



## Symphony of Auction Launched in Grand Style

The Society of Auctioneers & Appraisers (SA) Inc. launched its **2008 Messenger Community News~Mortgage Choice Golden Gavel Awards** and newly created **School's Auction Idol Competition** in grand style at the Adelaide Symphony Orchestra in Hindley Street on Tuesday 26th February attended by 140 Members, guests and Sponsors and there were three Major Announcements that will enhance the direction of the Society well into the future.

The guests were welcomed by CEO, Garry Topp with the first of the Announcements:

### 1. WE HAVE A NEW PRESIDENT:

Colin Hocking has retired as President and from his State Government Job and is on an extended holiday in Queensland

I'm very pleased to announce the appointment of **Wayne Johnson** as **President of the Society**.

Wayne has 26 years experience in Real Estate commencing at the age of 18 as a desk boy and conducting his first chattels and real estate auction for the Public Trustee at age 19. He has owned and operated multiple real estate offices, has a Bachelor of Business (Property) degree and is currently the State Manager for Century 21 in South Australia and also National Franchise Manager for the Group.

Wayne has a marketing flair incorporating technology and we are very proud to announce his appointment as President for 2008.

### 2. WE HAVE A NEW MAJOR SPONSOR:

This is the biggest major announcement in 8 years for the Society **to raise the bar and the direction of the Society** is that we have formed a strategic alliance with one of the biggest finance brokers in Australia who will come on board as a joint naming rights sponsor. Such that the Competition will now be known as:



Messenger Community News~Mortgage Choice Golden Gavel and the Messenger Community News~Mortgage Choice School's Auction Idol.

Mortgage Choice have signed a three year partnership deal with the Society.

**Mortgage Choice has 28 offices in South Australia** represented by **Louise Souter** as **State Manager of SA/NT** and **Ryan Sheppard** as **Franchise Development and Marketing Manager**.

Mortgage Choice will make selling Real Estate easier by:

- Sharing referral business

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## Member Profile: Under the Glass

David Long comes from a family tradition of real estate, having T.J. Long as his grandfather, Peter Long (conveyancer) as his father and Sadie White as his mother. He first gained his real estate licence at age 18, but became disenchanted with the industry and left to pursue other career options and a degree in Music Performance at the Adelaide University.

The arrival of his two daughters drove David into starting a successful property maintenance business (for financial reasons), but, as time went on, he considered a career change. Sadie offered David the chance to return to the real estate industry after her long association with Smallacombe Real Estate. Being more mature, David returned to the fold, keen to emulate the character of Bruce Messer who David had idolised in his first trip into real estate, with the support and mentoring of Sadie.

After completing the auctioneer's course in May 2007 David left the final session of the course and immediately signed up his first auction – that very night.

"I remember the vendors were very nervous about selling but agreed to an extended settlement to give them time to buy something else. The result of my first auction was fantastic – gaining a price \$42,000 over reserve, with the vendors having five months to find their new home. I even ended up bidding on that one for them (and saving them a bit of money as well...)" David said.

Since June 2007 David has completed 30 auctions.



In this market, there couldn't be a better way to maximise your return on your real estate than to sell by auction.

"My clearance rate for auctions has been very pleasing – so far we've sold 17 under the hammer, passed in 6 and had 7 sell before auction."

And David's advice for those considering auctioning their properties?

"In this market, there couldn't be a better way to maximise your return on your real estate than to sell by auction. Not only does this method of sale gain the absolute best price, but for the vendors it means less hassle and a definite date that your home will sell by – with, of course, an unconditional cash contract and settlement to suit the vendors." ●

## Messenger Community News~Mortgage Choice Golden Gavel 2008



It's just around the corner . . . the heats of this year's Messenger Community News~Mortgage Choice Golden Gavel are on 12th and 13th

May 2008, just two weeks away. The entries are starting to flow in and we expect both the Rising Star and Senior categories to have the most contestants for many years. More so than just entering the competition, this event must also be considered the most effective training exercise for auctioneers at all levels of their careers. Take time to study your scripts, take time to study the current and proposed legislation, take time to analyse your performances from professional appearance to local knowledge. Also, the opportunity to make a top 5 position for the final on the 30th May or take out the Rising Star award may be just the marketing edge you need to rev up or kick start your career.

This is a once in a year opportunity to take a BIG STEP forward. We look forward to your enthusiastic participation. ●

LINDSAY WARNER FSAA TRUSTEE

## GoIndustry Announces Acquisition of DoveBid Inc.

UK based GoIndustry plc is acquiring DoveBid Inc in a pivotal deal which will create the world's largest industrial machinery and equipment auctioneer.

GoIndustry CEO John Allbrook says 2008 will be another important year in the Company's development following the announcement of the acquisition of DoveBid. During a global teleconference, Allbrook told employees worldwide, that with the acquisition now announced, GoIndustry will embark on a fast and effective integration process, which is expected to realise annual cost synergies of around GBP5 million.

"These are exciting times," said Allbrook. "We are bringing together two great companies with a proud tradition in the surplus industrial machinery and equipment market. I am looking forward to welcoming all our new employees and to a successful future together as we continue to build the world's leading asset sales and valuation services organisation."

"This is a truly transformational deal for our company that will give us a market leading position in the United States, Europe and Asia-Pacific regions. As one company, we are bigger, stronger and more focused, with a clear ambition to serve our customers and help them become even more successful."

The enlarged group will operate in three business areas: Corporate Disposition, Disposals and Valuations Services.

"We want to maximize the expertise of all our employees and grow our company in markets across the globe," continued Allbrook. "Our efforts will be channelled into building on the momentum we have already created and making sure that the enlarged group, which, going forward will be called "GoIndustry-DoveBid", delivers on the full potential that this combination offers to our customers, employees, and shareholders."

Completion of the acquisition is expected on 25 February 2008. ●

## 2008 Messenger Community News~Mortgage Choice Golden Gavel General Auctioneers

As a new initiative for 2008 entry to the General Component of the awards will be by way of a Promotional Video which can be used as a promo on your website or as an introduction to your company to potential new clients.

We have engaged the services of Grant Puckridge of Compass Digital Media to film your performance at one of your General Auctions, edit the footage, and then provide a 3 minute DVD as a

promotion for you and your company.

To participate you will need to complete a Messenger Community News~Mortgage Choice Nomination Form and ensure it is received prior to the 29th April 2008 for each Auctioneer that wishes to participate as this promo will be relevant to one Auctioneer only, together with your nomination fee of \$165 (non members \$265). Please also forward us your cheque for Compass Digital Media for

\$517 for their charges in relation to the DVD.

This initiative will be an opportunity to promote your company and Auction in both a marketing and competitive role in a unique manner. The winner of the best promotional DVD will be announced at the Messenger Community News~Mortgage Choice 2008 Golden Gavel Dinner on Friday 30th May. ●

GARRY TOPP FSAA (LIFE) CEO

## Government Number Plates

SA Sold!

The South Australian Numeric Plates Auction of 60 lots at Adelaide Motor Show, Adelaide Showgrounds in the Royal Banquet Room was held on Sunday 6th April 2008 on behalf of the Department for Transport, Energy & Infrastructure. The Auction was conducted by multi award winning Society Auctioneer, Ian Newell MSAA (Master) who reports a very successful auction of 3,4,5 & 6 digit plates on metal embossed plates with white figures on black background.

A big attendance – approx 400 bidders and online webcast bidding thanks to Dr Michael Groves of Interbid Live. The last live auction in South Australia was

23 years ago in 1985. Keen bidding on all lots with the highest price recorded being \$20,400 for number SA 271. Other 3 digit plates ranged from \$8,000 to \$15,600 and 4,5 & 6 digit plates realised \$3000 to \$9,200. Buyers from all over Australia were there, however as you would expect, most lots sold to local buyers.

The total auction grossed \$428,000 for the 60 lots. Society CEO Garry Topp attended the well run Auction and complimented Ian Newell on the dynamic way in which he orchestrated the proceedings and held the Public's attention right til the last lot. Garry observed some



Society Auctioneer Ian Newell MSAA

high profile Society Members in the crowd with Jamie Codling doing his best but unable to make a purchase on this occasion, however look out when you next drive down Kensington Road as Andrew Welch was the successful bidder, spending his latest commission and buying SA 3131. ●

### LEGISLATION COMPLIANCE - REAL ESTATE REFORM

## THE SOCIETY IN ASSOCIATION WITH REISA AND OCBA PRESENTS A FULL DAY TRAINING CONFERENCE FOR ALL PRACTITIONERS

We will address the key elements of the Legislation namely:

- Auction Requirements (Registration, Bidding Numbers etc)
- Quoting (New strict guidelines)
- Qualifications and Registration of Practitioners
- Penalties
- Photo IDs
- Conflicts of Interest
- Warning Notices
- Prohibited Practices
- Commissioners Approval required for Subject Sales and many other crucial issues
- Advertising
- Disclosure of Benefits
- Deemed Collusive Practices
- Agency Management
- Handling of Offers
- Verification of Vendor's Statement
- Keeping of Records

Invitation and Booking Form will be sent to you shortly.

We recommend that Business Owners ensure all Sales Consultants and Support Staff attend this Major Industry Update as it is imperative that best practice procedures are updated to fully comply with the release date of the new Act anticipated to be 1st July 2008!

### DATES:

Adelaide:	Thursday 29th May
South East (Coonawarra):	Thursday 5th June
Port Lincoln:	Wednesday 11th June
Murray Bridge:	Thursday 19th June
Berri:	Friday 20th June
Port Pirie:	Tuesday 24th June

## Messenger community news



Glen Kirkpatrick

Messenger Community News has a new real estate sale manager who comes with a wealth of experience in print and online business.

Glen Kirkpatrick has worked as the chief executive of his own marketing business and in the past three years has worked for Sensis.

He has managed a team of sales executives selling into products such as the Trading Post, Style SA and Online Directories.

Messenger group advertising director Daniel Canny said Mr Kirkpatrick would be a great asset to the business. ●





## Symphony of Auction Launch (continued)

- Having a high level of understanding and awareness
- Being accredited and competent
- Giving personal service and personal contact at every stage of the loan through to settlement
- And settling on time!

Please show your support for Mortgage Choice who strongly supports you and the fantastic industry of ours.

**Louise Souter responded at the Launch:**  
Ladies and Gentlemen:

and every day one in every 20 home loans written in South Australia and in fact across Australia, are provided through the Mortgage Choice network – and in achieving that outcome we have **partnered with over 200,000 homeowners since 1993.**

And today we start another partnership, with the Society of Auctioneers & Appraisers – we feel it's an excellent fit for us both.

This partnership sees the coming together of two organisations made up of local South

organise electricity, gas, water, telephone, internet, Pay TV, newspaper subscriptions, security – even renovators and cleaning if you want them to. And their service is free to you and your Clients.

We also acknowledge Messenger CommunityNews, our long standing Major Sponsor who have been reporting local news to Adelaide residents since 1951. Messenger has 11 suburban publications which allow readers right across the state to connect with their community. Messenger been instrumental in assisting us to raise the bar of professionalism

a new vehicle have a look at Lexus Perfection Personified. Call Paul Johnston 8238 5400.

**Adcorp** specializes in property marketing. They consistently deliver innovative, integrated and break-through property campaigns. Represented by Peter and Leanne Grzesch, Jenni Tassell and Andy Stenton. Call 8418 7600.

**REISA** represented by President Robin Turner and the person that does everything Emma Slape and new CEO Greg Troughton. REISA have increased their Sponsorship this year for the newly created categories of Rising Star Male and Female. If you know any potential young Auctioneers please encourage them to enter this dynamic training platform. Call Emma Slape 8366 4632.

**Property Enhancers** will turn any dull and boring house into a stunning home with appeal. Represented by Felicity Wood and Angela Olero. Call 8351 0911.

**Miller Insurance Brokers** represented by Gordon Tonkin and Catherine Denny are the endorsed providers of insurance for the Society and specialise in Professional Indemnity and Business Insurance – Quotations and advice is available on request. Call 8372 7804.

**Gavel and Auction Idol** competition for 2008.

An auction is the pointy end of the sale, a thermometer of the market, a ready headline for newspapers, a talking point for politicians, a social event for neighbours and friends and for a specific house, chattel or luxury item an opportunity to calculate market value, create a record price or **establish in a very short time frame a realistic sale price.**

Not all houses, chattels or items are auctioned but the auction will attract considerable activity and interest no matter what the economic or emotional circumstance at the time.

But more importantly, it is the Auctioneer, who stands at the front of the crowd, is the representative of vendor, the captain of the team, the focus of the audience and it is his presentation and performance in this high profile position which will determine the final outcome, whatever that may be.

As the trustee of the **Messenger Community News~Mortgage Choice Golden Gavel competition**, I am charged with the responsibility of **maintaining the integrity** of this high profile event, but more than that, at the grass roots level of our membership, ensuring that all auctioneers

bringing together of many musical players on various instruments in a professional, pleasant and controlled environment and controlled by the conductor.

An auction is the bringing together of many different characters with various emotions in a professional, pleasant and controlled environment controlled by the auctioneer.

May I suggest the disciplines of both art forms have many similarities?

This year's event has some innovative changes which we believe will further develop the competition. The Novice category has been given a name change and is now called the **Rising Star**. More than that, the Rising Star contestants will now compete in the heats under the same terms, conditions and point scoring as the senior Auctioneers. This means that if we have **a fresh kid on the block, a new young gun, or a new legend in the making**, this Rising Star auctioneer could quite possibly make the top five in the competition, compete in the senior final and even be given the chance to win the **Golden Gavel** in their first year.



It is with great pleasure that I am able to respond on behalf of **Mortgage Choice, Australia's Leading Mortgage Broker**, as our local network begins a long-term alliance with the Society of Auctioneers & Appraisers.

Mortgage Choice is built on a series of partnerships.

Our most critical partnership is the one that we have with our business network, a team of committed, entrepreneurial, independent business people who put enormous time and energy into meeting their customers' needs and growing their own businesses.

Our 31 lender partners make it possible for our network to help everyday South Australians choose from hundreds of different home loans each day – providing what we call a 'Simple Choice' in an often complex and increasingly competitive home loan market.

You may not be aware but today, each

Australian business people each providing outstanding service and playing pivotal roles in the home ownership journey for our local community and beyond.

We believe that **the synergies between our two groups are obvious** and on behalf of our entire local network I'd like to welcome you all into the Mortgage Choice family and thank the Society's Board for endorsing us as its new principal partner.

### 3. WE HAVE A NEW KEY SPONSOR:

We would like to introduce connectnow as a new Key Sponsor.

What a fantastic service you can now offer your clients – both Vendors and Purchasers alike.

We would like to welcome **Sharryn Martin, Business Development Manager** for Connectnow. Their service is unique, simple and saves hours on the phone listening to music and recorded announcements. Have your clients fill in one simple form and **connectnow** will

within our Industry though the Golden Gavel Competition. Represented at the launch by Danny Canny.

### KEY SPONSORS

**Bowden Printing** are proud to be an ongoing sponsor of the Society. Imagine how easy it would be to pick up the phone when you get a listing and get your photography, floor plans, brochures and sign done at a one stop shop. Bowden Printing offers this service to you. Call Luke Bowden 8340 3588.

**Lexus of Adelaide** providing the World Car of the Year in 2007. Lexus is the highest selling brand of luxury car in the USA and in 2006 Lexus was named the most reliable brand in the U.S. based on its Vehicle Dependability Survey, a measure of over 47,000 vehicles. From its inception, the motto of Lexus has been "The Relentless Pursuit of Perfection." Since 2005, the worldwide Lexus motto is the "The Pursuit of Perfection." They are the leader in hybrid technology which will make them the world leader in motor vehicle production. Next time you want

### OTHER INTEGRAL SUPPORTERS

**Advertiser Newspapers**, who publish our Auction Results every third Tuesday, together with editorial comment from the Society President.

**Corsers Solicitors**, providers of our computerized documentation "AucDocs".

**Lateral Communications** – Bridget van Heurck – our Media Liaison person.

**Kirrihill Wines** – Tanya Matz provides fantastic wines, order forms on our web page.

**Livestock Markets Limited** who support the Society in Training and Competition for Livestock Auctioneers.

### ENHANCEMENTS FOR 2008, LINDSAY WARNER (TRUSTEE)

Welcome to the **Messenger Community News~Mortgage Choice 2008 Golden**

and others involved with our industry, are trained, educated and informed to ensure **our professional standards are of the highest level** to cover any event or changes in legislation that may and will come our way.

As I say every year, **the bar is continually raised**, and there is no doubt in my mind, that the testing of our skills in front of our peers by taking part in the **Golden Gavel** auctioneering competition is the ultimate way to maintain, test and improve our standards, no matter how many auctions the individuals may conduct in the field.

Now onto **Messenger Community News~Mortgage Choice 2008 Golden Gavel.**

The theme for 2008 is the **Symphony of Auction**. A musical symphony is the

This will obviously put pressure on our senior competitors but it will ensure a fast track for the best of the best to perform and be recognised.

There will still be a separate reward for the Rising Star which will also now recognize the **Top Male and Female Rising Star**. The criteria for the Rising Star will remain that they can only have conducted 10 or less live auctions in the field.

As per previous years, the South Australian Real Estate Institute is sponsoring this highly sought-after award with the winner taking away a substantial cash reward to further their career or take a holiday.

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## Symphony of Auction Launch (cont)



Top 10 Principal Auction Marketers



Top 10 Sales Consultant Marketers

The winner and runner-up in the Senior competition will again be selected to represent South Australia and compete in the Australasian competition later in 2008.

Now onto the **Messenger Community News~Mortgage Choice Auction Idol Competition**. This section of the **Golden Gavel** continues to go from strength to strength. At this early stage of the year we have had **23 schools from the public and private sector** registered to be involved in this competition.

### TOP 10 PRINCIPAL & SALES CONSULTANTS:

**Kris Casey**  
**Phil Harris**  
**Judy Morris**  
**Nicole Neil**  
**Penny Riggs**  
**Matt Smith**  
**Lindsay Warner**  
**Andrew Welch**  
**Sadie White**  
**Trish Williams**

The top 10 Principal Auction Marketers are:

**Christine Auld**  
**Frank Azzolini**  
**John Berno**  
**Nabil Chehade**



We would now like to recognise the hardworking principals and consultants who continue to drive the auction as a preferred method of sale for Real Estate in South Australia. These Top10 auction listing principals and consultants are possibly responsible for up to 70% of all auctions listed during the last 12 months and it is their skill and expertise which will educate all of us for years to come.

There are some familiar faces from years gone by and there are some new faces making their way to the podium for the first time.

The top auction listing principal and consultant will be announced at the Gala Ball on 30th May this year.

The top 10 Sales Consultant Auction Marketers for 2007 are:

**David Cocks**  
**Peter Kiritsis**  
**Aaron Milford**  
**George Noicos**  
**Bronwyn Petherick**  
**Alf Talotta**  
**Richard Thwaites**

### NOW ONE LAST MAJOR ANNOUNCEMENT

In 2008 at the **Golden Gavel Gala Dinner** we will be acknowledging the **Top 5 Charity Auctioneers** for the previous year being March 2007 to March 2008.

### PAYING TRIBUTE TO HIGH ACHIEVERS

The Society of Auctioneers & Appraisers (SA) Inc. pays tribute to its high achievers and each year recognizes and awards Principals & Sales Consultants who market and sell properties by Auction. Each

year the Society will profile the top 10 Principals and the top 10 Sales Constant Auction Marketers and the winner will be announced at the Gala Dinner as part of the **Messenger Newspapers~Mortgage Choice Golden Gavel Awards**.

These high profile Agents are a testament to research that shows that **properties that are marketed utilising the Auction system sell in around half the time of a property simply just listed for sale.**

Renewed confidence in the Auction system has seen a **resurgence in the number of properties taken to Auction** in 2007, as Vendors are once again recognising the enormous benefits of using this powerful marketing process as part of their overall marketing strategy.

With the new best practice procedures put into place by the Society of Auctioneers & Appraisers last year, purchasers now have a renewed confidence when buying

at Auction – they can simply see what their competition is and get an instant response to their offer, as opposed to sometimes waiting days after making an offer on a private treaty sale.

The Society has recently launched “**The 21 Advantages of Auction**” as a listing tool for Agents to advise prospective Vendors of the many advantages of Auction, and for buyers of property by Auction, have produced a brochure with strategic alliance partner, Mortgage Choice, entitled “**Buying Property at Auction – How to get the Edge**”. Both brochures are available on the web page, **Auctioneers.com.au**

The Society congratulates all 20 Principals and Sales Consultants as the top 10 in each category in South Australia. ●



## Beijing Hospitality and Trade

I arrived in Beijing after an 11½ hours long Qantas flight from Sydney to 12°C and snow, but what a vibrant amazing city Beijing is. It's pristine, neon lights everywhere, wide roads . . . and the traffic flows.

I was out shopping in the Silk Road Markets when I called our official Chinese associate, Mr Wang, intending to repay his hospitality. I invited him to dinner – within 30 minutes his driver had picked me up for an official tour of the Beijing Auctioneers Association's Fine Art Auction Rooms and their offices and then to lunch in a private room at one of the top Beijing Restaurants. The food was sensational with Peking duck, garlic prawns, succulent fish, egg tart, bean curd and a bottle of 10,000 RMB (\$A200) rice wine. I'm told its reserved for Prime Ministers and very special guests. Not to be embarrassed like the last time when I was driving, and



so refused to participate in the Chinese business tradition of clinking glasses and 'bottoms up', I really gave it my best shot downing at least 14, and I am pleased to announce while I didn't win, I was equal first and drew with Mr Wang as I assume protocol dictates.

I really hope this new association with China prospers and **opens the doors to reciprocal trade** with these innovative



business associates. They are currently planning to send a **20' container of Chinese Fine Art to Australia for Auction** and we are honoured to be able to assist. In the near future we intend to open up China as a gateway to the world for our valued Members products and services from South Australia. ●

**GARRY TOPP FSAA (LIFE) CEO**



## New Members

The Society is proud to welcome the following new members:

Ben Moncrieff  
Richard McLean  
Andrew Welch  
Bob Foley  
Aaron Milford  
Scott Robinson  
Sadie White  
Karen Lombe  
John Riggall  
Donald McGregor

Justin York  
Ray Snook  
Kris Casey  
Mark West  
Peter Rechstein  
Darren Harris  
Tom Wardle  
Geoff Schell  
Tim Edwards  
John Mathe

Angelo Bartemucci  
Mark Barrass  
Jo Buckler  
James Harvey  
Victor DeCasto  
Craig Honan  
James Leo  
Brady Dabinet  
Bronte Kenchington  
Sarah Williams ●

## Property Valuers

Please advise us if you undertake Property Valuations. We get calls from the public wanting formal valuations for property settlement etc.

If you wish to be included in a new database please let us know and include areas of expertise, e.g. Residential, Commercial & Industrial etc. ●



## Profiling Members

Put your photo on the web!



As part of our ongoing commitment to promote our valued Society Members to the Public, Practicing Members now have the option of including their current promotion photo and their areas of speciality in the already market leading Members Web Search facility on the Society's dynamic state-of-the-art website. In the last 12 months, we have received over 300,000 hits at **Auctioneers.com.au** with the lowest month being 18,746 and the highest 36,492. Practicing, Master, Fellow and Life Members are invited to email their latest pic to **society@auctioneers.com.au**. Please ensure it is in a JPG format width 100 pixels, height 120 pixels and it will need to be named with your Member Number and name, e.g. 190GarryTopp.jpg ●

## Wow! What a Great Display of Expertise!

The 7th and 8th February saw six amazing performers demonstrating huge potential and enthusiasm for participating in the very first Auction School for 2008. Talk about presentation, personality, and performance, they had it all. The Society CEO, Garry Topp, sat in on the second day to observe how the structure and format was set and evolved to produce unique personal performance to accentuate each Auctioneer's unique style and personality. Peter Walker from Canberra, ACT, attended to fine tune his already dynamic performance as a lead in to the Australasians which will be held in Darwin in September (he had heard that the Society in SA provided the absolute best training ground for Auctioneers in Australia).



Craig Stokes, Adam Teague, John Williams, Sam Auld are now well equipped to compete in the 2008 Messenger Community News~Mortgage Choice Golden Gavel Awards in the New Rising Star Male and Female category, as is REISA's Emma Slape who participated to gain extra industry knowledge and now has the expertise to give some of the high profile seasoned Auctioneers a real run for their money. With the pending new legislation and the restrictive price range advertising control, we predict a huge swing to Auction as the ultimate marketing method of sale. Six more auction schools will be held in 2008. Call Garry Topp (8373 7830) for all the details. ●

## Two Day Auction School – 10th and 11th April 2008

The ever popular Society Two Day Auction School saw an outstanding transformation from 'students' to Auctioneers. The eight participants all 'graduated' with flying colours and the feedback overall on the structure and content of the course was excellent. It was again held in the upstairs private room of the Alma Hotel on the 10th and 11th April 2008.

One interesting

comment was that it was an opportunity to not only understand in detail the Auction method of sale but also get into 'the head' of an Auctioneer and the importance of the role.

Society Trainer Rod Adcock said that the discipline required by the students in presenting their auction performances on Day 2 was the key to their understanding of what it takes to be an Auctioneer.

Recognised nationally as 'the best' Two

Day Auctioneer Training School multi-Messenger Community News~Mortgage Choice Golden Gavel Award Winners and Trainers Brett Roenfeldt and Rod Adcock said "that the course 'fast racks' would-be Auctioneers to the extent that on completion they would all be capable of conducting a 'live' auction the very next day".

For details on the next Two Day Auction School contact SAA CEO Garry Topp on (08) 8372 7830. ●

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### KEY SPONSORS:

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