



CPD COURSES

Sydney

Sales or Prop Mgmt

Thu 16th Apr

Coffs Harbour

Sales & Prop Mgmt or
Strata

Mon 20th Apr

Sydney

Strata

Tue 21st Apr

Sydney

Commercial & Retail
Sales & Leasing

Wed 29th Apr

Northern Beaches

Sales & Prop Mgmt

Fri 1st May

Blue Mountains

Sales & Prop Mgmt

Wed 6th May

Castle Hill

Sales & Prop Mgmt

Fri 8th May

Parramatta

Commercial & Retail
Sales & Leasing

Wed 13th May

Gosford

Sales & Prop Mgmt

Fri 15th May

BUYER'S AGENTS

Working with Buyer's Agents can be very good for your Agency and for your vendors. It should usually mean that you are negotiating with a party that is equally represented and is fully aware of how the process of purchasing property works.

It could mean you sell property more quickly and with minimal advertising if you are dealing with a buyer's agent who communicates to you in relation to what types of properties they are looking for on behalf of the actual buyer.

But please remember that a Buyer's Agent is licensed under the Property, Stock and Business Agents Act 2002, just as you are. This means that they have a set of rules of conduct as well as rules for Agency Agreements that they have to follow just as you do.

Here are five things you should know about working with a Buyer's Agent:

1. Regardless of how a Buyer's Agent does their work, you never pay them for referring buyers to your properties. There is a very big misconception that a vendor pays the buyer's agent or the vendor's agent should. This is definitely **NOT** the case. In fact, it is against the rules of conduct within the Property, Stock and Business Agents Regulation 2014 for anyone other than the purchaser to pay their Buyer's Agent. They may work on a flat fee rate or a percentage basis, however that is only to be paid by the purchaser. There are no referral fees between a vendor's agent and a buyer's agent. It should not be offered by you and it should not be demanded by the buyer's agent.
2. Buyer's Agents need to have an agency agreement between them and their buyer. The Property, Stock and Business Agents Regulation 2014, specifies exactly what needs to be covered in an Agency Agreement used by a Buyer's Agent. Without this agreement, a purchaser can refuse to pay the Buyer's Agent, just as a vendor can refuse to pay their selling agent if there is no valid agency agreement in place. The agency agreement must specify the exact property requirements of their purchaser as well as their financial instructions. (A buyer's agent is not allowed to exceed the financial instructions in negotiations without express consent from the purchaser.)

CPD 2 HOUR BREAKFAST SEMINARS

Full 12 points!!

Bankstown

Sales & Prop Mgmt

Fri 17th Apr

Parramatta

Sales & Prop Mgmt

Fri 24th Apr

Sydney

Sales & Prop Mgmt

Evening Seminar

Tue 28th Apr

Gosford

Sales & Prop Mgmt

Tue 28th Apr

Sydney

Trust Accounting

Mon 4th May

Liverpool

Sales & Prop Mgmt

Mon 4th May

Newcastle

Trust Accounting

Wed 6th May

Parramatta

Strata

Mon 18th May

Penrith

Sales & Prop Mgmt

Fri 22nd May

3. The Agency Agreement means they are hired by the purchaser and should not have any communication directly with the vendor, only through you as the vendor's agent. A Buyer's Agent should know the correct channels for initiating and continuing negotiations to purchase property. If the property is listed to sell through an agent, the buyer's agent should only make contact through that agent.
4. A Buyer's Agent cannot act as a selling agent in the same transaction to get two commissions. It is 100% illegal for any agent to be paid by both parties to the transaction. Should the buyer's agent also be a selling agent, they must be very clear about which role they are undertaking and when dealing with a client who wishes to purchase a property that is listed by them, the agent must cancel one of their agency agreements and only be paid by one of the parties.
5. A Buyer's Agent can make life easier for you if you work together. Having a buyer's agent send you a list of what their clients are seeking can mean that you could be making sales, once you have the agency agreement with the vendor and the contract for the sale and purchase of land in hand, without having to do a lengthy marketing campaign. Keep in mind that without properties on the market, a buyer's agent can't do their job as quickly and effectively as they would like. It is much easier for everyone to work well together! The buyer's agents are not out to steal your listings, so use their services and clientele to your working advantage.

Til next time,

Wishing you every success in your business ventures,

Rosy Sullivan

Stock & Station Agency Practices Course for existing Real Estate, Strata and Business Broking Licensees

Monday 11th to Friday 15th May

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>

CERTIFICATE OF REGISTRATION COURSES

Sydney

Mon 13th – Wed 15th Apr

Newcastle

(Dist Ed + 1 day workshop)

Tue 14th Apr

Sydney

(Dist Ed + 2 day workshop)

Sat 18th – Sun 19th Apr

Coffs Harbour

(Dist Ed + 1 day workshop)

Tue 21st Apr

Castle Hill

Mon 4th – Wed 6th May

Northern Beaches

(Dist Ed + 1 day workshop)

Thu 7th May

Batemans Bay

(Dist Ed + 1 day workshop)

Tue 26th May

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Mon 11th - Wed 13th May

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Thu 14th - Fri 15th May

News from the Office

The past couple of weeks have yet again been very busy in and out of the office! We introduced two new team members: Kristin, who will be working closely with John Sullivan in our accounts department and Jennifer who will be focusing on business development. It's so nice to have fresh faces in the office to take on the work load as our College continues to expand and develop. They have already become great assets to our team and we are very lucky to have them!

Out of the office our trainers have been travelling around the state yet again. We ran courses in Castle Hill, Taree, Parramatta, Orange, Tamworth and our first course for the year down on the south coast in Wollongong. It is always a pleasure to train our regional students and we look forward to seeing them every year.

Although it was busy it was a very short couple of weeks as we celebrated the Easter long weekend with plenty of chocolate from the Easter bunny who not only delivered to our home but also to the office. We all enjoyed our well-deserved break spending time with family and a few of us off holidaying and relaxing after the eventful past couple of weeks in the office.

Strata Management Practices

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

Tuesday 5th to Friday 8th May

Sydney CBD

Social Media



Property Licence Courses

**Experienced Agents
Property Licence
Program
Castle Hill**

Mon 25th - Fri 29th May

**Trust Accounting
Castle Hill**

Mon 25th - Wed 27th May

**Property Management
Castle Hill**

Wed 27th - Fri 29th May

**Business Broking
Agency Practices
Sydney**

Thu 30th Apr - Fri 1st May

**Sales for Real Estate
Sydney**

Tue 26th - Fri 29th May

**Strata Management
Agency Practices
Sydney**

Tue 5th - 8th May

**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.

Business Broking Agency Practices Course

for existing Real Estate, Strata and
Stock & Station Licensees

Thurs 30th April to Fri 1st May

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.

