- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line

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Designed by Agents for Agents

[www.auctioneers.com.au](http://www.auctioneers.com.au)

Click Here  
for details

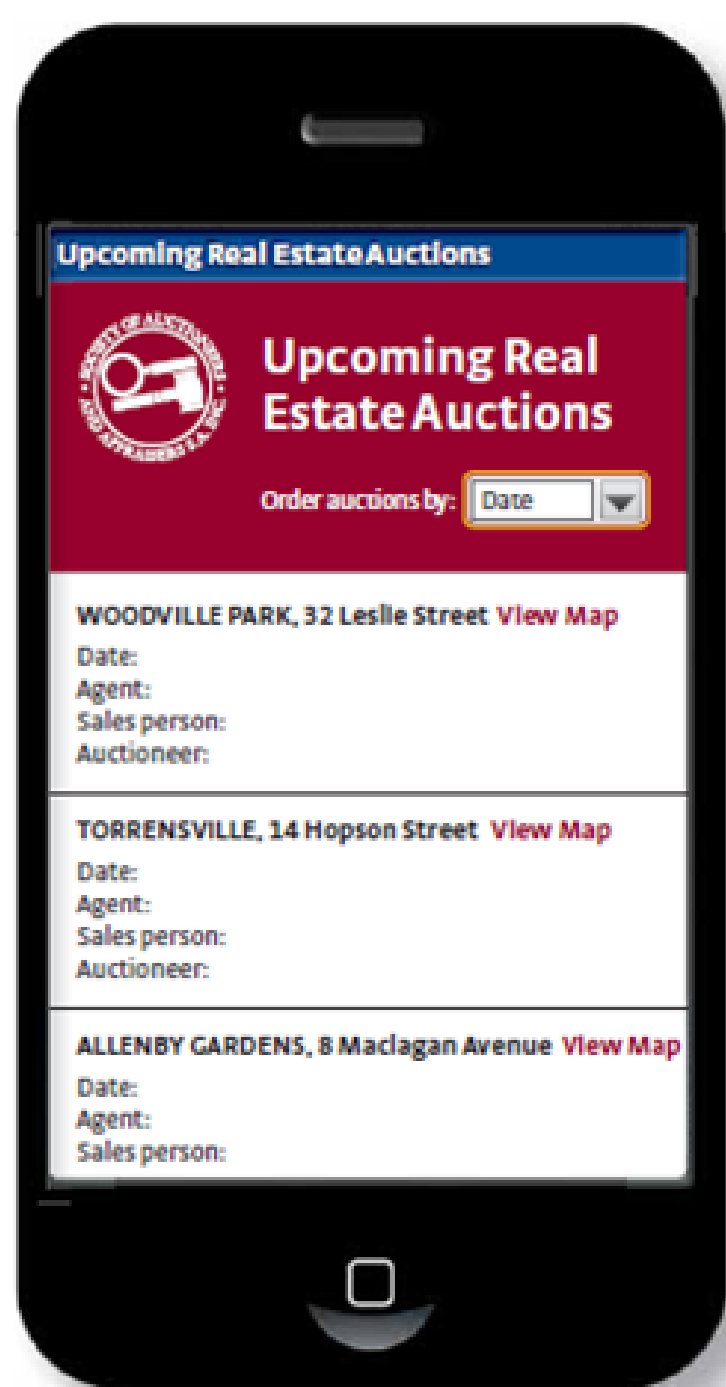
## Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



# Upcoming Auctions App

## Taking Auction Marketing to a Whole New Level!



### GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

### GAUGE THE MARKET

The best way by monitoring Auctions!

### DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

### SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

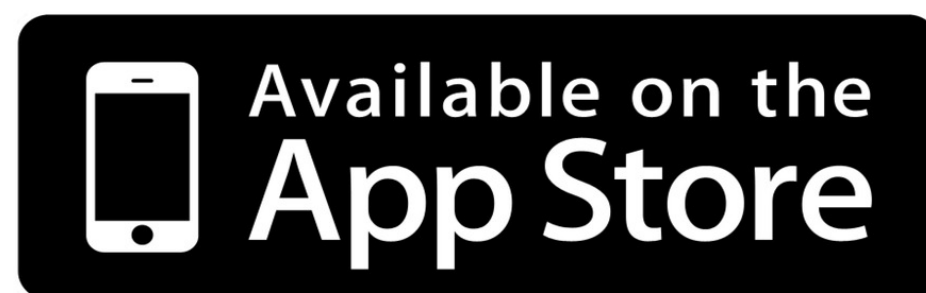
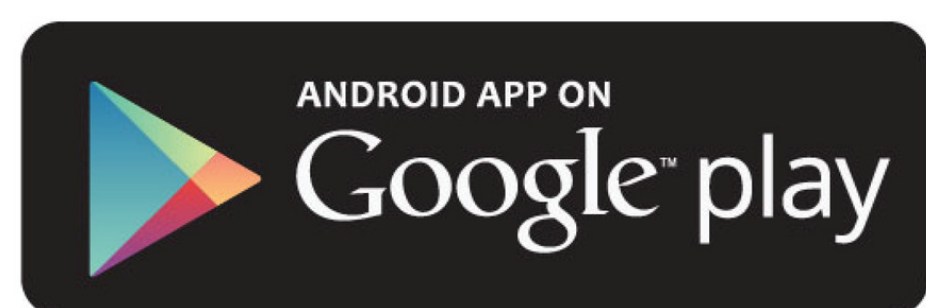
### INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

### LIST

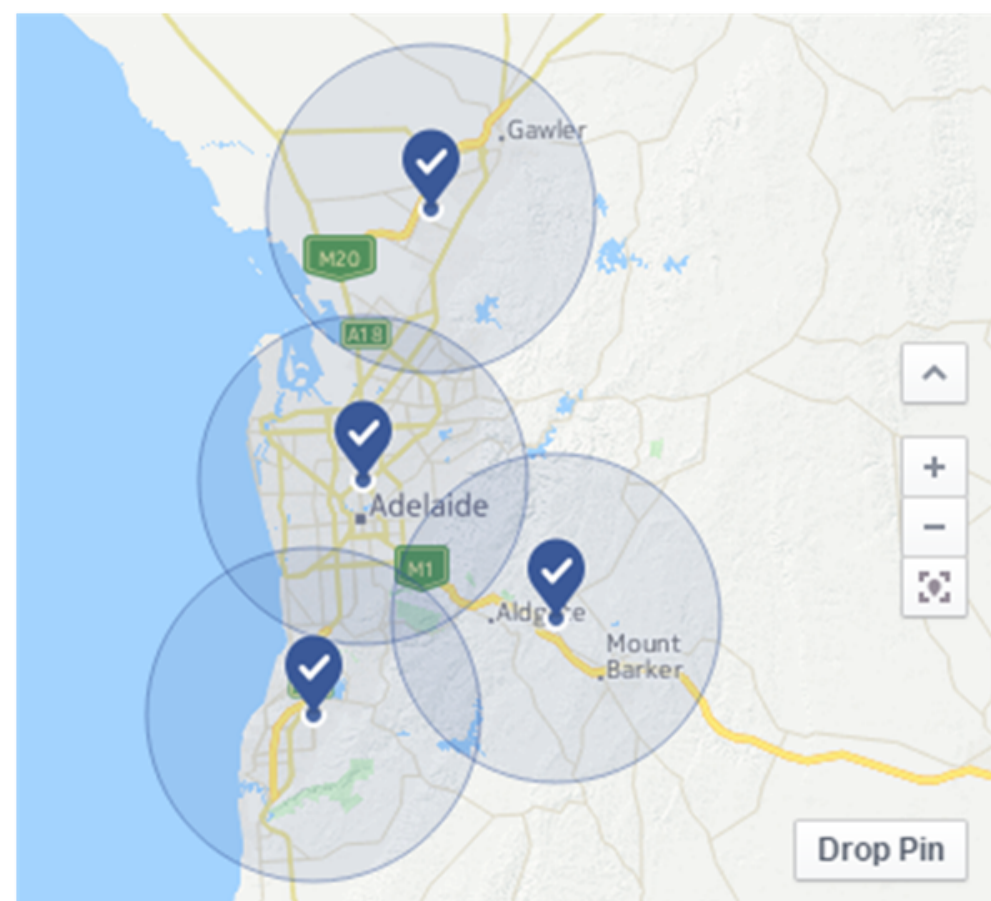
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

All auctions submitted to the website will automatically be uploaded to the phone app, **ABSOLUTELY FREE!**



We're targeting Everyone in the mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...  
**MORE BUSINESS!** With so much more exposure, downloads of our app, and awareness of auctions around Adelaide and maximise your benefit by submitting all your auctions to our website!



**Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!**

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# †The Form 1 Company™

**The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.**

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

***Make your searches and Form 1 compliance easy.***

Contact Chris Gill  
The Form 1 Company

**Phone:** 08 7221 4908

**Fax:** 08 7221 4909

**Email:** form1@form1.net.au

**The first and only independent Form 1 service provider in South Australia**



**For Form 1 preparation please contact Chris Gill on 7221 4908**

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

[www.form1.net.au](http://www.form1.net.au)

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MEMBERS CONDUCT EVERY AUCTION  
UNDER A PROFESSIONAL CODE OF ETHICS.



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