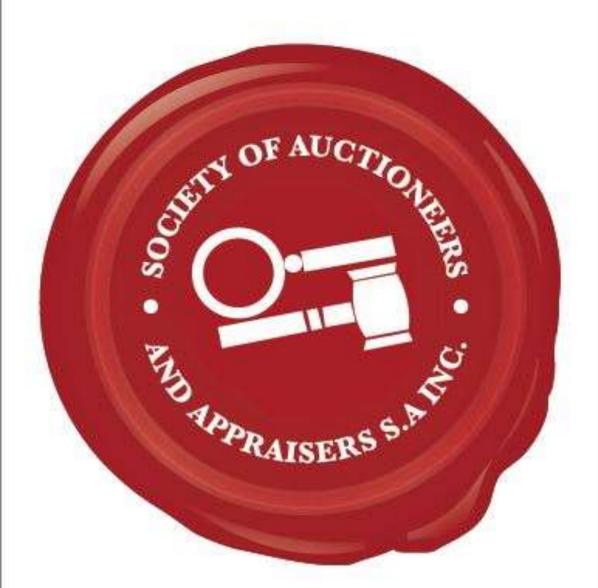




SEPTEMBER 2016
The Official Newsletter of the Jociety of Suctioneers & Appraisers J.A. Inc.

The Society of Auctioneers and Appraisers (SA) Inc.

THE INDUSTRY CHOICE OF PROFESSIONALS



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Society of Auctioneers & Appraisers (SA) Inc.

## September 2016

Sandra Berry President



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Marc du Plessis Vice President



**Victor Velgush Board Member** 



Lindsay Warner *Board Member* 



**Ben Clarence Board Member** 



Attilio Cavuoto Board Member



Chris Gill *Board Advisor* Bo





## AGM 2016



The President and Board invite Members to the 34th AGM of the Society of Auctioneers & Appraisers (SA) Inc.

The Highway, 290 Anzac Highway, Plympton AT:

Monday, 12th September 2016

AGM 5.00pm for 5.30pm start

Cocktail Party 6.00pm

Cost: \$33 each for food (bar at cost)

Click here for **BOOKING FORM** 

Please RSVP by returning Booking Form to Garry Topp with the names of those attending before Friday 2nd September 2016







## Board Nomination

#### To Members

The Society Board consists of 6 Members where the three longest serving Board Members stand down at the AGM each year and as such there are 3 vacancies to be filled.

This year we have received 6 nominations for the three positions so the election to the Board shall be conducted by a postal vote where a ballot paper will be sent to Members where they will be asked to tick one, two or three boxes.

#### **CLICK HERE FOR BALLOT FORM**

Please tick one, two or three boxes and fill in your name and membership number and return your ballot paper by <u>priority</u> post marked "Ballot" and by email or fax to 08 8372 7833 to the Secretary such that you send it back **prior to Monday 5th September.**tember 2016, such that we receive it no later **Friday 9**<sup>th</sup> **September.** 

Information about each candidate will appear on our Web page Auctioneers.com.au under "Latest News".

Two Returning Officers will be appointed to oversee conduct of the election, examine the voting papers and count the votes. The successful candidates will be announced at the AGM on Monday 12<sup>th</sup> September, 2016.

Thank you

Garry Topp FSAA (Life)
Secretary

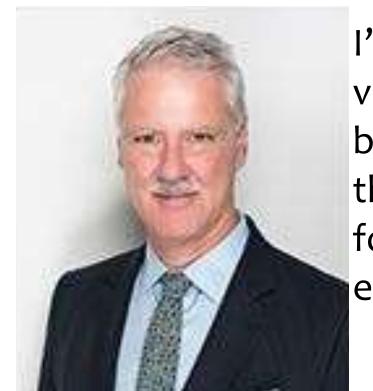




## Board Nomination



My goals are to unite the board and to create more events that enhance the membership experience and to drive and lobby for legislative improvements; have more involvement in the education of our future leaders through connecting with graduates and to assist the CEO who is doing an excellent job.



I'm very excited by the prospect of being involved in the future of this outstanding industry body. I firmly believe my 16 year involvement in the real estate industry together with my passion for the auction process, can provide positive benefits to the society and its membership base.



Increase public awareness of the Society and its members. Re-invigorate the membership bringing back the fundamentals that the Society was based on with a level-headed approach to all needs of our members. In the auction industry my entire life and a Past President. 47 years old, married 16 years.



Adelaide born & bred. I'm passionate about SA, Selling land & home packages 1973, 5 years in Interior design Company Director 1994. LJH Unley . 40 yrs Media, Marketing, Govt, Academia,& NFP, Agricultural, business . REISA 2016 Finalist Residential Salesperson - Eastern/City. Finalist Top 10 Sales Consultant Auction Marketers 2014 & 2016.



I will bring passion and fresh energy to a board where I have no allegiances or preconceived ideas. The Society needs new blood to invigorate it and regain its supremacy as a professional body that represents only the best players in the market. I hold degrees in property and law.



TBA

## GAVEL&GLASS

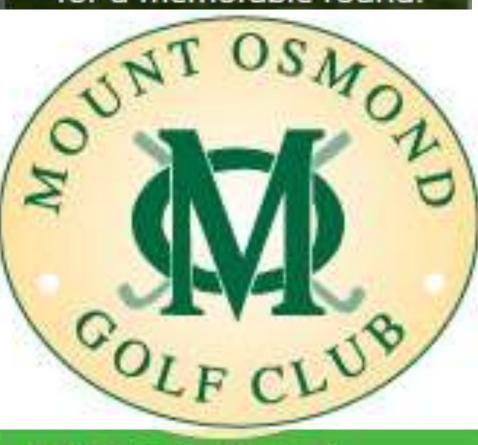
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# Welconne to Adelaide's Most Beautiful Golf Course

Only 15 minutes from the centre of the CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline.

Our heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round.





#### Our 18 Hole Course

Our course is located up on the Adelaide Hills with glorious views of the City of Adelaide, Mt Lofty Ranges and the coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

11.30am Lunch 12.30pm Tee Off 5.00pm Prizes & Awards \$125 for golf, on-course drinks and snacks, barbecue lunch and snacks after the game

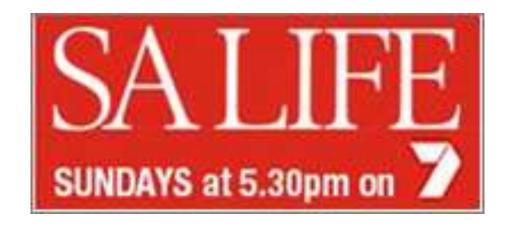
Teams of 4 players
Ambrose with
shotgun start

Please RSVP by returning booking form to Garry Topp with the names of those attending before Friday 30th September



## SA LIFE











#### Include us in your marketing plan

Book now for the August issue of SALIFE magazine, on sale Thursday, August 4 With a quick lead time and prime positioning at the front of the magazine, your new property listing will be delivered in high quality to a targeted market. Full page and half page spaces are available to list one or more properties.

Call Brooke on 0407 312 699 or Cassandra on 0400 997 044 today to receive more information and our competitive rates.



#### & SAOutdoor Living

SAGardens & SAOutdoor Living

is our quarterly magazine that's full of practical advice. You will be inspired; what to do and how to do it, whether it be in the garden or an outdoor living space. Take out a one year subscription to SAGardens & SAOutdoor Living for only \$20.

#### Gardens subscription offer

or

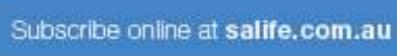
\* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of SAHomes & Interiors, and the next four issues of SAGardens & SAOutdoor Living (save \$20.60). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of SAHomes & Interiors, and the next eight issues of SAGardens (save \$95.20).

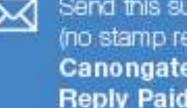




#### Subscribing is simple:

Phone 08 8408 0200 or fax this form to 08 8373 0066





Send this subscription form (no stamp required) to: Canongate Partners Pty Ltd Reply Paid 84149 PO BOX 2 GOODWOOD SA 5034



# **AucDocs Member Practice Forms are now in the Cloud Online!**



#### REAL ESTATE AUSTRALIA FORMS™

reaforms.com.au

#### Pricing is now by user numbers

Prices include GST and are per annum:

Sole trader (1 person)\$35	50
Small user (2 - 4)\$99	90
Medium user (5 - 9 users) licence	30
Large user (10+ users) licensing	20

#### These forms are **Sensational!**

All Property Management & Tribunal Forms are online.

Bond Forms, Tenancy Agreements and all Notices!

The iPad is fully functional

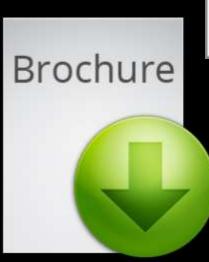
Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface

Inspections now at the press of a button!

Contact for demonstration access and licensing

Genevieve: sales@reaforms.com.au or 8223 6092

Michael: itadmin@lawsoft.com.au



## Member Practice Forms



## REAL ESTATE AUSTRALIA FORMS™

All Residential, Commercial and Rural Sales and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
  - An iPad App with e-signing
  - Cloud based forms which can be saved and re-edited
  - Office Manager has master control to enable all users and salespersons
    - Firm logos on forms
    - Email forms to vendors
    - All Property Management and all Tribunal Forms are online
      - 120 Forms without module restrictions
  - Sales, Property Management, Commercial and Form 1 online, any time anywhere
    - Contract in Mandarin for Chinese buyers
    - Property Condition Reports are now on the iPad with push button screens
      - iPad forms can be used out of wi-fi and then sync when in wi-fi range



## FIRB SERVICE FOR FOREIGN BUYERS SERVICE TO AGENTS—CORSERS LAWYERS

#### Instruction Authority & Tax Invoice FIRB Application Service and Advice Payment to Corsers Lawyers Pty Ltd ABN 38 132 171 227 hereby request and instruct Corsers Lawyers to apply for FIRB approval in relation to a Contract to purchase property located at: Corsers agree to advise me regarding a proposed Contract I am considering entering into and Corsers will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia. Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services Signed Date of Invoice: It is acknowledged that the services are the date of invoice. **Download form** Payment by credit card Card Mastercard **Credit Card** Name on Card Expiry Date Card Verification Number \*this is the number on the rear of the card . For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we Corsers do not accept Diners Club or American Express

Dear Members,

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to. Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

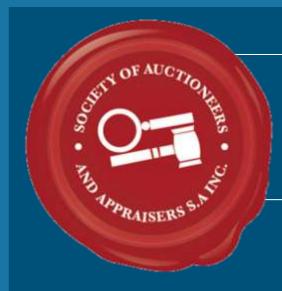
Contact Karley Thomas( <u>karley.thomas@corsers.net.au</u> ) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese

Call first and send all materials by email to Christine Ward or Karley Thomas at corsers@corsers.net.au:

The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications



## TECHFORCE PROJECTS



- Pre Purchase Building & Liveability Inspection
- Renovations, Additions & Fit Out
   Construction & Project Management
- Sustainable Design & Construction
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#### Per-purchase building inspections.

Looking to get a Building inspection? And you're about to go to auction?

We understand that the Auction process can be frustrating when it comes to paying for building Inspection Services when there's a high risk you might miss out on the house on Auction day. So we have put together a special inspection price for these occasions. Which offers you an upgraded service for a better price. Which allows you to put that little bit extra if need be on auction day to walk away with the property.

**Matt Warner** 

## GAVEL&GLASS

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# 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! Upcoming Auctions
App - To be seen by
over 180,000

Smartphone users in

Adelaide!

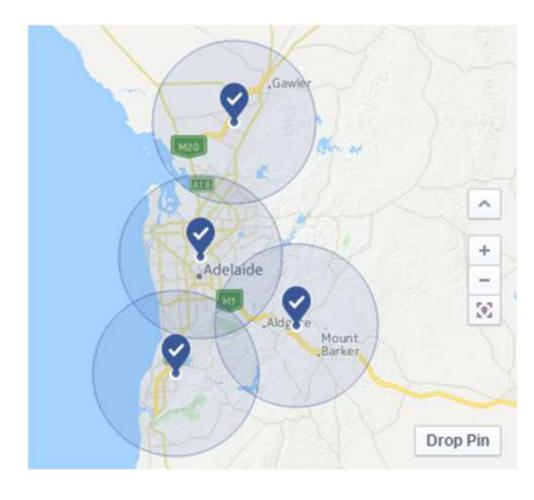


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

#### What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our websi

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





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



### Sunset Kangaroo Island Wines

www.sunset-wines.com.au

#### Sunset Winery ... share the experience



'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island. With one of the best views of any cellar door anywhere, Sunset has become

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further .....

**Society** 

**Sunset Winery Kangaroo Island** ABN 67 099 878 850

PO Box 133
Penneshaw
South Australia 5222

Phone +61 8 8553 1378

Fax +61 8 8553 1379

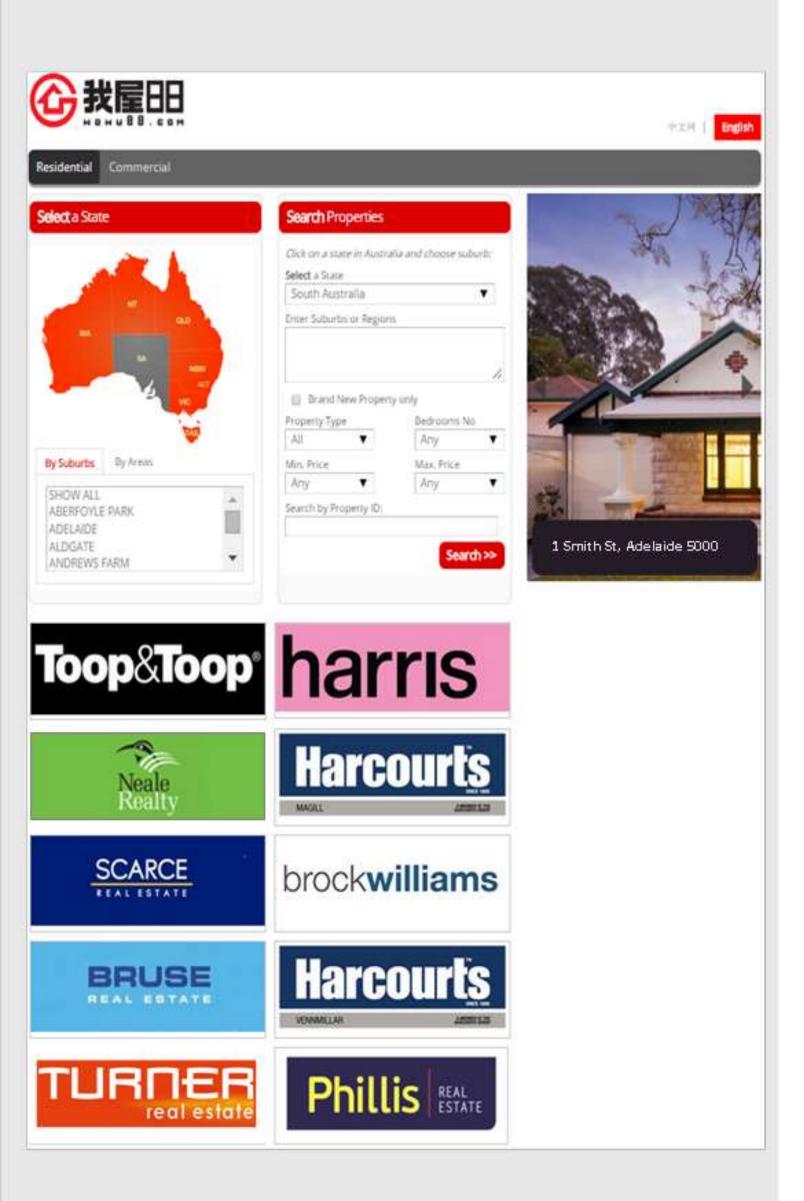






### Marketing to Chinese Buyers— Property Brochures in Mandarin





Here are 8 reasons why Real Estate Agents should choose to list on Wowu88.com

- Printable Chinese Property Brochures
- Online property portal (www.wowu88.com)
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome





Compatible with Mobile devices



• E-Brochure

R4-R7 Government Forms translated into Mandarin available from <a href="mailto:sales@wowu88.com">sales@wowu88.com</a> or call Emmaline Sibila 08 8113 1833





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The Form 1 company is a specialist provider of the statutory Form 1 (the "cooling-off" form) to the real estate, conveyancing and legal 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.



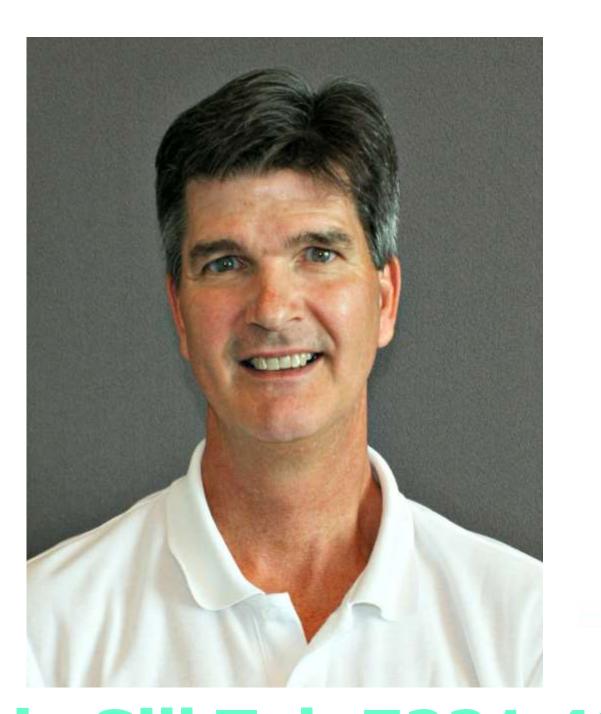
The original and pre-eminent Form 1 service provider in South Australia.

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

www.form1.net.au





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Chris Gill Tel: 7221 4908



## FORM 3 COOLING OFF WAIVER SERVICE



#### Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.

#### The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

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Karley Thomas
Corsers Lawyers
8223 6788
EMAIL: Corsers@corsers.net.au

**KARLEY THOMAS 8223 6788** 



# SKYVUE

## The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

We have had superb feedback with this new dynamic way of servicing our data base and delivering up to the minute information to Members.

We love it!

Garry Topp

Chief Executive Officer

THE SOCIETY OF

AUCTIONEERS AND

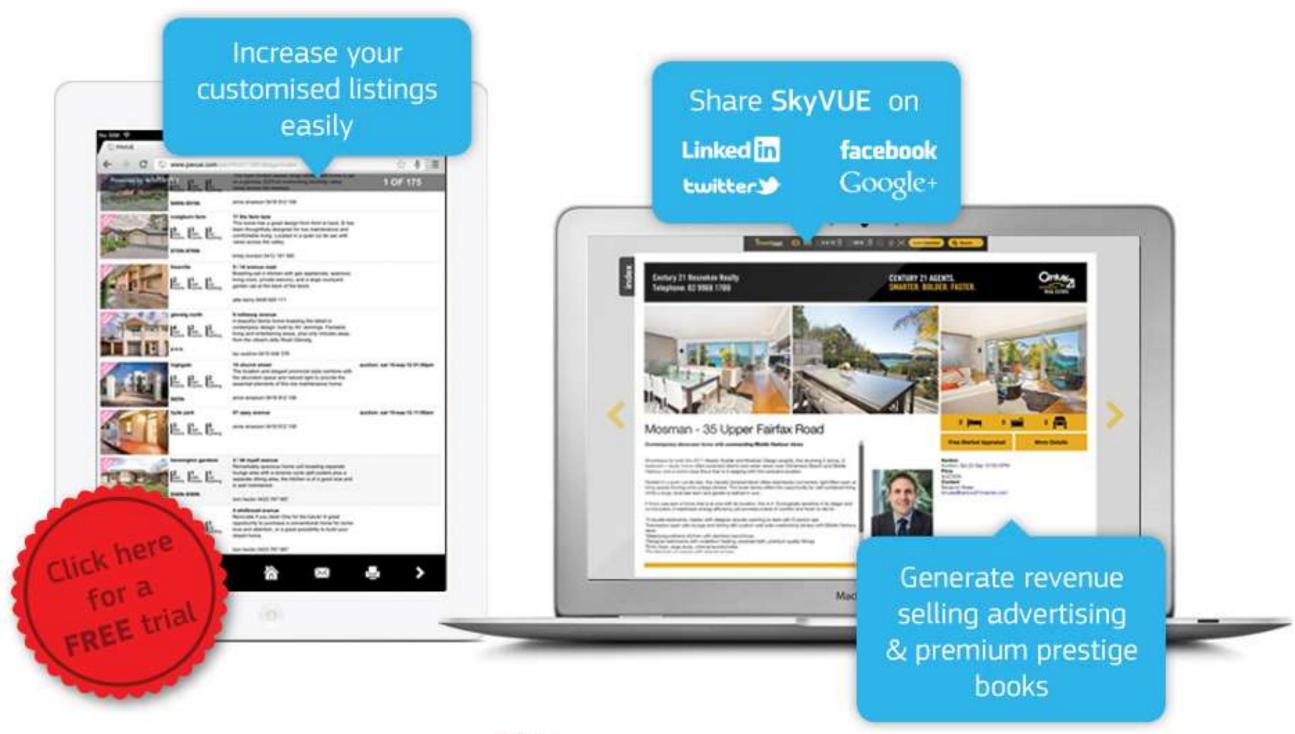
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