

GAVEL & GLASS

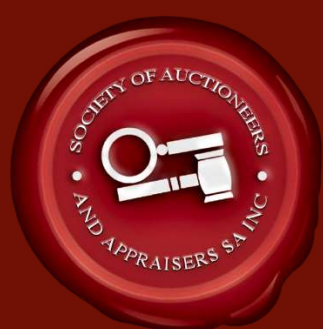
JUNE 2022 - CELEBRATING 40 YEARS

"The Society"

Representing
Auctioneers
Appraisers
Agents
Sales Consultants
Property Managers

- Real Estate
- General
- Livestock

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





'40 YEARS OF HISTORY'

Highlighting 40 years of
achievements celebrating and
recognising the dedication and
passion of The Society Family.

**CLICK HERE AND
WATCH THE VIDEO**



CONTENTS

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

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

Up Coming Events.....Page 4-7
'The Society' Golden Gavel Awards.....Page 8-27
Society's Auctioneers.....Page 28-29
Direct Connect.....Page 30
Eight At The Gate.....Page 31-32
Perspective Media.....Page 33
Eckermanns Group.....Page 34
Academic Pavilion.....Page 35
21 Advantages of Auction.....Page 36
Reaforms.....Page 37-38
Upcoming Auctions App.....Page 39
Rent Roll Sales.....Page 40
The Form 1 Company.....Page 41
Estate and Downsizing ServicesPage 42
Sponsors.....Page 43

President



Andrew Monks

**Vice
President**



John Morris

THE BOARD Board Members



Sarah Bower



Anthony DeMarco



Vincent Doran



Vincent Wang



Like us on facebook
[/SocietyofAuctioneersandAppraisersSA/](https://www.facebook.com/SocietyofAuctioneersandAppraisersSA/)



Visit our Website
auctioneers.com.au



Follow us on Instagram
[/societyofauctioneersappraisers/](https://www.instagram.com/societyofauctioneersappraisers/)

'THE SOCIETY' GOLDEN GAVEL LIVE 2023

NOMINATIONS OPEN NOW FOR 2023

For Real Estate

- Senior
- Rising Star

General
Livestock

Nominations
close on 28th
February
2023

'The Society' Golden Gavel Live is open now which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, you can put in as many entries as you like - we will judge the last entry uploaded unless you advise us which Auction you would like judged.



For further details visit our website

www.auctioneers.com.au

Gavel & Glass

UP COMING EVENTS

'THE SOCIETY'

**ONLINE
BOOKING
HERE**

AGENTS AND AUCTIONEERS UNDER THE PUMP

Challenges Agents and Auctioneers are facing

Arkaba Hotel - 150 Glen
Osmond Rd, Fullarton
Wednesday 20th July
3:30 FOR 4:00 PM
Book by
Monday 4th July



Brett Roenfeldt



Chris Gill

DO YOU KNOW THE ANSWER TO, THE FOLLOWING:

Q+A session addressing
issues that can arise during
an Auction and how to
handle situations and
questions in difficult
situations.
+ Drinks Afterwards

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?

- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50,000.00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?

What is the best way to answer the following questions:

**COST:
\$33 EACH**

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?

- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Society of Auctioneers & Appraisers(SA) Inc - 22 Greenhill Road, Wayville SA 5034

Telephone (08) 8372 7830 - 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 _____



Gavel & Glass

UP COMING EVENTS

'THE SOCIETY'

Real Estate Auction Academy

2 Day Auctioneers Licence Workshop

**ONLINE
BOOKING
HERE**



Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (Life)



Ferngood Pty Ltd trading as
Academic Pavilion
171-173 Halifax Street
ADELAIDE SA 5000
Provider Number 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. You will receive specific training on:

- | | |
|---|---|
| ✓ Inspire trust in your bidders | ✓ How to utilize Best Practice Procedures |
| ✓ Build excitement in your presentation | ✓ Answering questions |
| ✓ Delivery Techniques | ✓ Legislative questions |
| ✓ Voice Projection and Modulation | ✓ Auction Documentation |
| ✓ How to design your open and welcome | ✓ Closing |
| ✓ Body Language | ✓ Dialogue with Vendor |
| ✓ What Conditions of Sale to highlight | ✓ Highest Bidder Negotiation |
| ✓ Taking Bids | ✓ Effective use of the 3 calls |
| ✓ Crowd Control | |

Each participant will receive a comprehensive workbook including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation. 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.

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial - including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes, and vacant landholdings.
- The only trainer to win five 'The Society' Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830

Next Workshop

**FRIDAY 22ND JULY AND
FRIDAY 5TH AUGUST 8AM
for 8:30AM to 6:00PM**

VENUE: Boardroom, Arkaba Hotel
150 Glen Osmond Road, FULLARTON
(For accommodation enquiries Please call: 8338 1100)

COST: \$1,150 for members requiring licence
COST: \$650 for members already licenced
(May qualify for Govt 120% tax deduction)

(Non members are invited to join prior to attending)

Credit Card Authority for Expenses TAX INVOICE ABN: 12 010 992 766
Academic Pavilion

Direct Debit: Commonwealth Bank **BSB** 062 107 **Acc** 10541448 **Name** Academic Pavilion

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex ☐ Direct Debit

Card No.

Amount \$ **Expiry** **/** **CVV/CVC**

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph **Email**

Telephone: (08) 8372 7830 - **Email:** admin@auctioneers.com.au
22 Greenhill Road, Wayville SA 5034

Gavel & Glass

UP COMING EVENTS

'THE SOCIETY' Real Estate Auction Academy

The Australian Government is now offering a 120% tax deduction for small businesses that invest in training. It may be applicable if your company pays this on your behalf.

**Friday 22nd July and Friday 5th August
8.00am to 8.30am start to 6.00pm
Arkaba Hotel - 150 Glen Osmond Rd, Fullarton**

Please book and reserve a spot before 30th June 2022 and we can process your payment by 30th June 2022 so you can receive the benefit in this tax year.

[Download the brochure here](#)

'The Society' Golden Gavel Awards & Cocktail

WELCOME to the 30th Golden Gavel Live Awards.

Entrants in all fields are vying for the coveted prize of The Society Golden Gavel Live Winner in their respective fields.

- "The Society" Golden Gavel Live received 19 nominations this year.
- Senior Real Estate & General Auctioneer's performed real live auctions in the field and uploaded a video or livestreamed it to the Society's Facebook event page.



John Morris M.S.A.A
Vice President

- Rising Stars performed by auctioning a home in Norwood in front of a panel of judges and bidders.
- As your Vice President, I am both honoured and proud to be associated with this vibrant and well respected body of professionals.

We would like to acknowledge our past "Society" Golden Gavel Winners.

- | | |
|--------------------------|-------------------------|
| • Phil McMahon | • Phil Harris |
| • Brett Roenfeldt | • Josh Biggs |
| • Rob John | • Nick Baranikow |
| • Leo Redden | • Michael Fenn |
| • Oren Klemich | • Bronte Manuel |
| • Rod Adcock | • AJ Colman |
| • Lindsay Warner | • Hamish Mill |
| • Paul Henry | |

Ladies and Gentlemen, what a proud history The Society has and we continuously raise the profile and standards of the profession of both Auctioneers and Appraisers.

Celebrating 30 years, The Society is breaking new ground with cutting edge technology where Senior Real Estate, General, and Livestock Auctioneers submit a Live Facebook Feed from a smartphone to determine South Australia's Best Live Auctioneers.

This concept removes distance as a barrier and allows Auctioneers to compete from all over SA for the ultimate accolade of "The Society" Golden Gavel Live Champion for Real Estate, General, and Livestock.

The Society in its 40th Year is proud to both represent you and help you to continue leading through our initiatives such as our REA Forms, Upcoming Auctions App, Nationally Accredited training, and "The Society" Golden Gavel Live Competition and Awards.

Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail

The Society's GOLDEN GAVEL Competition and Awards was created by Past President, Anthony Toop F.S.A.A. (Life) in 1993 and has been passionately supported by the Auctioneering professions since its inception.

The Society's GOLDEN GAVEL has developed and evolved to recognize excellence for all Auctioneers and Appraisers by encouraging especially young performers to enter the Rising Star category as a follow-on to the Society's Nationally Accredited 2 Day Real Estate Auction Academy.

The Society's 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 Australian Auctioneers & Appraisers!

Another successful night at 'The Society' Golden Gavel Live 2022 Awards!

100 guests joined us at The Norwood Football Club on Wednesday 25th May 2022 to recognize this year's winners and high achievers.



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail

We would like to congratulate

John Morris takes out the Golden Gavel President's Perpetual Trophy for 2022.

Also recognised at the Awards were Real Estate Auctioneers **AJ Colman, Brett Roenfeldt, Hamish Mill and Michael Cavuoto.**

Marc E du Plessis, back to back winner of the General Auctioneer of the Year Award.
With runner up, Angus Barnden.

John Young recognized as the 2022 Rising Star Champion.

At the Awards we recognised Anthony Toop as "Hall of Fame – Legend" for his foresight in creating the Golden Gavel Competition giving "The Society" stature and recognition of the public in the professions both locally and internationally.

John Morris took out Top Real Estate Auctioneer of the year for selling the most properties under the hammer at Auction.

Stephan Siciliano, Top Sales Consultant Auction Marketer - Sales consultant who sold the most properties under auction conditions.

Nick Psarros, Top Principal Auction Marketer – Agent Principal who sold the most properties under auction conditions.

Ray White SA, won Real Estate Group Auction Marketer of the year - the group that sold the most properties by Auction as reported to the Society's Upcoming Auctions App.

Gordon Wood from Strathalbyn was awarded Livestock Auctioneer of the Year.



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail



'The Society' Golden Gavel Awards & Cocktail



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail



'The Society' Golden Gavel Awards & Cocktail



'The Society' Golden Gavel Awards & Cocktail



Gavel & Glass

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel Winner 2022

John Morris



'The Society' Golden Gavel Finalists 2022

*Dahlia Klunyk on behalf of Michael Cavuoto, Aj Colman, Hamish Mill, John Morris,
Brett Roenfeldt with Phil McMahon*

Gavel & Glass

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel General Auctioneer Winner 2022

Marc du Plessis



'The Society' Golden Gavel General Auctioneer Runner Up 2022

Angus Barnden with Michelle Barnes

Gavel & Glass

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel Rising Star Winner 2022

John Young



'The Society' Golden Gavel Rising Star Finalists 2022

John Young and Angus Barnden with Darren Read

Gavel & Glass

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel Top 10 Sales Consultant Auction Marketers

Brandon Pilgrim, Bronwyn Drabsch, Hamish Mill, Rod Smitheram, George Kargiotis, Ryan Stapleton, Stefan Siciliano and Vincent Wang



'The Society' Golden Gavel Top 10 Principal Auction Marketers

Paul Arnold, Andrew Welch, Dahlia Klunyk on behalf of Attilio Cavuoto, Paul Bateman, Nick Psarros and Rachel Lawrie

Gavel & Glass

'The Society' Golden Gavel Winners 2022



**'The Society' Golden Gavel
Top Sales Consultant Auction Marketer**
Stefan Siciliano



**'The Society' Golden Gavel
Top Principal Auction Marketer**
Nick Psarros with Jane Richards

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel Top 15 Real Estate 'Gold Club' Auctioneers

Aj Colman, David Smallacombe, Brett Roenfeldt, George Kargiotis, John Morris, Dahlia Klunyk on behalf of Michael Cavuoto, Rod Smitheram, Simon Tanner with Sam Bowden



'The Society' Golden Gavel Top Real Estate Auctioneer of the Year

John Morris with Sam Bowden

Gavel & Glass

'The Society' Golden Gavel Winners 2022



**'The Society' Golden Gavel
Real Estate Group Auction Marketer**
Ray White



**'The Society' Golden Gavel
Real Estate Highest Price Sale (Country)**
Jonathon Moore - 4852 Riddoch Highway, Padthaway - at \$10,100,000

'The Society' Golden Gavel Winners 2022



**'The Society' Golden Gavel
Real Estate Highest Price Sale (Metropolitan)**
Rod Smitheram - 69 Walkers Road, Somerton Park - \$2,890,000



'The Society' Golden Gavel General Auctioneer:
**Highest Price Single Lot - 1932 Sir Donald Bradman match used
cricket bat for \$203,300**
**Highest Sale Proceeds - Antiques and fine art sale named Faberge
to fabulous for \$993,200.**
Marc du Plessis with Chris Gill

'The Society' Golden Gavel Winners 2022



'The Society' Golden Gavel

Peter du Plessis Golden Pen Award - for valuation of art and antiques at \$1,375,000

Marc du Plessis (du Plessis Auction Gallery) with Michelle Barnes



Marc du Plessis, John Young and John Morris

Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail

SPECIAL AWARD - LEGEND STATUS TO ANTHONY TOOP

A special award to recognize the creator of the longest-running auction competition in the Southern Hemisphere in its 30th year.

Anthony Toop was elected as Society President in 1992. Started by documenting a Vision Statement and a towards 2000 plan which provided goals and direction. Review of the Auction Video and created the “Art of Auction Training Package”.

The Deputy Premier was invited to sign the first Auction Kit and \$10,000 of sales recorded at the event. Task Forces replaced Committees. The Golden Gavel Awards were created, which is today one of the largest Industry Events in the Nation. **A-structured equitable and workable judging system was developed and the National Awards subsequently adopted our benchmark concept for its judging.**

The Society achieved its first major sponsorship as a result of the Golden Gavel with Messenger Newspapers, which started a relationship between Messenger and ‘The Society’ which lasted some 30 years.

We also attracted Charterhouse Advertising, REI, Citibank, Qantas, 5ADFM, The Stock Journal, and Corsers Solicitors. Phil McMahon wins the Golden Gavel perpetual trophy. **The inaugural Golden Gavel Awards saw over 300 guests and the Society catapulted into the public arena with the enormous exposure created.**

Anthony toured Australia as President visiting and achieving sales of the training package.

Anthony represented the Society as a judge in the Australasian Auction Championships in Hobart. The Society produced flags, gavels, and training material for the exclusive use of members. The profile of the Society was raised as the vision began to unfold.

The Society was now a vibrant business with profile status and credibility.

We recognize Anthony Toop whose vision and foresight and passion for The Society changed our direction and we have never looked back.



Anthony Toop M.S.A.A. (Life)

'The Society' Golden Gavel Awards & Cocktail



Andrew Monks M.S.A.A.
President

We held an Auction and a lucky draw. Proceeds go to the Ukraine Appeal. Golden Gavel Live Real Estate Champion, John Morris asked Rising Star Winner John Young to do the auction.

AUCTION ITEM NUMBER ONE:

An amazing Lunch for 2 at the historic Adelaide Club hosted and paid for by our 2022 Trustee, Oren Klemich.

WINNER: Chris Gill

AMOUNT: \$2.500

LUCK DRAW TIME!

The first winner will win a twin pack of Eight at the Gate premium wines, and the second winner will win a \$100 Read Bros Signs Voucher courtesy of Darren Read.

The winner will be drawn randomly on our Random number generator

WINE: WINNER: Vincent Wang

VOUCHER WINNER: Trent Dudley

Oren has generously donated a lunch for 2 he will be hosting at the historic and exclusive Adelaide Club with proceeds going to the Ukraine appeal.

Trustee Oren Klemich and
President Andrew Monks



On behalf of the Society and myself, I would like to congratulate the Auctioneers and Appraisers and winners here tonight. I would also like to say a warm thank you to all our Sponsors to make this possible.

Larissa for helping out with the highlights, Paula the Photographer, Taylor for running the powerpoint, Michelle and Giovanna for events and management and everyone else that has taken the time to help out today.

Gavel & Glass

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



Peter Economou



Richard Thwaites



Anthony DeMarco

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Nick Ploubidis



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray



Marc duPlessis



Richard Ward



Mark Griffin



Joshua Bagley



Michael Fenn



Simon Tanner

Gavel & Glass

Direct Connect

Peace of mind

You can be assured that you're moving with the best in the business. As Australia's No. 1 Moving Services company, Direct Connect have helped over 1.2 million people move since 2004. Best of all, our service is free.



A personalised moving service

Complete reliability & completely free



We guarantee you peace of mind with our Always On Guarantee*. Simply connect with one of our leading electricity and gas suppliers and we guarantee your connections will be ready on the day you move in.

For more information visit our website directconnect.com.au or call 1300 650 767

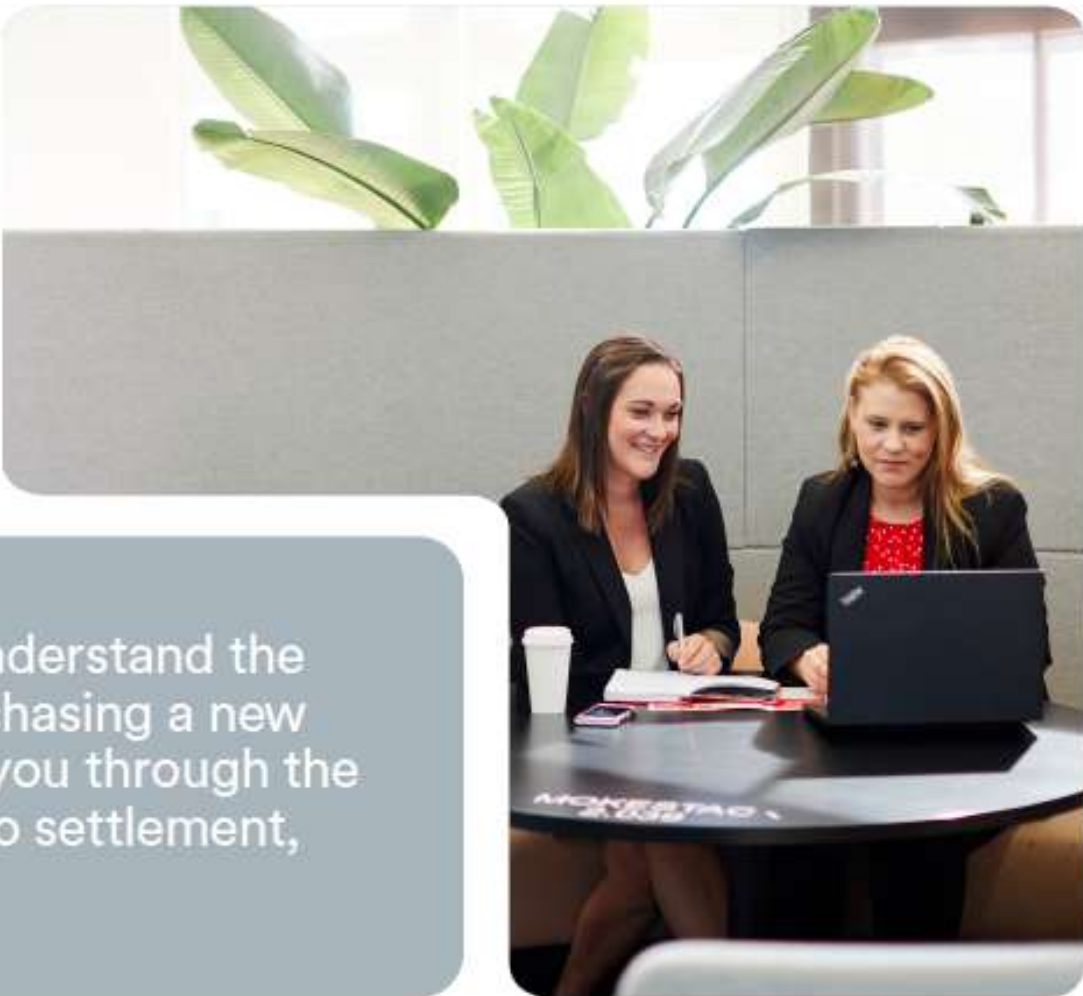
* For Terms and Conditions visit directconnect.com.au/terms-conditions



WE'VE GOT YOU COVERED

Direct Connect's free home buyer service provides you a personalised service with a dedicated contact person to guide you through every aspect of your move. You can choose to use as many or as few of our services as you require and we'll ensure that everything is covered and connected, ready for the day you move in.

We understand the moving process



SERVICES WE CONNECT

We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee* you can be assured that your electricity and gas will be connected on the day you move in!



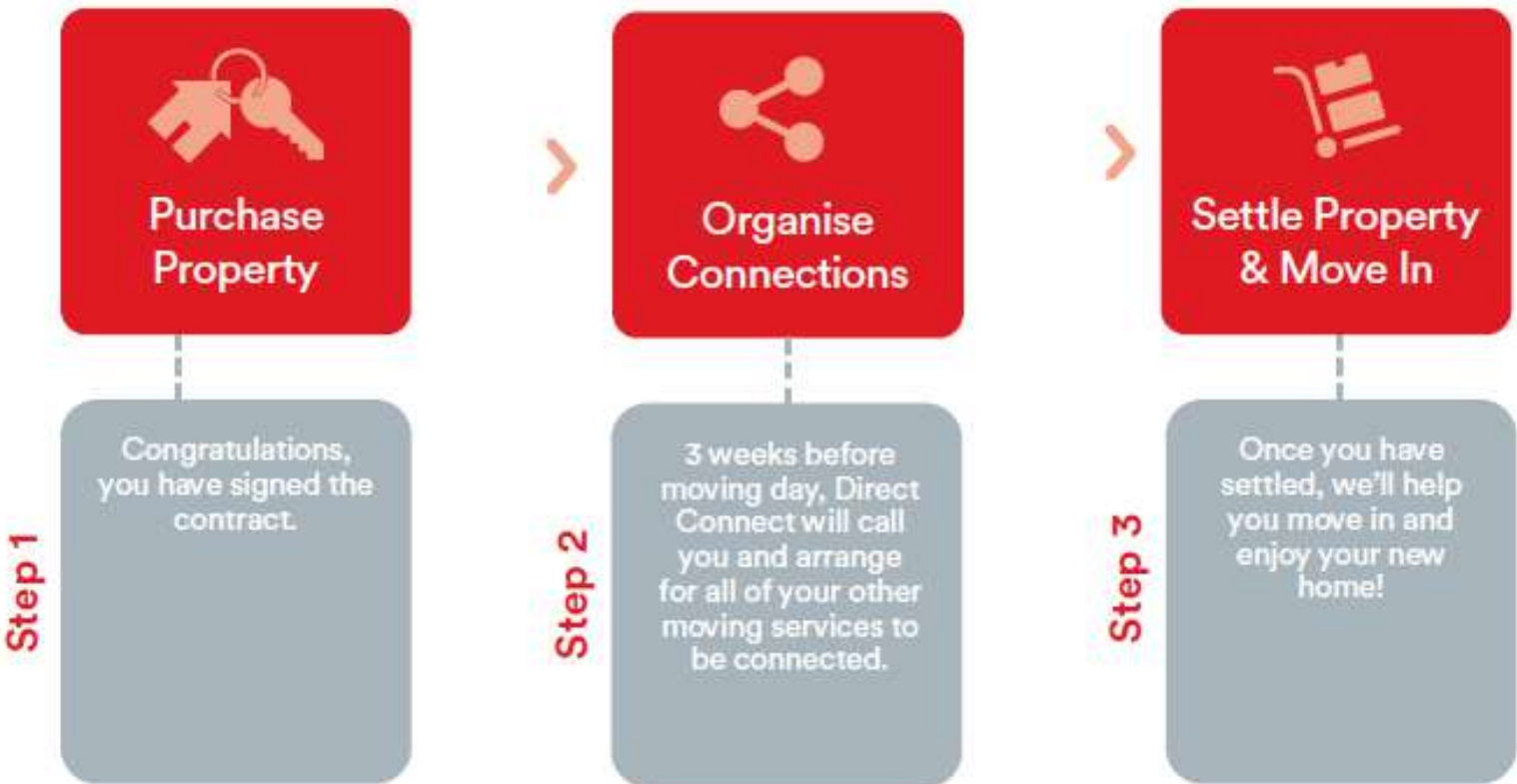
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.



At Direct Connect we understand the stress involved with purchasing a new property and can guide you through the process from purchase to settlement, and beyond.



Gavel & Glass

eight
at
the gate



Exclusive Members Only Special Offer

All members of The Society of Auctioneers & Appraisers (SA) receive **30% off any wine purchase!** Select from our multi-award winning range, whether it's our best selling Single Vintage Chardonnay 2018 or gold winning 94pt Single Vintage Cabernet Shiraz 2016 - we have a wine to suit any occasion.

THIS OFFER INCLUDES

- Available to any variety or vintage 6 bottle order minimum
- No capped orders Only while stock lasts
- Free shipping Australia wide

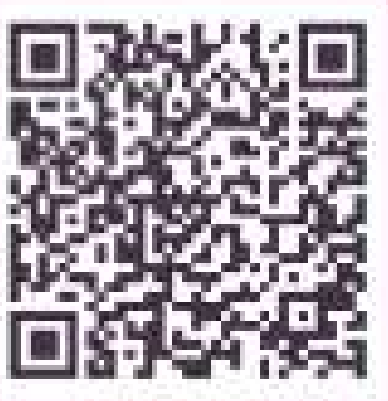
Simply enter the coupon code at the checkout when you order online.

COUPON CODE: **SOLD**

Winner of 8
Wine Showcase
Magazine Awards



Eight at the Gate
PMB 46 Wrattenbully Rd
Wrattenbully SA 5271
E. hello@eightatthegate.com.au
P 0447 805 262



eightatthegate.com.au/society-offer

Gavel & Glass

eight
at the gate



Corporate Gift Packs for every occasion

Give the gift worth celebrating, our *twin bottle gift packs* are the perfect way to congratulate your customers. Our award winning wines, that are guaranteed to leave a good taste and a lasting impression. With plenty of mix & match options, we can provide to best match for every occasion.

WHAT WE OFFER

- Award winning Australian wine
- Support a local family run business
- Special discounts apply pending total order
6, 12 or 24 bottles per month
- Gift packaging included

GET IN TOUCH

Send your enquiry to jane@eightatthegate.com.au
or give us a call on 0447 805 262



RRP \$50.00
SOCIETY MEMBERS \$30.00
Single Vineyard Gift Pack



Eight at the Gate
PMB 46 Wrattenbully Rd
Wrattenbully SA 5271
E hello@eightatthegate.com.au
P 0447 805 262

eightatthegate.com.au/society-offer

Gavel & Glass

Perspective Media



Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

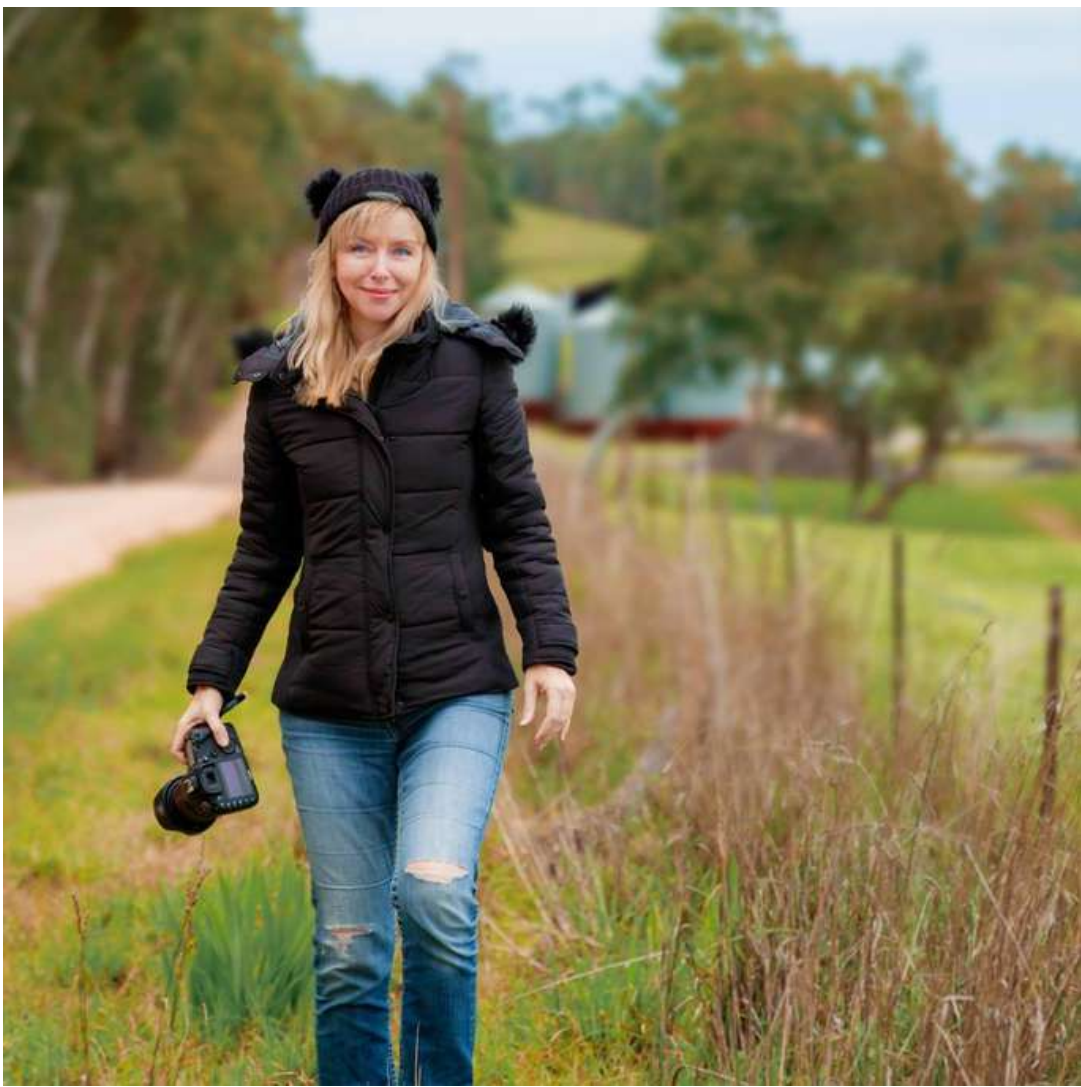
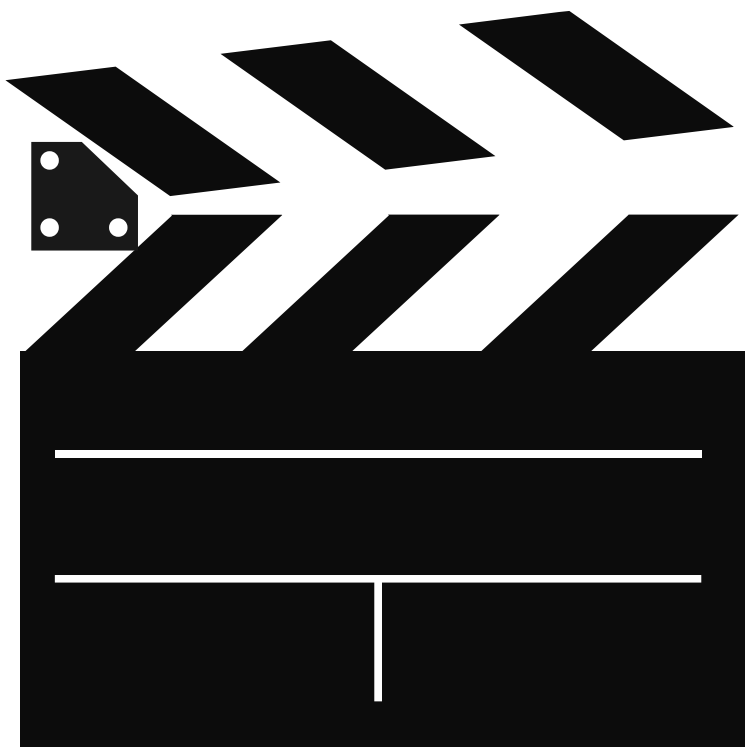
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

We will make the entire video creation process easy, time efficient and fun.

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.



**Call Larissa on 0422235442
to discuss your filming needs**

Welcome to the new sponsor!

ECKERMANNS

Delivering professional services to the SA property industry

ECKERMANN PROPERTY FORMS

- Form 1 Preparation



ECKERMANN CONVEYANCERS

- Residential & Commercial
- Land Divisions
- Matrimonial & family transfers

ECKERMANN LAWYERS

- Form 3 (Form 1 waivers)
- Commercial Property
- Commercial Leases
- General Commercial



Adelaide | Gilles Plains | Glenelg | McLaren Vale | Mount Gambier | Victor Harbor

T: 08 8366 7900 E: enquiries@eckermanns.com.au W: eckermanns.com.au



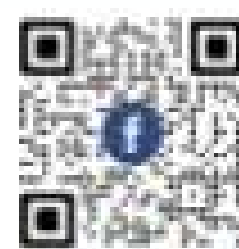
LinkedIn

[eckermannconveyancers](https://www.linkedin.com/company/eckermannconveyancers)



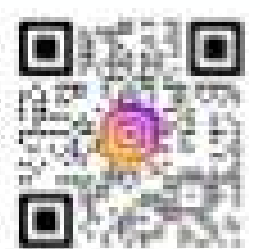
LinkedIn

[eckermannlawyers](https://www.linkedin.com/company/eckermannlawyers)



Facebook

[eckermannconveyancers](https://www.facebook.com/eckermannconveyancers)



Instagram

[eckermanns](https://www.instagram.com/eckermanns)

Gavel & Glass



Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses



Certificate IV (Property Services) Real Estate
Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with The Society of Auctioneers &
Appraisers (SA) Inc.

* Training in, Conveyancing, Legal Studies, Leadership &
Management also available

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

Gavel & Glass

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.

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.

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!

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

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

www.auctioneers.com.au

Click Here
for details

Gavel & Glass



reaforms

REAL ESTATE AUSTRALIA FORMS

You can now search SAILIS (Land Services SA) from within **reaforms** and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

Our integration allows **reaforms** users to automatically populate data for Contracts, Agency Agreements and Property Management Agreements

Save time and money on searches and completing forms

Owner details, title reference and property description are imported into the form.

PROFESSIONAL PRACTICE FORMS FOR REAL ESTATE AGENTS IN AUSTRALIA

ACCESS **ANYTIME** ANYWHERE

Contact Details:

www.reaforms.com.au

Phone: 08 8235 3939

Email: sales@reaforms.com.au

Follow us on:



LinkedIn
reaforms



Facebook
reaforms

reaforms™



reaforms

REAL ESTATE AUSTRALIA FORMS

Professional Practice Forms for the Property Industry

Why choose reaforms?

- User friendly format - easy to fill in
- Professionally presented documents incorporating your company logo
- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included - no need for a DocuSign subscription
- Built-in SMS verification for electronic signing
- Integrated with most major Agent CRMs
- Prepare, edit, print and email anytime, anywhere
- Create forms offline - the forms then sync to the Cloud and back up to your office when you next connect
- Special Conditions and other professionally drafted conditions provided
- Simplified, easy to understand GST in Agency Agreement and Contract
- Mandarin translations
- Regular training available and legislative updates provided

Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

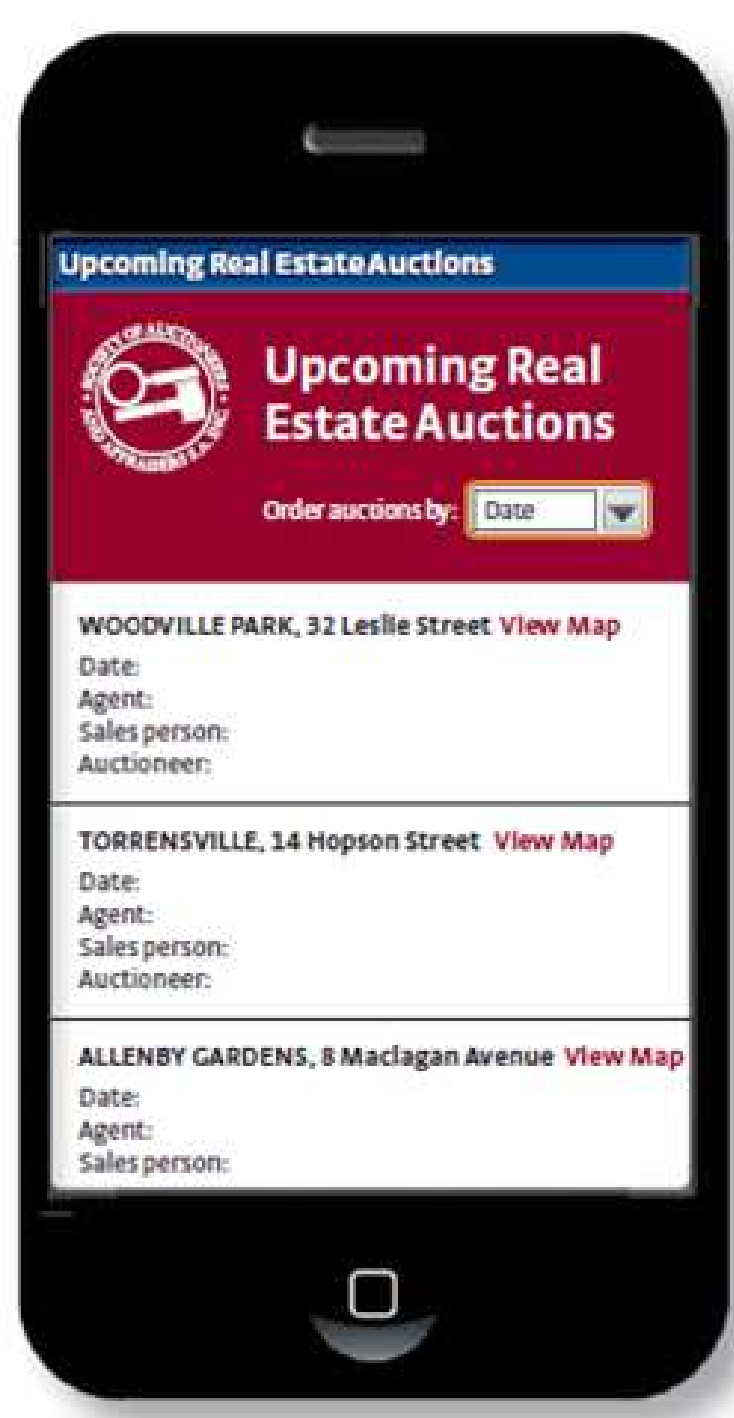
Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.



Gavel & Glass

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

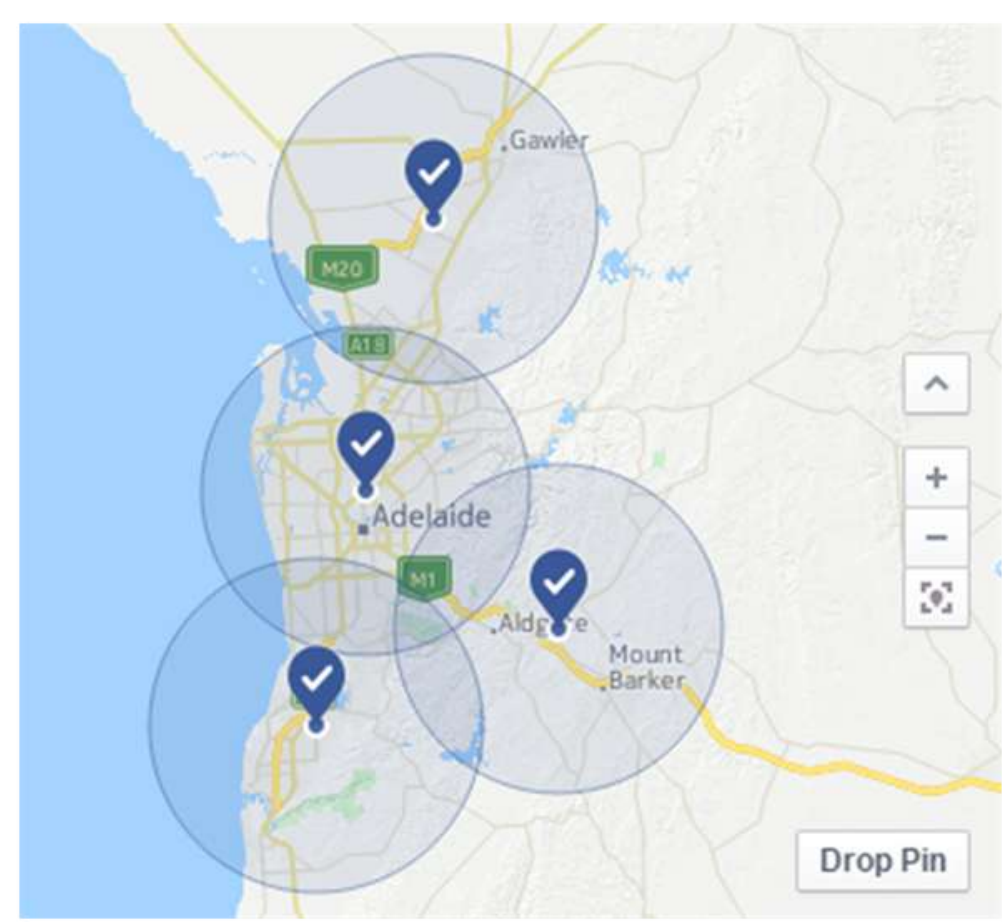
Please ensure all Upcoming Auctions are
posted on our web site the minute they
are listed!

**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!**

Gavel & Glass

**SELLING?
Call Us**

Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



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 since 1985.

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



Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- Home Contents packed up & sorted, rubbish removed, items transported to Auction.
- Antiques, shed contents and vehicles.
- Farms & Rural clearing sales.
- 50 years of life packed up and the property ready for open inspection in as little as 14 days.

Servicing Metro and Regional South Australia



ajcolman.com.au 1800 GO AUCTION (1800 46 28 28)

THANKYOU TO OUR SPONSORS

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Gavel & Glass