

GAVEL & GLASS

OCTOBER 2020

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



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The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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– its your guarantee*

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THE BOARD

President



Andrew Monks

Vice President



John Morris

Board Members



Richard Ward



Sarah Bower



AJ Colman



Vincent Doran



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/SocietyofAuctioneersandAppraisersSA/



Visit our Website

auctioneers.com.au



Follow us on Instagram

/societyofauctioneersappraisers/

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2021 SOCIETY BOARD

The Society of Auctioneers and Appraisers (SA) Inc. is pleased to announce the appointment of Andrew Monks as President for 2020-21 at the Society AGM held on Monday the 21st of September 2020.

Andrew has 15 years experience as an Auctioneer and Valuer and recently established JC Wilkinson Valuations and Asset Management based at Level 1, 43 Port Road, Thebarton, in the iconic former Coca-Cola site.

At the same meeting, John Morris who is the Corporate Auctioneer for the Ray White Group in SA was elected as Vice President.

Andrew Monks and John Morris will be supported by the Board of Management and look forward to contributing and supporting Auctioneers, Appraisers and Agents of Real Estate, General, and Livestock in South Australia.

The Board Members are Richard Ward, Sarah Bower, AJ Colman and Vincent Doran.

Andrew Monks can be contacted at andrewm@jcwilkinson.com.au.



PRESIDENT'S REPORT

ANDREW MONKS

M.S.A.A. President



As the newly elected President of the Society of Auctioneers and Appraisers for 2020/21, **I look forward to carrying on the strong traditions of the Society in supporting Auctioneers and Appraisers** and professionals across Real Estate, General and Livestock.

Throughout the year the Board, and I look forward to focusing on growth of sponsorship and relationships with the South Australian business community to support all Society members through enhancements to training, networking and advisory services.

We will be setting up focus groups of Auctioneers and Appraisers to establish, discuss and assist in all matters effecting members in their day to day practice. We will engage with all non-members practicing in their respective fields and encourage them to join the Society and take advantage of all benefits of our membership.

I look forward to continuing to grow the Domain Golden Gavel for 2021 with new initiatives and General format to enhance the successful event as the highlight of the Society's calendar and also look forward to engaging with all members at the many wonderful Society events throughout 2020/21 including the upcoming Golf Classic.

I welcome members to contact me personally with suggestions or initiatives you would like the Society to address in the future or any matters (Society related) and would like to take this opportunity to wish all members the best for the year ahead.

Here's to another successful year of the Society of Auctioneers and Appraisers (SA) Inc.

Andrew Monks M.S.A.A. President

andrewm@jcwilkinson.com.au | 0414 3403 99

Real Estate and General

I am thrilled to join the Board of the Society for a second time (2011-2014). As an experienced Board Member, I'm looking forward to working with the current Board to enhance showcase and support Auctioneers and Appraisers, I will identify any South Australian Auctioneers that are not a member and encourage them to join and we will set up regular meetings of Auctioneers to network and discuss every aspect of the profession. The Society's Upcoming Auctions APP; first in Australia is unique and we will encourage all members to utilize this dynamic marketing tool. **We will also produce a series of videos to empower agents to use the Auction process as well as continue our Breakfast of Champions series with already proven high achievers as motivation to the especially new and young members to our profession.** If you have any feedback regarding any aspects of our profession as a Society Member, please call me personally.

AJ Colman M.S.A.A.

aj@ajcolman.com.au | 0411 554 262



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Membership Communication and Real Estate

I'm delighted to have been elected as Vice President after serving on the Board for the previous 2 years. I would like to commend Matt Smith for the work that he did as President, **I have my full confidence in the new President Andrew Monks and the new Board with a vibrant charter in front of us as a result of the strategic planning meeting that we held on Thursday the 24th September where I was appointed the representative for the Real Estate Auctioneers and Appraisers Professional development training and membership together with AJ Colman and Sarah Bower the Tasks Group.**

I will do my best to represent each and every one of you and I welcome your questions and your queries, please contact me anytime with the common goal of raising the professional standards of Auctioneers and Appraisers in South Australia.

John Morris M.S.A.A. Vice President

0415007223 | jmorris@raywhite.com.au



Vincent Doran M.S.A.A

0466 229 880 | vincent.doran@toop.com.au

As the newest board member of the Society of Auctioneers and Appraisers, I look forward to being able to give back to our industry and assisting in improving the quality of auctioneering in SA. **My intentions as a board member are to continue the great work of the Society and particularly promote more young professionals in our industry to join the Society and reap the associated benefits.**

I believe we have a very strong team of board members, and I am excited to see what we can achieve in 020/2021. **My wish to grow our member base, whilst also increasing member participation in social and professional events hosted by the Society. Being a relatively fresh face to the industry, I hope to bring new perspective and ideas to the Society and put it in good stead for years to come.**

We have many great events on the horizon, including the Domain Golden Gavel Live 2021, which has officially opened! And we hope to see you all at as many events as possible.

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Membership Communication and Livestock and General

As a result of the strategic planning meeting, the new Society Board will focus on encouraging members to enter the Domain Golden Gavel Live competition for 2021. In my role representing Livestock and General Auctioneers and Appraisers, Auctioneers will be given the opportunity of submitting a video of one of their auctions or General Auctioneers will be given the option of selling 6 items in front of a panel of judges with live bidders. This is a new initiative for this year. Participants will be given the catalogue several days before the event to give ample time to prepare, as some of the items may not be in their usual scope of expertise. Responsible for Livestock and General we intend to set up regular meetings of Auctioneers, reintroduce member premises visits and encourage General and Livestock Auctioneers to promote their auctions on our Upcoming Auctions APP. Livestock and General Auctioneers and Appraisers that have any suggestions for Board interaction and action on any issues, please contact me personally.



For country Real Estate, General and Livestock Auctioneers, please note you can upload your auctions from the 1st September 2020 right up until 30th April 2021, which will give country Auctioneers the opportunity of capitalizing on Real Estate Auctions, Clearing Sales and Livestock Auctions in the prime selling time of spring. Remember you can upload as many auctions as you like and at the end of April next year, you tell us each one would you like to be included in the judging.

Richard Ward M.S.A.A.

0466 746 751 | richard.ward@pickles.com.au



This year as Board member I will assist Aj Colman and John Morris on the Real Estate Task Group and Vincent Doran on Social Events, Media, Networking and Technology.

We will introduce some new social events early next year and participate in the member networking drinks nights, with a specific focus on Facebook, LinkedIn, Instagram and Youtube to communicate with members via social media. We will investigate a new award system for Auctioneers on a monthly basis. For both City and Country Auctioneers and Appraisers, if you have any suggestions in either of these categories, please contact me personally.

Sarah Bower M.S.A.A

0403 144 401 | sarah@klemich.com.au

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PAST PRESIDENT'S REPORT

MATT SMITH

M.S.A.A. President 2019/2020



The Society had a productive year under difficult circumstance

We prepared a paper on behalf of members requesting the Attorney General review the legislation. A further submission included topics such as; stamp duty relief for first home buyers and for seniors downsizing and pricing.

Society trainer Chris Gill continued his important compliance training and we commenced the financial year with a two-day document training workshop. In total 173 members have attended training courses during the year.

The Presidents met at Christmas time, 13 past Presidents spoke about their time at the helm and the overarching sentiment was the importance of the Society & REISA working as a collective on issues that benefited the professions.



Matt Smith M.S.A.A.

matt@klemich.com.au | 0407 770 725

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PAST PRESIDENT'S REPORT

MATT SMITH M.S.A.A. President 2019/2020



The Society Golf Classic sponsored by Chris Gill – Form 1 attracted 16 talented teams. Members had the chance of winning a \$20,000 hole-in-one, and the David Philpott team won the day!

To finish off the calendar year we held Christmas drinks at Stones Throw in Norwood with a great turn out. We have had 158 members attend social events in the past year.

In the new calendar year Domain renewed their major naming rights sponsorship to the Domain Golden Gavel Live competition and on May 29th we presented the winners in the Klemich Real Estate warehouse. Congratulations to Hamish Mill again for winning back to back two years in a row, Stuart McCalden for winning General and Enrique Bisbal with a sensational performance winning the Rising Star. Geoff Watts took out the Livestock Award.

I would like to thank the Society Domain Golden Gavel Trustee Oren Klemich for his contribution to the prestigious Awards.



Matt Smith M.S.A.A.
matt@klemich.com.au | 0407 770 725

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PAST PRESIDENT'S REPORT

MATT SMITH M.S.A.A. President 2019/2020



While I'm thanking people, I would like to thank the BoardAdvisers:

Chris Gill – Compliance and Finance
Ray Brincat – Structure and Training
Mark du Plessis – Live Stock and General
Geoff Watts – Country South East
Geoff Schell – Country Mid North
Victor Velgush – Sponsorship
Garry Topp – Secretary and CEO
Ayeshsa Ridgeway – Office
Administrator and Events Manager

Thank the Board

Andrew Monks
Richard Ward
Sarah Bower
Amelia Langhams
John Morris



Resignation

In the coming days, I will step down from my position as President, I feel I'm leaving the Board with the Society firing on all cylinders with training and events becoming more and more relevant. Major sponsorship is secured and the future is looking very bright. I'd like to thank members and the Board for their support during my time as President and time on the Board and I look forward to joining you all at the next Society function.

During 2020, Klemich Real Estate has doubled its sales force, purchased a rent roll (due Nov 3) and plans of expansion are imminent. While I have thoroughly enjoyed my tenure on the Board, moving forward, I couldn't dedicate the time and effort required due to my business commitments. With that stated, the new Board have generously appointed me Board Advisor, Sponsorship and Special Events (i.e. Domain Golden Gavel). I'm most thankful for your support, friendship and contribution to the SAA whilst I was at the helm.

Andrew Monks has been appointed my successor, John Morris Vice President and Garry Topp remains as CEO.

Matt Smith M.S.A.A.

matt@klemich.com.au | 0407 770 725

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CEO'S REPORT

GARRY TOPP F.S.A.A. (Life)



The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of Auctioneers, Appraisers and Agents of Real Estate, General & Livestock.

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

In 2020 we are in our 39th year! We have our 40th Anniversary next year looking for suggestions on how we should celebrate!

Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society is relevant and provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, and Advice on Contract issues, Complaint resolution and representation.

Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, we have a live receptionist.

Nothing beats personal contact.



Garry Topp F.S.A.A. (Life)
society@auctioneers.com.au | 0427 667 112

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CEO'S REPORT

GARRY TOPP F.S.A.A. (Life)



The Year 2019/2020:

Training commenced in July & August 2019 with Form 1, Contract and Sales Agency & Pricing with involvement from CBS in Berri & Adelaide followed by Land Agents Threats presented by Wayne Johnson and Property Management Workshop with Rachel Coulter plus 2 Day Auction Live Workshop presented by Brett Roenfeldt all before Christmas.

Early in 2020 we had another 2 Day Auction School and introduced a dynamic new workshop Negotiating Skills with Brenton Ilicic. **The training went on hold due to coronavirus but rather than cancel the Domain Golden Gavel we held the Judging in Klemich warehouse with suitable spacing and some judging via the internet.**

Not quite the glamour of previous events however thanks to Klemich Real Estate for their sensational premises we went full stream ahead & made a movie of the Awards for future posterity.

I'd like to acknowledge Chris Gill as Society document Trainer who has worked in the industry for 25 years, co-wrote the Society's Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and form 1 presentation.

Chris's further commitment to the Society is evident where he sponsors the Society Golf Classic to the tune of \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society.

As a result of the CBS Workshops and a subsequent member survey we have put a submission to the Government on issues such as

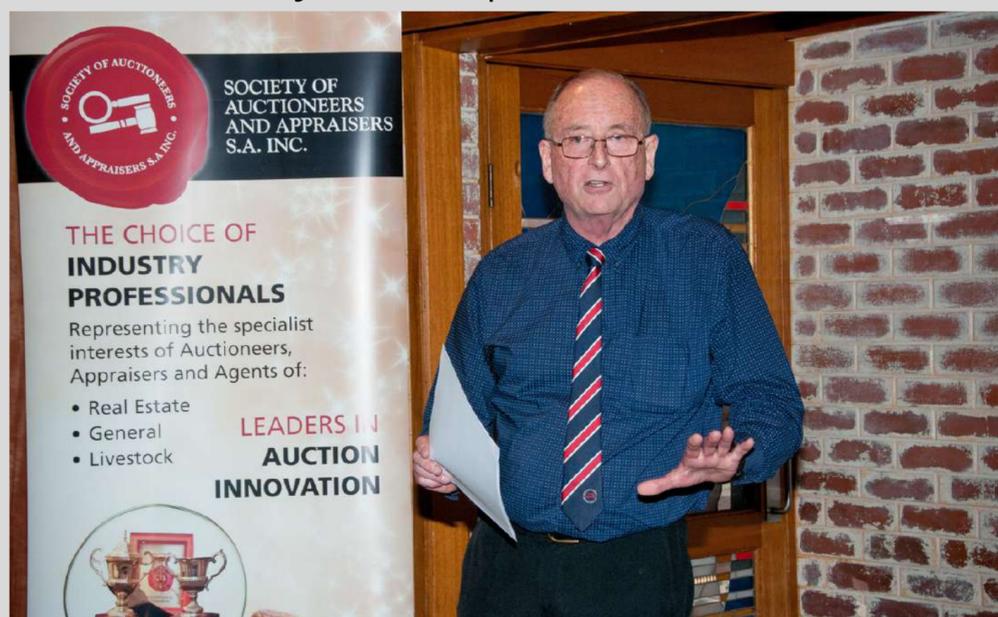
- Prescribed Pricing
- Duration of Sales Agency Agreements
- Agents to be able to caveat

Plus other issues such as:

- No Stamp Duty for 1st Home Buyers
- Stamp Duty relief for seniors downsizing

Garry Topp F.S.A.A. (Life)

society@auctioneers.com.au | 0427 667 112



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CEO'S REPORT

GARRY TOPP F.S.A.A. (Life)



21 Advantages of Auction has stood the test of time and is still as relevant as ever.

For General Auctioneers, they can now upload pictures in the Upcoming Auctions on the web – our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

I'd like to thank Matt Smith for his huge contribution to the Society and acknowledge the accomplishments made during his term as President. His initiatives with networking & social events, in particular the Golf Classic and bringing on Domain as major naming rights Sponsor.

The Society is enjoying a rejuvenation with a wave of young practitioners joining with the attraction of the Domain Golden Gavel Rising Star. And many of these young practitioners are attending the Breakfasts & Training.



Garry Topp F.S.A.A. (Life)
society@auctioneers.com.au | 0427 667 112

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CEO'S REPORT

GARRY TOPP F.S.A.A. (Life)



New Structure

Under the Constitution we can create new clauses of Membership so we will vary the Membership to charge less for Auctioneers & Appraisers who are employees namely "Consultant Practicing" where Employers and Office Managers will be classified as "Principal Practicing". We will also introduce a Sole Trader Membership for Sole Traders with a reduced Membership fee as they don't enjoy all the benefits of a Principal Practicing Member.

We have automated our Membership renewals from this year which gives Members the option of either paying the full amount with a 5% discount or pay monthly.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands on passionate and personal approach.

The goodwill, generosity and spirit is active & well!!

I look forward to a new Board for 2020/21 and getting back to basics of representing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.

Garry Topp F.S.A.A. Life

society@auctioneers.com.au | 0427 667 112

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Domain GOLDEN GAVEL LIVE 2021



NOMINATIONS OPEN NOW



For Real Estate

- Senior
- Rising Star

General

- Live Auction
- Catalogue Auction

Livestock

- Live Auction



The Domain Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, this will give our Auctioneers opportunities to showcase their skills in the prime selling time of Spring.



For further details visit our website

www.auctioneers.com.au

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UPCOMING EVENTS

WORKPLACE RELATIONS SEMINAR

PRESENTED BY **ARVIN BISBAL**
STRATEGIES TO MANAGE EMPLOYMENT CONDITIONS

IN REAL ESTATE AGENCIES

Learn strategies you can adopt into your business to manage your workforce and cashflow whilst remaining fully compliant with the Real Estate Industry Award 2020 and Fair Work Act.

This session is designed to provide you with the strategies and information you can adopt to manage your workforce and comply with the modern awards.

Learn strategies to keep Sales Consultants Employed after JobKeeper ends.

The session will cover:

- Employment categories (Full time, Part-time, Casual) – determine which option is the best for each role and your business needs;
- Establishing Key Performance Indicators;
- Commission-only arrangements;
- Debit / Credit commission arrangements.

Who should attend?

This information session is designed for Business Owners, Managers, Supervisors, Payroll and Human Resources staff.

What you get?

All participants will receive an information folder for the session.

Date: Thursday October 15th 2020
Time: 8.00am for 8.30am start until 11.00am

Price: \$66.00 per person or (3 or more from the same office \$55.00)

Where: Arkaba Hotel | 150 Glen Osmond Road, Fullarton SA

Please RSVP by Friday October 9th 2020

Online Booking: <https://bit.ly/35qmLGL>

**WHILE STILL
 COMPLYING WITH
 THE REAL ESTATE
 INDUSTRY AWARD &
 FAIR WORK ACT**



Arvin Bisbal

Arvin, through her business Workplace Partners, has advised and represented various real estate industry employers throughout Australia, from small to large agencies and franchise groups. She is a trusted workplace relations advisor to the real estate industry and has successfully represented the industry and individual employers before the Fair Work Commission and Industrial Court.

Armed with a Bachelor Degree in Law and Legal Practice, and Management (Human Resources), and over 15 years' experience in human resources and industrial relations, she has advised, guided and represented real estate employers, and has an intimate knowledge of the workings of a real estate agency.

Her knowledge and experience in delivering solutions specific to the real estate industry makes her one of the most sought after workplace relations consultant in South Australia and the Northern Territory.

MAJOR SPONSOR

KEY SPONSORS

ALSO SUPPORTED BY

PARTNERS

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245
 Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc
 Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034
 Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____ / ____ CVV/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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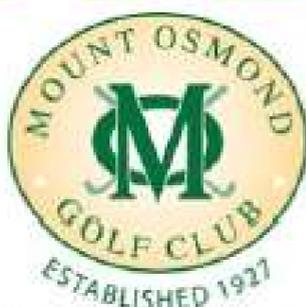
UPCOMING EVENTS

2020 GOLF CLASSIC



FRIDAY 23RD OCTOBER
MOUNT OSMOND GOLF CLUB

Sponsored by Chris Gill †The Form 1 Company



MAJOR SPONSORS
Domain

KEY SPONSORS



ALSO SUPPORTED BY
†The Form 1 Company



PARTNERS
BusinessSA

WELCOME

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Our 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.

TIMELINE

11.30AM - LUNCH
12.30PM TEA OFF
5.00PM PRIZES AND AWARDS

PRICING

\$99.00 FOR GOLF, ON-COURSE DRINKS AND SNACKS, BARBECUE LUNCH AND SNACKS AFTER THE GAME, SPONSORED BY THE FORM 1 COMPANY
ONLY \$99.00 PER PERSON
SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

FORMAT

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN START

PLEASE RETURN COMPLETED BOOKING FORM TO GARRY TOPP WITH NAMES OF THOSE ATTENDING BEFORE FRIDAY OCTOBER 2ND 2020



BOOKING FORM: 2020 GOLF CLASSIC

Note: Payment must be received with this booking form. Please post this slip with payment to: Garry Topp, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034 or fax to 8372 7833

Team: _____

Player 1: _____ Handicap: _____ Player 2: _____ Handicap: _____

Player 3: _____ Handicap: _____ Player 4: _____ Handicap: _____

Note: Players without official handicap - maximum 24 will apply.

Credit Card Authority for Expenses. TAX INVOICE AEN 82 885 149 245
Credit Card Type (please tick): Visa American Express Mastercard Diners Club (add 3% surcharge)

Card No. _____ CW _____ Expiry Date ____/____/____ \$ _____

Cardholder's Name _____ Signature _____

OR Pay by cheque (enclosed) **OR** Direct Debit: 888 105 011 Account 106 198 240 (BankSA, Unley)

Non-members please advise: Address: _____

Phone: _____ Fax: _____ Email: _____



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

UPCOMING EVENTS

DO YOU KNOW ANYONE THAT WOULD
MAKE A GREAT AUCTIONEER?

Real Estate Auction Academy



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 five times Golden Gavel Winner
Mr Brett Roenfeldt, giving participants an insight into his experience in
conducting over 16,000 Real Estate Auctions in South Australia



Presented by Academic Pavilion -
Registered Provider No. 91421

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 prerequisite (Sales
Representatives can only conduct Auctions for the Agent that employs them under
the current registration). *When applying for Licence, remember to take evidence of
your CPPDSM4019A Prepare for Auction and Complete Sale.*

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ 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 questions
- ✓ 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 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

Garry Topp 8372 7830



Next Workshop

THURSDAY 12TH NOVEMBER 8AM for 8:30AM to 5:30PM

THURSDAY 19TH NOVEMBER 8AM for 8:30AM to 5:30PM

VENUE: Boardroom, Arkaba Hotel

150 Glen Osmond Road, FULLARTON

(For accommodation enquiries Please call: 8338 1100)

COST: \$880 for members

(Non members are invited to join prior to attending)

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Restructure of Membership



This year we will endeavour to encourage more employees and sole traders to join the Society of Auctioneers and Appraisers SA Inc.

We will reclassify Practicing Members as either:

- **Principal Practicing** - (Being Business Owners or Managers)
- **Sole Trader Practicing** – Business Owners or Sole Traders (No partners or employees)
- **Consultant Practicing** - For Employees

Principal Practicing Members enjoy benefits such as with one Member in each office, all in that office can use our forms, all from that office can attend our Training and Events at member prices, they can enjoy networking, Society Golf Classic, Social events and advice and participate in an enhanced training schedule planned for 2021.

Sole Traders will benefit from reduced Membership fees as will Employers and Consultant Practicing Members as we envisage growth in the area where more entrepreneurs start their own businesses next year.

If you are a Sole Trader and wish to qualify for the Membership category please contact the Society office on 8372 7830, or email: society@auctioneers.com.au

Society of Auctioneers & Appraisers (SA) Inc.
22 Greenhill Road, Wayville SA 5034 • Tel 8372 7830 • Fax 8372 7845 • Email society@auctioneers.com.au
Web: auctioneers.com.au

Membership Application Consultant Practicing

Consultant Practicing Membership is for employee Auctioneers or Appraisers who are primarily engaged in performing the functions and duties of an Auctioneer or Appraiser on behalf of his or her employer and presently work as an Auctioneer or Appraiser and whose remuneration is directly or indirectly by way of a professional fee or agency commission.
reforms (AucDoc) is not available to Consultant Practicing Members.

To the Secretary, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034.
I hereby apply to be admitted as a Consultant Practicing Member and state that the following details are true and correct:

Surname (M/M/A) _____ Given Name _____
Date of Birth _____ Preferred First Name for Membership Directory _____
Group Name _____ Company Name _____
Address _____ Postcode _____
Mailing Address _____ Postcode _____
Phone _____ Fax _____ Mobile _____
Email _____ Web _____
Home Address _____ Postcode _____
Phone _____ Fax _____

I am applying for Membership as an: Auctioneer Appraiser (please tick appropriate box)
I have had at least two years practical experience, details of which are: _____

Please provide the names of two Practising, Master, Fellow or Life Members of the Society of Auctioneers & Appraisers (SA) Inc. who are prepared to act as referees:
Name _____ Name _____
If admitted, I agree to be bound by the Constitution and Rules of the Society and to abide by Best Practice Procedures and any decisions therefrom. (Displayed on the website Auctioneers.com.au see MEMBER INFORMATION - become a Member)
Signed _____ Date _____

Society of Auctioneers & Appraisers (SA) Inc.
22 Greenhill Road, Wayville SA 5034 • Tel 8372 7830 • Fax 8372 7845 • Email society@auctioneers.com.au
Web: auctioneers.com.au

Membership Application Principal Practicing

Principal Practicing Member is for Auctioneers or Appraisers who are business owners or licenced managers (RLA Holder) and presently work as an Auctioneer or Appraiser as their principal activity or manage an office and whose remuneration is directly or indirectly by way of a professional fee or agency commission.
reforms (AucDoc) is available to Members for an annual licence fee.
See Auctioneers.com.au REA Forms (AucDoc)

To the Secretary, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034.
I hereby apply to be admitted as a Principal Practicing Member and state that the following details are true and correct:

Surname (M/M/A) _____ Given Name _____
Date of Birth _____ Preferred First Name for Membership Directory _____
Group Name _____ Company Name _____
Address _____ Postcode _____
Mailing Address _____ Postcode _____
Phone _____ Fax _____ Mobile _____
Email _____ Web _____
Home Address _____ Postcode _____
Phone _____ Fax _____

I am applying for Membership as an: Auctioneer Appraiser (please tick appropriate box)
I have had at least two years practical experience, details of which are: _____

Please provide the names of two Practising, Master, Fellow or Life Members of the Society of Auctioneers & Appraisers (SA) Inc. who are prepared to act as referees:
Name _____ Name _____
If admitted, I agree to be bound by the Constitution and Rules of the Society and to abide by Best Practice Procedures and any decisions therefrom. (Displayed on the website Auctioneers.com.au see MEMBER INFORMATION - become a Member)
Signed _____ Date _____

Society of Auctioneers & Appraisers (SA) Inc.
22 Greenhill Road, Wayville SA 5034 • Tel 8372 7830 • Fax 8372 7845 • Email society@auctioneers.com.au
Web: auctioneers.com.au

Membership Application Practicing Sole Trader

Practicing Sole Trader Membership is for Auctioneers and Appraisers who are business owners or licenced managers (RLA Holder) and presently work as an Auctioneer or Appraiser as their principal activity and whose remuneration is directly or indirectly by way of a professional fee or agency commission and work as a sole trader (no partners or employees).
reforms (AucDoc) is available to Members for an annual licence fee.
See Auctioneers.com.au REA Forms (AucDoc)

To the Secretary, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034.
I hereby apply to be admitted as a Practicing Sole Trader and state that the following details are true and correct:

Surname (M/M/A) _____ Given Name _____
Date of Birth _____ Preferred First Name for Membership Directory _____
Group Name _____ Company Name _____
Address _____ Postcode _____
Mailing Address _____ Postcode _____
Phone _____ Fax _____ Mobile _____
Email _____ Web _____
Home Address _____ Postcode _____
Phone _____ Fax _____

I am applying for Membership as an: Auctioneer Appraiser (please tick appropriate box)
Details of my qualifications and experience are: _____

Please provide the names of two Practising, Master, Fellow or Life Members of the Society of Auctioneers & Appraisers (SA) Inc. who are prepared to act as referees:
Name _____ Name _____
If admitted, I agree to be bound by the Constitution and Rules of the Society and to abide by Best Practice Procedures and any decisions therefrom. (Displayed on the website Auctioneers.com.au see MEMBER INFORMATION - become a Member)
Signed _____ Date _____

Joining Fees	\$99.00	\$99.00
Membership Fees	\$550.00	\$
TOTAL	\$649.00	\$

Direct Debit (see back) Direct Debit (see back) CVV _____
Amount: _____
Cardholder's Name _____ Signature _____ Expiry Date _____
OR: Pay by cheque (enclosed) OR: Direct debit: BSB 705 011 Account 106 198 240
Please send cheque to: Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034
or to: 220 8372 2013

Gavel & Glass

GAVEL LAUNCHES INTO SPRING

As a brand new initiative the Society now launches the Domain Golden Gavel Live Real Estate, General and Livestock Competition on the 1st of September each year which gives our Auctioneers the opportunity to showcase their skills by uploading auctions conducted in the prime selling time of Spring right through until the end of April next year.

We held the Domain Golden Gavel Live Launch this year at a breakfast held at the Next Generation Memorial Drive on Tuesday the 1st of September 2020. CEO Garry Topp welcomed guests and acknowledged Hon John Darley MLC, a great supporter of the Society and Garry thanked John for his ongoing support and everything he does for the industry in South Australia.



We acknowledged Gary Johanson, previous Major of Port Adelaide and Enfield. Rebecca Vasey, from Wallmans Lawyers, from Domain, Kirsty McDowall, Matt Lipari, Simone Ellis, Hannah Born, Luke May, Nicholas Katsaros and Sarah Hignett, Darren Read from Read Brothers Signs, Sam Bowden and Patrick Buying representing the Bowden Group, Michelle Barnes from Cowden Insurance, Richard Wyatt, CEO Century 21, Arvin Bisbal from REEF.

We formally welcomed previous Domain Golden Gavel Winners Hamish Mill, AJ Colman, Brett Roenfeldt REISA President + 5 times Domain Golden Gavel Winner & Highest Price Sale by Auction and Paul Henry.



President Matt Smith next took to the stage with high accolades for our major sponsor Domain. Domain is a dominant digital property portal for Real Estate in Australia. Domain has become a strong partner in the Real Estate industry in SA particularly in the last 5 years by establishing genuine partnerships with agencies.



Domain also has strong brand campaign with the Adelaide Crows and more recently the Australian Men's Test Team and more South Australians than ever before are using the website and the mobile APP to assist them in finding their next home. Klemich Real Estate are strong supporters of Domain in South Australia with Key Accounts Manager for SA/NT Matt Lipari addressing the audience.

Gavel & Glass

GAVEL LAUNCHES INTO SPRING

Next on stage was Domain Golden Gavel Live Trustee Oren Klemich who explained enhancements for 2021 to the already dynamic Competition.

Senior Real Estate will still perform in the field by uploading performances to the Domain Golden Gavel Live Event Page. **A major change this year, you can upload as many auctions as you like and then prior to the closing date at the end of April 2021 you advise us by email which Auction you would like submitted for judging or if you don't advise us we will judge the last one that is uploaded to the event page.**



This year we require all participants to advise the reserve and any amended reserve, how many registrations and how many actually bid. **Oren suggested you get in early, upload an auction to enter then ALL of your auctions if you wish.**

General and Livestock Auctioneers are to submit a video to include the opening and at least 10 minutes of selling with a further enhancement to the rules this year where **General auctioneers can also submit videos of their performances or advise which one they would like judged OR we hold an event where participants will be given a catalogue of a series of items sold one by one in front of a panel of live judges. You will be given the catalogue several days before the event to give you ample time to prepare as some items may not be in your usual scope of expertise.**

Rising Stars will perform live in front of a panel of Judges and Bidders on Wednesday May 5th 2021.

All nominations for all categories need to be in prior to your Auction or no later than 28th February 2021 – get them in now, last year several were late and missed out.

As an incentive at the Breakfast we offered to shout the cost of the breakfast to anyone who nominated on the day and we received 10 nominations, which was a healthy start to the 2021 Competition.



Gavel & Glass

GOLD MASTER AUCTIONEER BADGE RECOGNITION

The Society recognises excellence and we recognised our elite performers with the presentation of a Gold Master Auctioneer Badge to the winners of the Real Estate General & Livestock categories and Master Auctioneer status to the Senior Real Estate finalists that had not been given this award previously.

On behalf of major naming rights Sponsor Domain, **Kirsty McDowall presented a gold badge with 2 embedded stars to commemorate Hamish Mill's fantastic achievement of back to back wins.** Kirsty then presented **Stuart McCalden** with a Gold Master Auctioneer Badge to signify his win of the Domain Golden Gavel Live General Competition in 2020. Stuart hails from Port Lincoln and certainly gave the city auctioneers a run for their money.

After getting up in the middle of the night to drive to the city from Keith, flamboyant and accomplished Auctioneer Geoff Watts was recognised as Master Auctioneer for taking out the Livestock category.

Finalists **Anthony Demarco** and **Stephen Venn** were both awarded Master Auctioneer status as finalists in the 2020 Competition and as a special recognition after being a finalist on numerous occasions, namely 2008, 2009, 2011 and again in 2018 a well-deserved accolade was made to **Matt Smith**.

Only 15 winners have held the perpetual trophy in the last 25 years. For 35 years the Society of Auctioneers and Appraisers has led the way in South Australia in all facets of Auction.

The Domain Golden Gavel Live recognises and encourages excellence and is the longest running auction competition in the Southern Hemisphere recognising Real Estate, General and Livestock Auctioneers and Appraisers and the Domain Golden Gavel Live is well known throughout Australia, New Zealand and Nationally.



Gavel & Glass

GOLD MASTER AUCTIONEER BADGE RECOGNITION



"I strongly encourage any auctioneer in the whole country to become a member of the Society and have a go at these competitions, I have competed in many since 1998 and each time I enter I learn more, perform better and meet some amazing people. Go ahead have a go, and invest in yourself and your industry."

- Geoff Watts



Extremely proud to be recognised as Master Auctioneer, I am forever grateful to all vendors and agents who have engaged my services and of course members of The Society for there continued support.

- Anthony DeMarco



"It is an honour to be awarded Master Auctioneer by the Society of Auctioneer and Appraisers, (SAA). The Society kick-started my auctioneering career 14 years ago when I entered the 2006 Domain Golden Gavel Rising Star competition and have continued to support me as an auctioneer over the journey. Thanks to the Society for the recognition bestowed upon me."

- Matt Smith

GOLD MASTER AUCTIONEER BADGE RECOGNITION

First and foremost, thank you to the Society of Auctioneers & Appraisers for given me this Amazing opportunity. Thank you to all sponsors, especially Domain for there ongoing support & sponsoring this wonderful event. A special thank you to Pickles, in particularly "Richard Ward" for his early mentoring & guidance learning the auction craft. I'm very honoured & humble to win this prestigious award.

- Stuart McCalden



I am thrilled to be awarded the coveted Master Auctioneers badge. The Society of Auctioneers and Appraisers is the most highly regarded specialist organisation in this field, so it is a real honour. The perception of the public is that the Domain Golden Gavel is still the ultimate achievement and it is also a thrill to be a Finalist in this category.

- Stephen Venn



"Thank you for the award! It was a great honour to win it! Thank you to all the staff at the Society of Auctioneers & Appraisers for all their hard work throughout the year. Thank you to CEO Mr Garry Topp for leading so well. Thank you to Matt Smith as President of the Society who works tirelessly. Thank you to Oren Klemich the gentleman of the industry who is the Domain Golden Gavel Trustee. The completion would not happen without the great team effort from all these people. I would like to thank all sponsors of the Society of Auctioneers & Appraisers. I ask the industry to consider meeting with all the sponsors and trying to work with these wonderful companies. Try and support those who support us."

- Hamish Mill



GAVEL LAUNCHES INTO SPRING



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GAVEL LAUNCHES INTO SPRING



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2 DAY AUCTION ACADEMY



The Society conducted a Two Day Auctioneers License Workshop on Thursday 27th August and Thursday 3rd September 2020. There was one delegate wanting to be licenced as an Auctioneer and two others who had previously done the course and are already licenced who wanted to sit in and refresh their skills and brush up on the legislation and the legal requirements.

John Young has recently opened his business Young Real Estate SA wanting to add auction to his skills to enable him to grow his brand and presence in the market, John is a licensed valuer and his passion in life is cars. It was refreshing to see the creative performance that he was able to deliver by the end of the second day after learning the entire auction process in segments.

James Wardle, Director of Wardle & Co Real Estate took over his family business in 2010, is already a competent auctioneer and gained a lot over the two days from the intense training. His passions are his three daughters, fishing, shooting and farming and with 4 or 5 auctions coming up, one of them involving contingent lots wanted to be fully prepared for the challenges ahead.

Richard Inwood has two children 8 and 17 wants to add Auction to his expertise to serve his local community not just with Real Estate but with Clearing Sales also. Richard loves fishing and to that end maintains a house on Kangaroo Island.

The training is all about bringing out your own natural personality in your performance and painting emotional pictures of lifestyle benefits to ensure each performance is powerful and unique. All three mastered this exceptionally well



2 DAY AUCTION ACADEMY



When asked, what did you gain from this presentation? Answers were:

- Excellent, hands on practical experience, how to pitch lifestyle rather than reiterate what's on the brochure.
- How to insert energy and enthusiasm into your performance.
- I'm back again after 9 or 10 years and learnt a hell of a lot the second time around.
- Great content and great blokes!

What did you like the most? Answers were:

- The honesty of experience hard learnt.
- The feedback and training were first class.
- The bidding aspect was challenging and thoroughly enjoyed it.
- The training was fantastic, the training was invaluable to anyone starting out as an Auctioneer.
- It was perfect in every way!
- I was so impressed, I will send two more Members from my team down very soon.

We will conduct another 2 Day Auction Licence Workshop with Society Trainer, Brett Roenfeldt later in the year on dates to suit those who are wanting to participate. Please let us know if you would like to attend to either gain your Auction accreditation or like two of the delegates in this workshop wanting to refresh your auction performance so that it becomes unique and not predictable to your audience.

Please register your interest in attending future workshops by contacting Garry Topp, CEO on 8372 7830.



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2 DAY AUCTION ACADEMY



Richard Inwood



James Wardle



John Young

Gavel & Glass

38th Annual General Meeting



The **Society's 38th Annual General Meeting** was held on Monday 21st September 2020 at 5:30 pm at the Arkabar Hotel, Fullarton. The business of the meeting was a formal welcome to the members from President Matt Smith who confirmed a quorum. The President delivered the annual report of the Board Management which was accepted, moved by Mark duPlessis and seconded by Oren Klemich.



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38th Annual General Meeting



The President thanked the previous Board and announced that three members were retiring namely Andrew Monks, Richard Ward, and Amelia Langhans, there were 3 vacancies and 3 nominations, so the following were declared elected, they were Andrew Monks, Richard Ward and AJ Colman.



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38th Annual General Meeting



There was a presentation of the **Ruby Membership** to **Brett Roenfeldt** and **Anthony Toop**, **Platinum Membership** to **Tony Taddeo**, **Gold Membership** to **Bronwyn Drabsch** and **Sharon Gray**, **Silver Membership** to **Wayne Wells** and **Bronze Membership** to **Anthony Demarco**.

The meeting closed at 5:54 pm, at the Board Meeting, held immediately after the AGM, Andrew Monks was elected as President and John Morris as Vice President.



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SOCIETY'S AUCTIONS

SOLD!



24 Lagonda Drive Windsor
Gardesns
SOLD \$835,000
Agents: Paul Arnold
Auctioneer: Paul Arnold



4 Emma Court Hectorville
SOLD \$825,000
Agents: Paul Arnold
Auctioneer: Paul Arnold



33 Dutton Terrace MEDINDIE
Sold \$1,490,000
4 Registered Bidders
Fast & Spirited Bidding.
Agents: Hamish Mill
Auctioneer: Hamish Mill



5 Austral Ave, Clearview
SOLD \$483,000
12 registered bidders
Agents: Tristian Kennedy
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



15 Lindsay Ave, Valley View
SOLD \$4475,500
7 registered bidders
Agents: Ryan Stapleton
Auctioneer: John Morris



32 Dunluce Ave, Brighton
A great auction with plenty of bidding but the family have asked for the price to be kept confidential.
7 registered bidders
Agents: Stefan Siciliano
Auctioneer: John Morris



68 Hayward Ave Torrensville
Sold \$705,000
7 Registrations 3 Active
Agents: Peter Kikianis
Auctioneer: Jonathon Moore



6 Glengyle St, Woodville North
Sold \$545,000
6 Registrations 3 Active
Agents: Peter Kikianis
Auctioneer: Jonathon Moore

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SOCIETY'S AUCTIONS

SOLD!



82 Torres Ave, Flinders Park

Sold \$630,000

3 Registrations 2 Active

Agents: Anthony Fahey

Auctioneer: Jonathon Moore



24 Fourth Ave, Klemzig

Sold for \$497,500

5 registered bidders

Agents: Mannas Chan

Auctioneer: John Morris



3 Barrington Ave, Enfield

Sold for \$491,500

8 Registered bidders

7 participating

Agents: Stefan Siciliano

Auctioneer: John Morris



23 Osborn Ave, Beulah Park

13 Registered bidders

Sold for \$1,356,000.

Agents: Brandon Pilgrim

Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



74 Littler Drive, Fairview Park
Sold for \$384,000
Agents: Mark Griffin
Auctioneer: Mark Griffin



1A Kings Ave, Blair Athol
Sold for \$294K
Agents: Tristian Kennedy
Auctioneer: Mark Griffin



18 Central Ave, Enfield
Sold for \$625K
14 registered bidders.
Agents: Tristian Kennedy
Auctioneer: Mark Griffin



14 Paringa Ave, Salisbury North
22 registered bidders
Selling under the hammer for
\$227K
Agents: Robbie Smith
Auctioneer: Mark Griffin

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SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



John Morris



Jarrod Tagni



Geoff Schell



Tony Tagni



Rod Smitheram



Tim Thredgold



Jonathon Moore



Troy Tyndall



AJ Colman



Peter Economou



Bronte Manuel



Brett Roenfeldt



Paul Arnold



Richard Thwaites



Hamish Mill



Anthony DeMarco



Matt Smith



Nick Ploubidis



George Kargiotis

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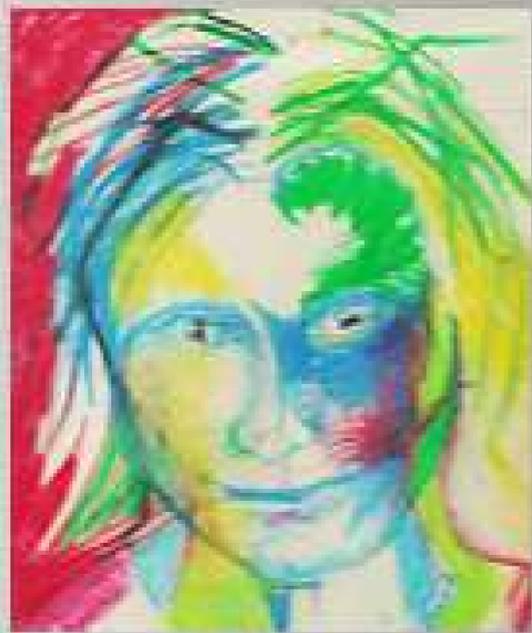
Sourcing Government funding is a specialty.

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Megan Tamlin
State Manager
0413 027 669



Lyn Melville
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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.
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.
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.

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The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agrees 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

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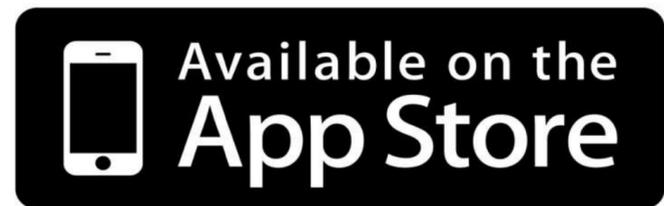
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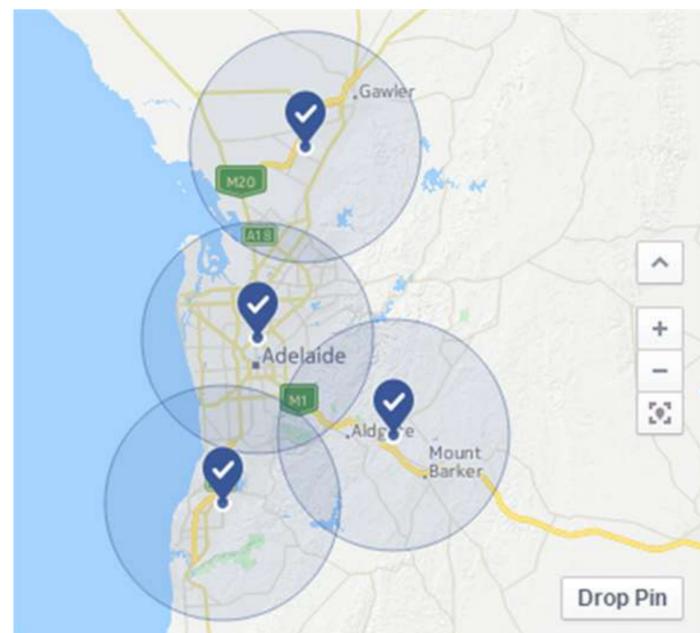
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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

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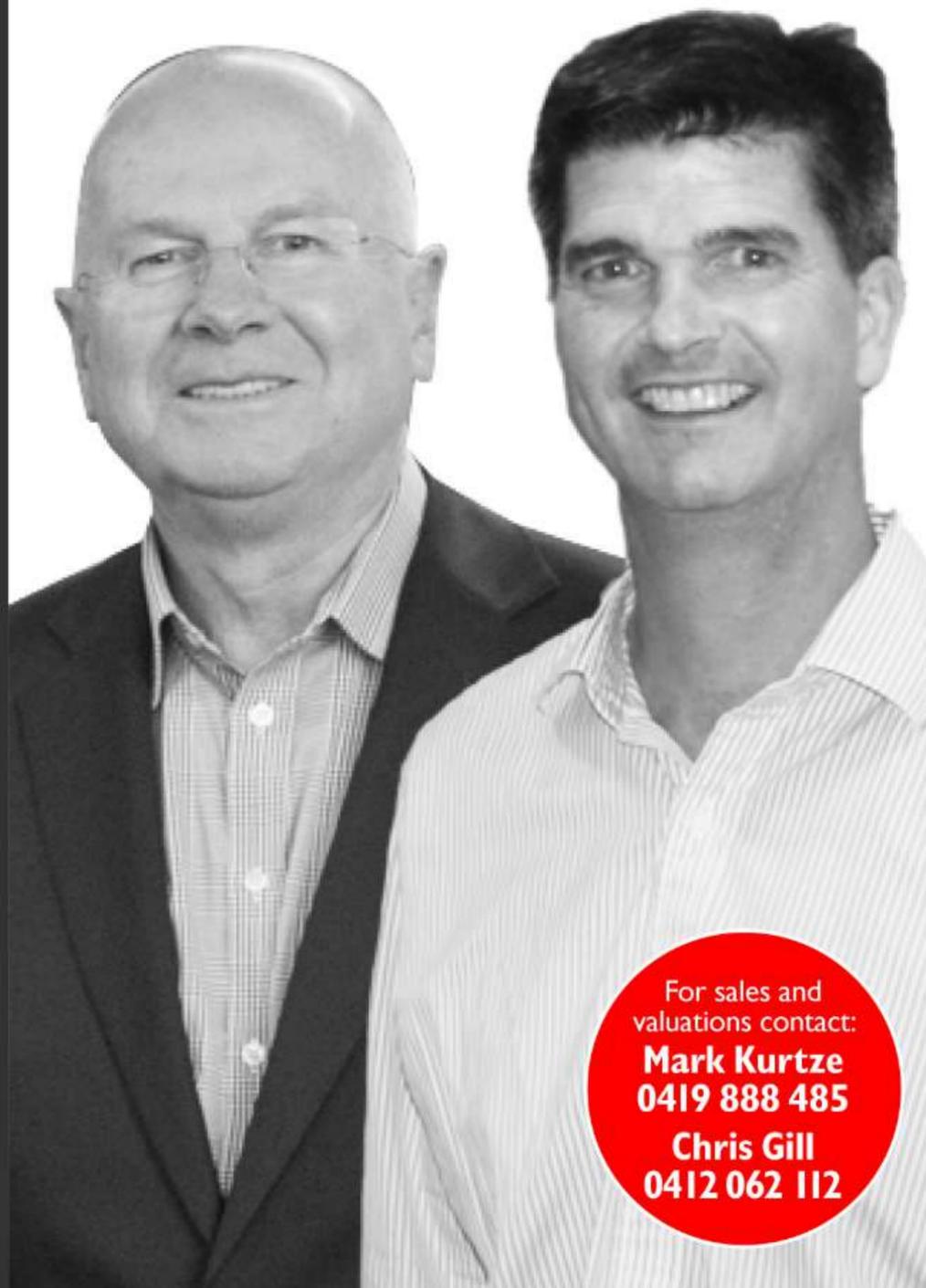
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