



CPD COURSES

Newcastle

Sales & Prop Mgmt
Wed 21st Jan

Castle Hill

Sales & Prop Mgmt
Thu 5th Feb

Bathurst

Stock & Station or
Sales & Prop Mgmt
Mon 9th Feb

Sydney

Sales or Prop Mgmt
Mon 9th Feb

Ballina

Sales & Prop Mgmt
Mon 16th Feb

Tweed Heads

Sales & Prop Mgmt or
Strata
Tue 17th Feb

Blue Mountains

Sales & Prop Mgmt
Wed 18th Feb

Goulburn

Stock & Station or
Sales & Prop Mgmt
Fri 20th Feb

Northern Beaches

Sales & Prop Mgmt
Mon 23rd Feb

Happy New Year, Happy New Agency Agreements

With a New Year, all Sales agents should have a new Agency Agreement!

The Property, Stock and Business Agents Regulations were updated late last year and some small but very important changes occurred.

The first small but HUGE change is the methods of service that are allowed. We taught about this all year in 2014 in CPD, and many of you will be pleased to know that pursuant to Clause 8(4) of the Property, Stock and Business Agents Regulation 2014, for the first time New South Wales, agents:

“For the purposes of section 55 (3) of the Act, each of the following methods of service is prescribed as a means by which an agency agreement may be served on a person or body corporate:

(iv) transmitting it electronically to an email address provided in the agency agreement as the persons address for electronic service.”

This means for the first time, from September 2014 you are legally permitted to email your signed agency agreements for service. Be warned however - any emailed agency agreement that is signed prior to September 2014 can be found to not have been legally served and your commission could be in question.

For the few of you who still use a fax machine to send through your signed agency agreements you should also be warned that the method of service by facsimile has been removed from the methods that are accepted.

The second change for Agency Agreements is a very important one and could potentially claw back a little money that you may have felt you were entitled to in the past and didn't know how to advise your clients that you were. How many times have you had the instance where you have listed a property for sale and lined up the purchaser, who puts down their ten percent deposit and then doesn't complete the sale and the vendor is ten percent richer for your efforts? Hopefully not too many, but we are very aware that it does happen!

The new regulations have a new addition within each section for sales agency agreements from schedule 8, 10 and 11, being sales

**CPD
2 HOUR
BREAKFAST
SEMINARS**

Full 12 points!!

Parramatta
Sales & Prop Mgmt
Tue 20th Jan

Castle Hill
Sales & Prop Mgmt
Wed 28th Jan

Sydney
Sales & Prop Mgmt
Thu 29th Jan

Sydney
Trust Accounting
Fri 30th Jan

Penrith
Sales & Prop Mgmt
Mon 2nd Feb

Bankstown
Sales & Prop Mgmt
Wed 4th Feb

Parramatta
Trust Accounting
Fri 6th Feb

Liverpool
Sales & Prop Mgmt
Wed 11th Feb

Newcastle
Trust Accounting
Thu 12th Feb

Sydney
Business Broking
Fri 20th Feb

for residential property, rural land and businesses:

Warning - if agreement includes a term that a commission is payable:

1. On and from 1 March 2015, if the agency agreement includes a term that a commission is payable even if the sale of the property is not completed, the agency agreement must include the following statement:

“WARNING: The term immediately above provides that a commission is payable under this agreement even if the sale of the property is not completed.”

2. The statement must be included in the agreement immediately following the term and must be no less prominent than that term.

If you wish to make a claim for commission regardless of the completion of sale, you will need to ensure that you have a new agreement that has the above statement within the document. This will be enforceable from March this year. If you get your new agreements sent out to you in hard copy format, stop using the old ones after 28 February. It will mean you are not able to claim this fee if the occasion arises, simply because you used an old agreement.

Til next time,

Wishing you every success in your business ventures,

Rosy Sullivan

Strata Management Practices

for existing Real Estate, Stock & Station and
Business Broking Licensees

Tuesday 27th to Friday 30th January

Sydney CBD

USI

If you are a student studying nationally-recognised training at a Registered Training Organisation like the Australian College of Professionals (ACOP) you are required to have a Unique Student Identifier from 1st January 2015. The USI will give you ongoing access to your records and results, so they are always available if you choose to enrol in further training or need to show a future employer.

You can create your USI here: <http://www.usi.gov.au/create-your-USI/Pages/default.aspx>

www.acop.edu.au

CERTIFICATE OF REGISTRATION COURSES

Gosford

(Dist Ed + 1 day workshop)

Tue 20th Jan

Parramatta

Wed 21st – Fri 23rd Jan

Castle Hill

Mon 2nd – Wed 4th Feb

Bathurst

(Dist Ed + 1 day workshop)

Tue 10th Feb

Sydney

Mon 16th – Wed 18th Feb

Sydney

(Dist Ed + 2 day workshop)

Sat 21st – Sun 22nd Feb

Goulburn

(Dist Ed + 1 day workshop)

Thu 19th Feb

Newcastle

(Dist Ed + 1 day workshop)

Fri 27th Feb

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Wed 4th - Fri 6th Mar

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Mon 9th - Tue 10th Mar

News from the Office

Welcome back to work and to a fantastic 2015! The College staff has all returned from the Christmas/New Year break invigorated and energetic – which is fortunate as we have hit the ground running since returning on 5th January. We all had a lovely Christmas, spending time with our families and friends and especially, for some of us, our little grandchildren. Dominique had an adventurous break travelling with friends overseas to Thailand. While others spent the New Year period travelling interstate.

The College is delighted to have re-opened after such a deserved break. We have begun the New Year with full Certificate of Registration and CPD training courses. The new CPD topics are being well received at training with loads of discussion.

Look out for our Sydney Certificate of Registration course in February where the College is offering the strata module in a separate workshop instead of as a distance education module.

From everyone at The Australian College of Professionals we wish you a wonderful 2015 and we look forward to continuing working with you throughout the year.



Online CPD now available for
Real Estate Sales, Property
Management, Business Broking,
Strata, Stock and Station and
On-site Residential Property
Management.

New topics for 2015
coming soon!

\$99



Social Media



Property Licence Courses

**Experienced Agents
Property Licence
Program
Sydney**

Mon 2nd - Fri 6th Feb

**Trust Accounting
Sydney**

Mon 2nd - Wed 4th Feb

**Property Management
Sydney**

Wed 4th - Fri 6th Feb

**Business Broking
Agency Practices
Sydney**

Thu 5th - Fri 6th Feb

**Sales for Real Estate
Sydney**

Tue 10th - Fri 13th Feb

**Strata Management
Agency Practices
Sydney**

Tue 27th - 30th Jan

**Stock & Station
Agency Practices
Sydney**

Mon 11th - Fri 15th May

**Financial Management
Sydney**

Tue 27th - Wed 28th Jan

**Staff Management
Sydney**

Thu 5th - Fri 6th Feb

**Auctioneer
Accreditation Sydney**
Fri 6th Mar

Is it Time You Upgraded to Your Licence?

ACoP runs an Experienced Agents Property Licence Program which, in conjunction with Recognition of Prior Learning (RPL) assessment, will enable you to complete your Real Estate Licence qualification in 5 days with take home assessments.

We will also assist you with completion and submission of your licence application to NSW Fair Trading free of charge.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

Business Broking Agency Practices Course

for existing Real Estate, Strata and
Stock & Station Licensees

Thurs 5th to Fri 6th February

Why not try online CPD for \$99?



**Australian College
of Professionals**

The College trainers will be conducting
Certificate of Registration and CPD courses
in city and country areas of NSW in 2014.

Ring 1300 88 48 10 to book

or

visit our website - www.acop.edu.au

Customised and in-house CPD courses
are available.
We come to you!

Real Estate, Strata, Business Broking,
On-site Residential or Stock & Station.

In Sydney, courses are run at
Bankstown, Castle Hill, the CBD at St
Andrew's House, Liverpool, Northern
Beaches and Parramatta.

