



CPD COURSES

Sydney

Real Estate Sales

Thu 12th April

Sydney

Property Management

Thu 12th Apr

Sydney

Commercial & Retail Leasing

Fri 13rd Apr

Coffs Harbour

Sales & Property Mgmt

Thu 19th Apr

Dee Why

Sales & Prop Mgmt

Fri 20th Apr

Queanbeyan

Sales & Prop Mgmt

Mon 23rd Apr

Castle Hill

Sales & Prop Mgmt

Fri 4th May

Gosford

Sales & Property Mgmt

Thu 10th May

Sydney

Real Estate Sales

Thu 12th April

Bateman's Bay

Sales & Property Mgmt

Mon 21st May

Carpet Clause

A common "special condition" to a residential tenancies agreement is a condition requiring a tenant to have carpets professionally cleaned at the end of their tenancy. It is absolutely the role of the property manager to ensure where possible that a tenanted property is kept in good condition and as close to similar condition at the end of the lease as to the beginning of the lease and in doing so it is fair to expect that the carpets would be included in this responsibility.

Unfortunately the Residential Tenancies Act 2010 restricts certain clauses to be added to a residential tenancies agreement.

Section 19(2) of the Act says: "Terms having the following effects must not be included in a residential tenancy agreement:

1. that the tenant must have the carpet professionally cleaned, or pay the cost of such cleaning, at the end of the tenancy (unless the cleaning is required because animals have been kept on the premises during the tenancy),
2. that the tenant must take out a specified, or any, form of insurance,
3. exempting the landlord from liability for any act or omission by the landlord, the landlord's agent or any person acting on behalf of the landlord or landlord's agent,
4. that, if the tenant breaches the agreement, the tenant is liable to pay all or any part of the remaining rent under the agreement, increased rent, a penalty or liquidated damages,
5. that, if the tenant does not breach the agreement, the rent is or may be reduced or the tenant is to be or may be paid a rebate of rent or other benefit."

Section 19 (2) strictly forbids a clause to be inserted into a tenancy agreement requiring tenants to have the carpets professionally cleaned unless they have been approved to have a pet on the premises.

Many property managers having been putting this special condition into their leases which, while it probably wont make the entire lease invalid, the clause itself will not be valid and should a tenant dispute the clause and subsequent costs of professional carpet cleaning through a tribunal hearing, the tribunal will find in the favour of the tenant, at least on the matter of the carpets.

While this is only a concern should the tenant dispute the clause, the

CPD 2 HOUR SEMINARS

(8am - 10am unless otherwise specified)
Pre-reading required.

Full 12 points!!

Bankstown

Sales & Prop Mgmt

Wed 11th Apr

Gosford

Sales & Prop Mgmt

Fri 13th Apr

Sydney

(5-7pm)

Sales & Prop Mgmt

Tue 17th Apr

Coffs Harbour

(1.30-3.30pm)

Strata

Thu 19th Apr

Parramatta

Sales & Prop Mgmt

Thu 19th Apr

Sydney

Strata Management

Fri 27th Apr

Sydney

Sales & Property Mgmt

Tue 8th May

Penrith

Sales & Prop Mgmt

Fri 18th May

Campbelltown

Sales & Prop Mgmt

Fri 18th May

Parramatta

Sales & Prop Mgmt

Fri 25th May

other real issue for property managers is if the agency becomes subject to an inspection of NSW Fair Trading. It is well within the power of Fair Trading to inspect residential tenancy files within an agency to ensure compliance with the legislation. Items that can cause an agency to be found not compliant include the restricted terms listed above as well as demanding a tenant be more than two weeks in advance of their rent, clauses requiring the tenant pay water if the property is not separately metered and leases that are not executed correctly. It is never too late to audit your own property management files!

'Til next time,

Wishing you every success in your business ventures,

Rosy

From the Office

It has been extremely refreshing for all staff and trainers only having to work two 4 day weeks this past fortnight. In saying that, it felt like five days crammed into four with a high level of student enquiries and course bookings. Our trainers have been delivering our courses across the state in Parramatta, Dunedoo, Dubbo, Tamworth, Wollongong, Orange, Balgowlah, Castle Hill, Bathurst, Sydney and as usual multiple in-house CPD courses.

We were extremely excited to get a visit from Jane Morgan our Trust Account trainer and her husband Jerome. They wanted to introduce the College to the 'End of Month Angels' Happiness manager – 'Pepe' the mini poodle. Pepe did the best job of ensuring happiness throughout our office. It's now safe to say the College is recruiting for a 'Happiness Manager'.

Rosy and John Sullivan have headed off for an extended Easter trip to Hawaii for a well-deserved break. Rosy has been sending lots of pictures of their getaway to our office enquiries email – just to remind us all they are enjoying their holiday. Other ACOP staff battled the north and south bound traffic for the Easter break. Anthony headed off to Budgewoi, Kristin took off to Wollongong, Mariana went hiking in the South Coast National parks and Rachelle, Megan and Sarah spent the weekend at the Central Coast. The remaining ACOP staff enjoyed a well earned break and stayed home enjoying this time with their families.

Diploma of Leadership and Management

BSB51915

Units taken from nationally accredited training qualifications from the BSB Business Services Training Package.

Every second Wednesday night
5.30pm - 8.30pm

CERTIFICATE OF REGISTRATION COURSES

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

Sydney

(Online + Weekend Workshop)

Sat 14th - Sun 15th Apr

Coffs Harbour

(Dist Ed + 1 day workshop)

Fri 20th Apr

Parramatta

Mon 30th Apr – Wed 2nd May

Sydney

Mon 14th – Wed 16th May

Batemans Bay

(Dist Ed + 1 day workshop)

Tue 22nd May

Mudgee

(Dist Ed + 1 day workshop)

Thu 7th Jun

FINANCE AND MORTGAGE BROKING COURSES

Units taken from nationally accredited training qualifications from the FNS Financial Services Training Package.

Cert IV in Finance & Mortgage Broking Sydney

Mon 30th Apr- Wed 2nd May

Dip of Finance & Mort Broking Mgmt

Upgrade for existing

Cert IV holders

Sydney

Thu 3rd - Fri 4th May

One of the most exciting times of the year for our Stock and Station students is the Easter show - more notably the very popular ALPA NSW Young Auctioneers competition held on the first weekend of the show. We are extremely excited that one of our amazing students **Tom Pollard** took out the top spot. At just 19 years of age Tom has achieved so much at Elders Dubbo calling livestock auctions every week and achieving amazing results for his clients. Tom will be back at the show in 2019 to compete for the nation title. Well done to Tom and all the competitors who were brave enough to get up and have a go.

Until next time, have a terrific fortnight friends.

Auctioneer Accreditation

From CPP40307

Certificate IV in Property Services

(Real Estate)

For existing Real Estate and Stock & Station Licence Licensees.



NEW Skills Course for 2018

NCAT (The Reality of Tribunal)

A one (1) day skills workshop facilitated by Lisa Jemmeson, Senior Associate, Litigation, Jemmeson & Fisher and Rosy Sullivan, College Principal, ACOP

The workshop will focus on the practical skills and knowledge required to present matters at the NSW Civil and Administrative Tribunal.

Enrol Now

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

Property Licence Courses

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

Financial Management Sydney CBD

Mon 23rd - Tue 24th Apr

Staff Management Sydney CBD

Thu 26th - Fri 27th Apr

Stock & Station Agency Practices Sydney CBD

Mon 16th - Fri 20th Apr

Strata Management Agency Practices Sydney CBD

Mon 21st - Thu 24th May

Sales for Real Estate Sydney CBD

Mon 28th - Thu 31st May

Auctioneer Accreditation Sydney CBD

Mon 16th Apr

Trust Accounting + Insurance (Strata) Sydney CBD

Fri 25th May

Trust Accounting (Sydney Evening)

16th, 17th, 23rd & 24th Apr

Parramatta

Mon 9th - Wed 11th Apr

Property Management (Sydney Evening)

7th, 8th & 9th May

Parramatta

Thu 12th - Fri 13th Apr

FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 30th April- Wednesday 2nd May

FNS50315 Diploma of Finance and Mortgage Broking Management

Thursday 3rd - Friday 4th May

MAKE 2018 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2018 the year that you get the qualification and obtain a full property licence

ACOP provides licensing training programs, and will recognise your prior learning and experience, for the following licence categories:

- ★ real estate agent's licence
- ★ strata manager's licence
- ★ business agent's licence
- ★ stock and station agent's licence
- ★ buyer's agent's licence
- ★ on-site residential property manager's licence

If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.

Social Media

