

GAVEL & GLASS

JANUARY 2019

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



*Look for the logo
– its your guarantee*

auctioneers.com.au

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MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Andrew Monks



Richard Ward



Jarrah Holmes

**About the Society
Click here!**

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Register your
interest now

2019

SAVE THE DATES

The Society of Auctioneers & Appraisers (SA) Inc

NETWORKING NIGHT FOR UNDER 27S | THU 24 JAN @ 5:30PM

hosted by Matt Smith (Klemich Real Estate) and the Board of the Society

- Network with High Achievers
- What specific training do you want for Under 27s?

All members
please attend

FORM 1 & CONTRACT WORKSHOP ADELAIDE | THU 7 FEB @ 9:30AM

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

2019 GOLDEN GAVEL LAUNCH | THU 21 FEB @ 5:30PM

Join us at the Launch of the 2019 Golden Gavel!

Nominate now at: <https://bit.ly/2N29dbz>

LAND AGENT'S THREATS WORKSHOP | THU 28 FEB @ 9AM

presented by Past President Wayne Johnson

- How to run a viable business with a long-term future
- Is your business structured to remain profitable and sustainable?

BREAKFAST OF CHAMPIONS | THU 7 MAR @ 7:30AM

location: Lexus of Adelaide on West Terrace

- Join us at our popular Breakfast of Champions series
- Guest Speakers: Brenton Ilicic (EYS Auctions) & Sam Alexander (Klemich)

COONAWARRA FORM 1 & CONTRACT WORKSHOP | THU 11 APR

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

2019 GOLDEN GAVEL AWARDS & DINNER | WED 22 MAY

Celebrating 27 years of the longest running Auction competition in the Southern Hemisphere

You are invited to celebrate the achievements of the best Auctioneers & Appraisers of Real Estate, General, & Livestock.

BERRI FORM 1 & CONTRACT WORKSHOP | THU 18 JULY

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

PT LINCOLN FORM 1 & CONTRACT WORKSHOP | THU 1 AUG

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!



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Upcoming Events

All
members
Requested
to attend

**THU 24 JAN 2019
530PM**

Cucina North Adelaide

21 O'Connell Street, Nth Adelaide

\$20 per person food incl. Bar at cost
(bring 1-2 friends under 27 for FREE!)

Please book by Thu 17 Jan 2019

UNDER 27S NETWORKING NIGHT

Hosted by

Matt Smith (Klemich Real Estate) and the Board of
the Society

- Network with High Achievers
- Tell us about your experience so far in Real Estate
- Tell us what specific training you want for Under 27s

WWW.AUCTIONEERS.COM.AU | (08) 8372 7830 | SOCIETY@AUCTIONEERS.COM.AU

**CLICK
HERE**

Please RSVP with booking form
admin@auctioneers.com.au

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Upcoming Events

Society of Auctioneers & Appraisers (SA) Inc

BREAKFAST of champions



ADELAIDE



Brenton Ilicic

EYS Auctions - Founder & Director

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

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

Many Sales Consultants have not worked in a declining market...

Brenton will show you strategies:

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

NEW DEVELOPED STRATEGIES

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

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

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

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

Lexus of Adelaide | 164 West Terrace, Adelaide

\$36 per member, or bring a friend!

2 or more tickets for \$30 each

(Non members are invited to join prior to attending)

Bookings by Friday 22nd February

<https://bit.ly/2GY8HK8>



Sam Alexander

Klemich Real Estate

At 22...how I got confidence of vendors

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



Please RSVP with booking form
admin@auctioneers.com.au
or CLICK HERE to book online

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Upcoming Events



Form 1 & Contract Workshop with Consumer & Business Services

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



Form 1 and Contract Issues & Pitfalls

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

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

.....

Arkaba Hotel
150 Glen Osmond Road
Fullarton SA 5063

.....

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

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

.....

BOOK BY
Friday 25th January 2019



Please RSVP with booking form
admin@auctioneers.com.au

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Upcoming Events

Celebrating 27 years
Since 1993



2019 Golden Gavel Launch

with the release of

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

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

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

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

All Members &
Auctioneers should
attend!

HAVE YOU NOMINATED YET?

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



Please RSVP with booking form
admin@auctioneers.com.au

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Upcoming Events

LAND AGENT'S THREATS

PRESENTED BY WAYNE JOHNSON

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

For Principals & Sales Consultants
running a business within a business



IS YOUR BUSINESS STRUCTURED TO REMAIN PROFITABLE AND SUSTAINABLE?

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

The workshop covers the following topics:

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

LEARN HOW TO

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



Wayne Johnson

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

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

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

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

CLICK
HERE

Please RSVP with booking form
admin@auctioneers.com.au

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Vice President's Report

by Matt Smith

Happy New Year!

I would like to thank all our members and sponsors for your support over the years and I look forward to your involvement with the Society in 2019.

The Society has some great new initiatives and programs in plan... being developed to encourage networking and younger people to get involved.



Matt Smith - Vice President

We are kickstarting the New Year on Thursday 24th January with the [Under 27 Networking event for EVERYONE](#). Remember, tickets are \$20 - but bring along a friend or two Under 27 for FREE!

Please contact Michelle Lee (admin@auctioneers.com.au) if you have any questions about this event.

This year we will be introducing 20% off on all events for members under 27.

Looking forward to a fantastic 2019 to come!

Matt Smith M.S.A.A.

Vice President

Click here
for the
Nomination
Form

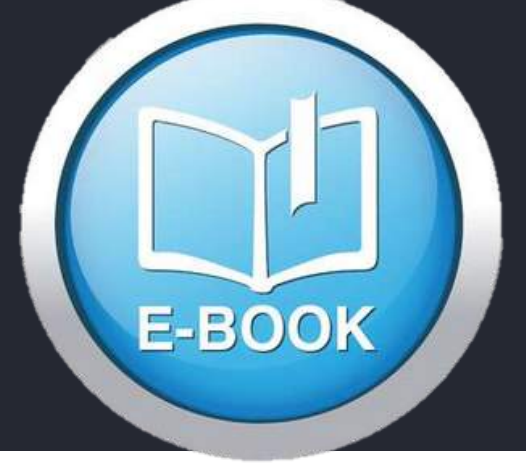
Conditions
of Entry

**All members
Under 27 get
20% off ALL
EVENTS!**

*Conditions Apply

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Member communication and Social Events Board Report



Andrew Monks

[Happy New Year to everyone!](#)

I would like to thank everyone for their participation in our events throughout the year 2018. We had some wonderful successes and well-attended events throughout the year.

We will be kicking off the year with a networking night with the Under 27s in focus – [all members are welcome!](#)

Tickets are \$20 each for platters of Italian food and bring 1-2 friends under 27 FOR FREE!

This event will be held in the upstairs function room of Cucina North Adelaide on Thursday 24th January at 5:30pm. [Please book by Friday 18th January](#) by sending in the booking form to Michelle Lee at admin@auctioneers.com.au.

In 2019, we are focusing on the growth of our events – especially on our 2019 Golden Gavel Live. We are working to make it even better this year!

The official launch of the 2019 Golden Gavel will be held this year on Thursday 21st February at the Gallery on Waymouth Street just next door to Cibo. We will start off at Level One where formalities will be held – and for those up for it, there's a lovely rooftop Garden Bar for after drinks!

Other events this year include:

Form 1 & Contract workshop in Adelaide, Port Lincoln, Coonawarra, and Berri held by Chris Gill and CBS Authorised Office David Sedgwick – on form 1 & contract issues and pitfalls such as GST withholding and building indemnity insurance.

Land Agent's Threat Workshop by Past President Wayne Johnson – on how to run a viable business with a long-term future

Breakfast of Champions Thursday 7th March at the Lexus of Adelaide showroom on West Terrace.

I look forward to meeting with everyone this year and finding out what will aid you in your Golden Gavel entry and submission. Please let me know if you have any suggestions regarding events! Andrew Monks - 0414 340 399

[Click here
for the
Nomination
Form](#)

**2019 Golden
Gavel LIVE!**



[Conditions
of Entry](#)

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Christmas Raffle



We held a Christmas Raffle for our members to win a dinner for 2 at the Arkaba Hotel's Christmas Show on Fri 14th Dec (valued at \$220 each).
The raffle was drawn by Society President, Attilio Cavuoto.

Winners were:

- | | |
|-------------------|------------------|
| - Mitchell Hawkes | - Amit Manchanda |
| - Hamish Mill | - Gerry Manning |
| - John Kennedy | - Grant Lloyd |
| - Anthony DeMarco | - Idriz Hibeljic |
| - Gary Hennessy | - Peter Emes |



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Christmas Raffle Dinner



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Golden Gavel 2019

Click here
for
Conditions
of Entry



Click here
for
Nomination
Form

Senior Real Estate, General & Livestock

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

Rising Stars

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



Brett Roenfeldt, Sam Alexander, Richard Ward

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Marketing Upcoming Auctions

Sales Consultants/Agents

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

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

SALES

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

INSTANT UPDATE

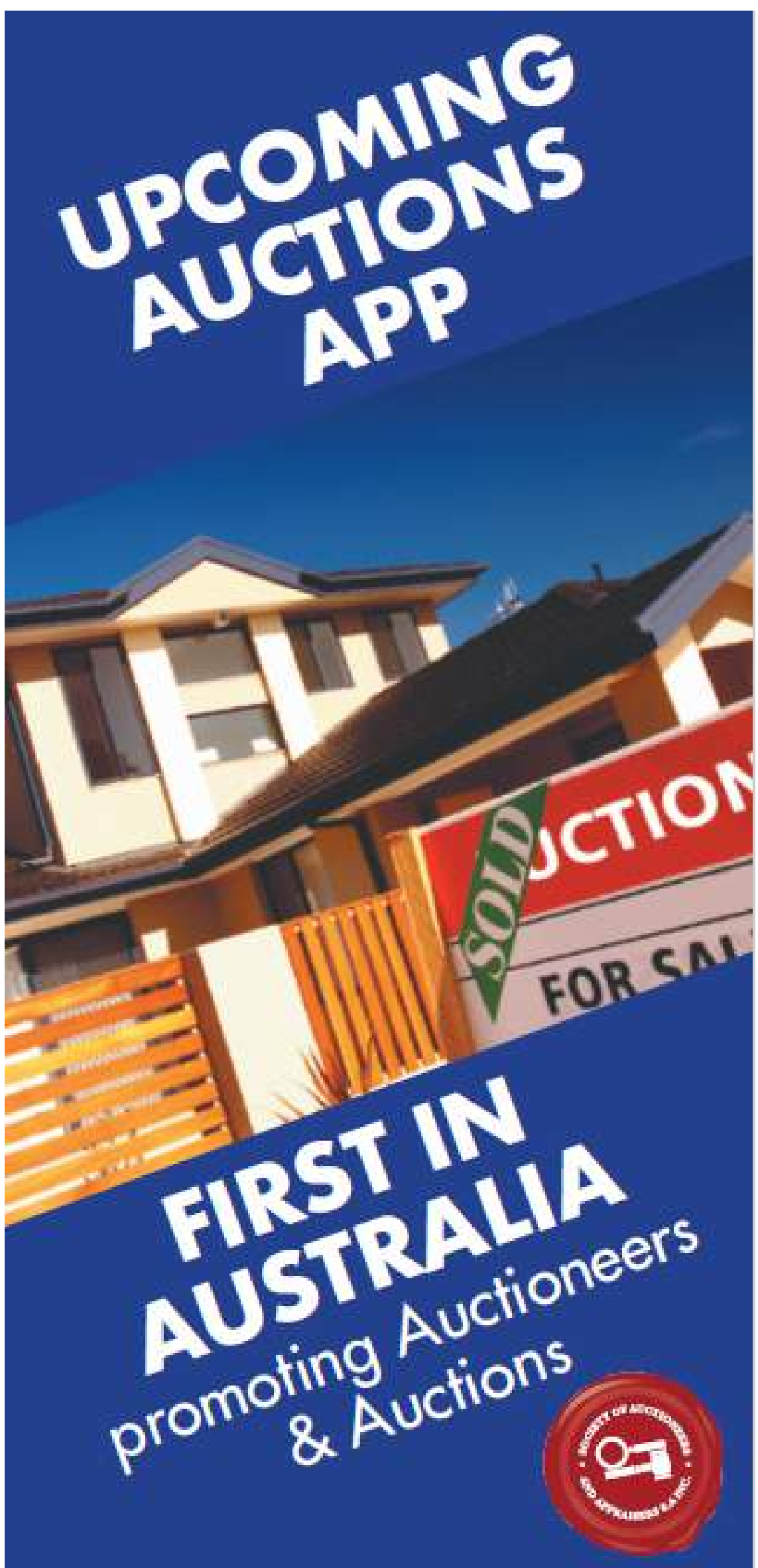
The moment you add or update an auction to the web page the App will adjust accordingly

AUCTION RECORD

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

DATA SUPPLIERS

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



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

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

OR

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

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

How to Upload...

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

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

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

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

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

LOG IN

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

MAINTAIN AUCTIONS

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



AUCTION TYPE

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

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

Example of Property Auction entry page

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

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

Upcoming Auctions & Auction Results on Auctioneers.com.au

**SOCIETY OF
AUCTIONEERS &
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Contact Us

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

21 Advantages of Auction

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

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

Why Auction Real Estate?

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

Committed Vendors sell their property by Auction!

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

What is an Auction?

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

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

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

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1.99% COMPARISON RATE

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1.99% comparison rate is available to approved personal applicants and 0.99% annual percentage rate is available to approved business applicants of Lexus Financial Services for the financing of new selected CE, IS, RC, RCF, GS, GSE, LX, ES (up to and including June 2018 production), LS & LC models (up to August 2018 production). Excludes ES (from July 2018 production) onwards, RCF & GSE 3.0L inventory models, demonstrator and lease vehicles. Finance applications must be received between 10/9/2018 and 31/10/2018 and vehicles must be registered by 31/10/2018 and loan contract settled by 5/11/2018. Offer not available to government, Lease Corporate Programme or rental customers. Maximum finance term of 48 months applies. Terms, conditions, fees and charges apply. Lexus Financial Services reserves the right to change, amend or withdraw an offer at any time. Comparison rate based on a 5-year secured consumer fixed rate loan of \$30,000. WARNING: This comparison rate is true only for the example given and may not include all fees and charges. Different terms, fees or other loan inputs might result in a different comparison rate. Lexus Financial Services is a division of Toyota Finance Australia Limited ABN 48 000 435 181 AFSL and Australian Credit Licence 300536.

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AGENTS



PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

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RURAL & SALES FORMS

Why use AucDocs?

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

Free
iPad App
with
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

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

PLEASE CONTACT

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

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

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

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Designed by Agents for Agents

www.auctioneers.com.au

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Upcoming Auctions App

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

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

Just search "upcoming auctions"

SEARCH WITH EASE

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

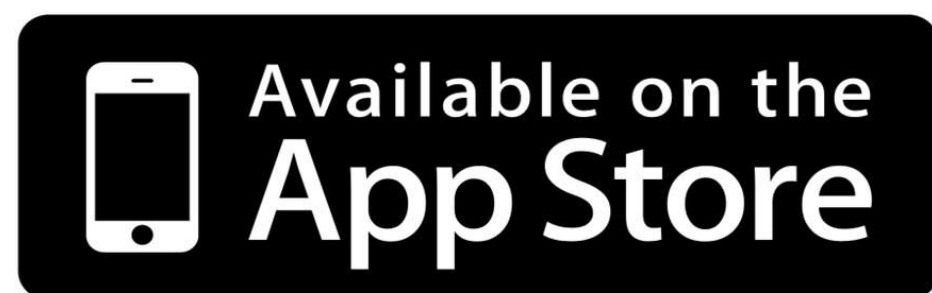
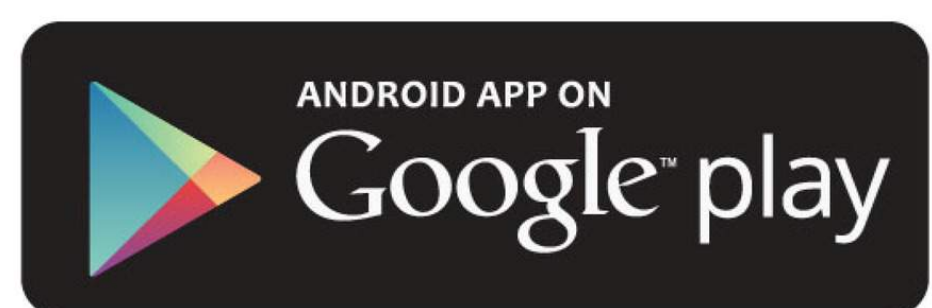
INSTANT UPDATE

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

LIST

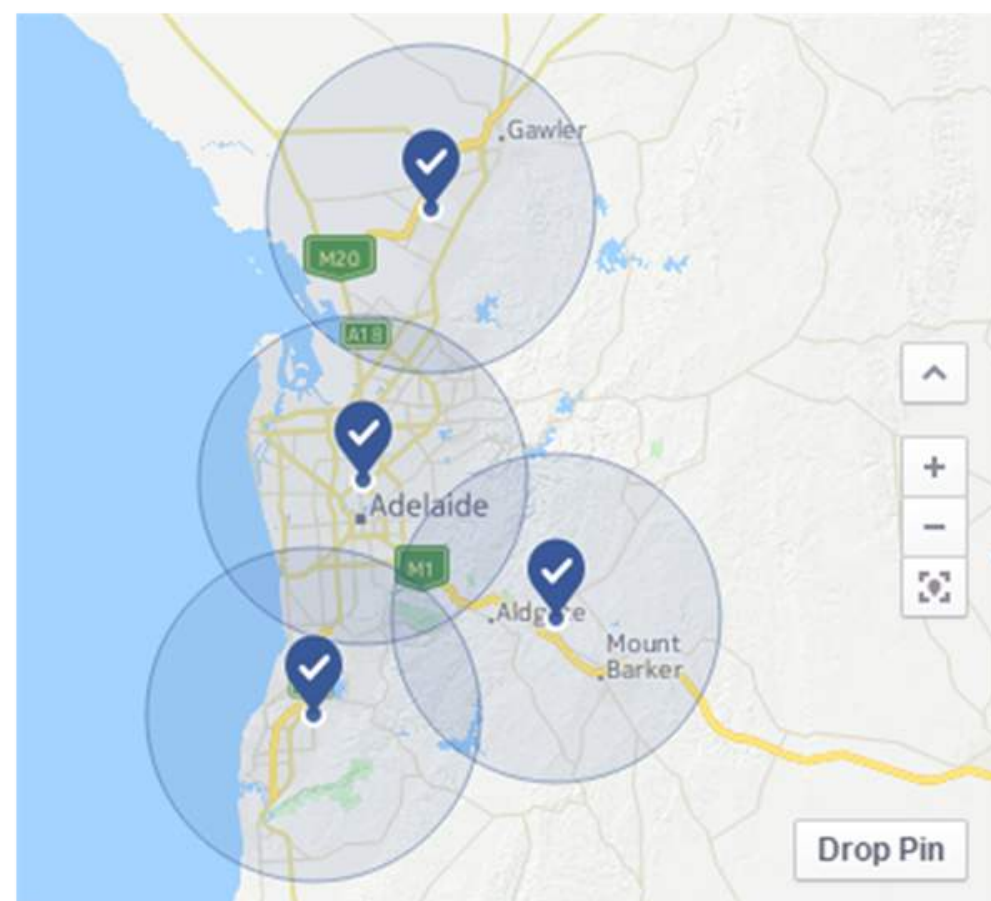
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

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Rent Roll Sales



 Rent Roll Sales

The most experienced and effective team in South Australia

www.rentrollsales.net.au

For sales and
valuations contact:
Mark Kurtze
0419 888 485
Chris Gill
0412 062 112

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†The Form 1 Company™

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

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

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

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

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



For Form 1 preparation please contact Chris Gill on 7221 4908

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

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

www.form1.net.au

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Commerce and Industry



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MEMBERS CONDUCT EVERY AUCTION
UNDER A PROFESSIONAL CODE OF ETHICS.



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