



Australian College of Professionals, Level 2, St Andrew's House, Sydney, 2000
www.acop.edu.au enquiries@acop.edu.au 1300 88 48 10

Hot Auctions

Tamworth
Stock & Station or
Sales & Prop Mgmt
Fri 10th Apr

False representation to prospective buyer

- (1) A real estate agent acting pursuant to an agency agreement for the sale of residential property or the employee of such an agent must not, by a statement made in the course of marketing the property, falsely understate the estimated selling price of the property.
- (2) An agent or employee is considered to falsely understate the estimated selling price of residential property if the agent or employee states as his or her estimate of that selling price a price that is less than his or her true estimate of that selling price.
- (3) A statement is considered to be made in the course of marketing residential property if the statement is made:
 - (a) in an advertisement in respect of the property that is published or caused to be published by the agent, or
 - (b) to a person (orally or in writing) as a prospective purchaser of the property.
- (4) A statement in the agency agreement of the agent's estimate of the selling price of residential property is evidence for the purposes of this section of the agent's true estimate of that selling price.

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CPD 2 HOUR BREAKFAST SEMINARS

Full 12 points!!

Parramatta

Sales & Prop Mgmt
Fri 20th Mar

Newcastle

Sales & Prop Mgmt
Tue 24th Mar

Sydney

Trust Accounting
Wed 25th Mar

Sydney

Strata
Thu 26th Mar

Dubbo

Stock & Station or
Sales & Prop Mgmt
Fri 27th Mar

Windsor

Sales & Prop Mgmt
Mon 30th Mar

Sydney

Sales & Prop Mgmt
Tue 31st Mar

Parramatta

Trust Accounting
Thu 2nd Apr

Bankstown

Sales & Prop Mgmt
Fri 17th Apr

Parramatta

Sales & Prop Mgmt
Fri 24th Apr

Auctions are definitely the way to get a property sold at the moment and it is always an added bonus to get an amazing price for your vendor, especially if you are getting hundreds of thousands above what they were asking. The warning is “don’t take advantage of the purchasers in order to do so”. Keep in mind that in these types of scenarios, it is not the vendor that makes a complaint, but a purchaser that missed out at auction because they didn’t stand a chance of bidding when they were advised the “price guide” was one figure and on the day of auction the reserve price gets increased or the price they were advised was drastically under the appraisal figure.

Also remember that your marketing does not stop at what you write in your online or print media ads. When presenting property to purchasers, you must ensure that whatever you say is accurate and must reflect your marketing and your initial appraisal of the property.

The figure you provide on your agency agreement to your vendor in the beginning of the process is the evidence that NSW Fair Trading will rely on when investigating a matter of complaint against you for misleading and deceptive conduct. If the figure you provide to a prospective purchaser is significantly different from the figure in the agency agreement, you could be in some trouble. To protect everyone in the sales process, keep the figure the same regardless of who you are talking to, and ensure that should your vendor decide to change their asking price, your marketing materials are updated to reflect any changes.

Til next time,

Wishing you every success in your business ventures,
Rosy Sullivan

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 available for Sales, Property Management, Business Broking, Stock & Station & Strata!

\$99

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>

CERTIFICATE OF REGISTRATION COURSES

Sydney

(Dist Ed + 2 day workshop)

Sat 21st – Sun 22nd Mar

Gosford

(Dist Ed + 1 day workshop)

Wed 25th Mar

Castle Hill

Mon 30th Mar – Wed 1st Apr

Orange

(Dist Ed + 1 day workshop)

Wed 1st Apr

Tamworth

(Dist Ed + 1 day workshop)

Thu 9th Apr

Sydney

Mon 13th – Wed 15th Apr

Newcastle

(Dist Ed + 1 day workshop)

Tue 14th Apr

FINANCE AND MORTGAGE BROKING COURSES

**Cert IV in Finance &
Mortgage Broking
Sydney**

Tue 31st Mar - Thu 2nd Apr

**Dip of Finance & Mort
Broking Mgmt**

Upgrade for existing Cert IV holders

Sydney

Thu 9th - Fri 10th Apr

News from the Office

The last few weeks have been exciting yet again. Our trainers were busy with trips to Huskisson, Port Macquarie, Bathurst and all over the Sydney region for our corporate/in-house clients. Our trainer George, who has been travelling all over the state to run these courses also had a fantastic surprise with his granddaughter visiting all the way from Malaysia!

Although it's been very quiet with George out of the office we are pleased to know he is having a great time on his trips training our students and spending time with his granddaughter.

The past couple of weeks the College has hosted 12 in-house seminars for CPD training, certificate of registration workshops, stock and station courses and also business broking courses. This has kept Dom, who organises all our corporate programs, extremely busy!

Also within the office the ACOP team has started a fierce tipping competition as football season has started back for the year. Ben Phoebus (who is the administrator of the tipping competition) is somehow out in the lead! We have come to believe that there may be a bit of corruption going on from Ben.



Commercial and Retail Sales and Leasing Skills Course

*This is a skills course, and students will receive 12 CPD points.

Port Macquarie

Monday 23rd to Tuesday 24th March

Sydney CBD

Monday 13th to Tuesday 14th April

Ring **1300 88 48 10** to book!



Social Media



Property Licence Courses

**Experienced Agents
Property Licence
Program
Sydney CBD**

Mon 27th Apr - Fri 1st May

**Trust Accounting
Sydney CBD**

Mon 27th - Wed 29th Apr

**Property Management
Sydney CBD**

Wed 29th Apr - Fri 1st May

**Business Broking
Agency Practices
Sydney**

Thu 30th Apr - Fri 1st May

**Sales for Real Estate
Sydney**

Tue 7th - Fri 10th Apr

**Strata Management
Agency Practices
Sydney**

Tue 17th - 20th Mar

**Stock & Station
Agency Practices
Sydney**

Mon 11th - Fri 15th May

**Financial Management
Sydney**

Wed 15th - Thu 16th Apr

**Staff Management
Sydney**

Thu 23rd - Fri 24th Apr

**Auctioneer
Accreditation Sydney**
Fri 5th Jun

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.

Strata Management Practices

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

Tuesday 17th to Friday 20th March

Sydney CBD



**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.

