



CPD COURSES

Sydney

Sales or Prop Mgmt

Thu 18th Jul

Sydney

Business Broking

Wed 24th Jul

Blue Mountains

Sales & Prop Mgmt

Thu 1st Aug

Baulkham Hills

Sales or Prop Mgmt

Thu 8th Aug

Northern Beaches

Sales & Prop Mgmt

Wed 14th Aug

Ballina

Sales & Prop Mgmt or
Strata

Mon 19th Aug

Sydney

Strata

Wed 21st Aug

Gosford

Sales & Prop Mgmt

Thu 22nd Aug

So you think you can auction !!!

So many agents tell us that they think they would be an "awesome" auctioneer. I often ask them why they have this belief about their own abilities. Many of the responses I get relate to the ability to talk about nothing for extended periods of time. We think that perhaps there are a few more skills required than just being able to talk.....but it is certainly a core skill.

Property auctioneers come in all shapes and sizes and varying voice tones. Our College trains agents in both the practical side of being an auctioneer including the voice requirements, combined most importantly with the compliance requirements under the Property, Stock and Business Agents Act 2002. Even those sales agents who do not actually become accredited auctioneers, but organise the auction process for a vendor, must be aware of their compliance requirements.

In summary, when selling a property via the auction process, the requirements for an agent on auction day, include:

- Registering all people who wish to bid
- Keep a bidders record for each registered bidder, including a record of the proof of identity provided by each registered bidder
- Provide a copy of the Bidder's Guide (provided by NSW Fair Trading) to every registered bidder
- Ensure that no collusive practices are being undertaken throughout the auction process
- Gather detailed information about the successful bidder

The auctioneer must be aware of the following issues:

- Display the auction conditions of sale in a visible manner
- Only making one bid on behalf of the vendor
- Only taking bids from registered bidders
- Ensure that no collusive practices are being undertaken throughout the auction process
- Do not misrepresent the quality, value, composition, structure or character of the property

The auctioneer has all authority on auction day and is in charge of the overall process. They must ensure that the compliance requirements are met and also that they "perform" in such a way as to obtain a positive outcome for the vendor.

CPD
2 HOUR
BREAKFAST
SEMINARS

Full 12 points!!

Liverpool

Sales/Prop Mgmt

Fri 19th Jul

Sydney

Strata

Tue 23rd Jul

Baulkham Hills

Sales/Prop Mgmt

Tue 23rd Jul

Newcastle

Sales/Prop Mgmt

Wed 24th Jul

Sydney

Sales/Prop Mgmt

Fri 2nd Aug

Campbelltown

Sales/Prop Mgmt

Tue 20th Aug

Penrith

Sales/Prop Mgmt

Thu 22nd Aug

Parramatta

Sales/Prop Mgmt

Tue 27th Aug

I was contacted recently by one of the colourful real estate agents in our industry, Edwin Almeida, the owner and licensee-in-charge of Just Think Real Estate Sydney. Edwin has committed himself and his agency to raise \$100,000 in 100 days to support the Westmead Medical Research Foundation (WMRF). It is known as the 100k100d challenge and you may have already read about it on social media outlets. WMRF funds research and health care at Westmead Hospital and through 100k100d they will be able to support researchers in cancer and rare diseases.

Westmead and Cancer Research are both emotional trigger points for our College and in particular the Sullivan family, and Edwin is one of my favourite people that I write about in these newsletters (although I never mention his name). With such close connections, we at the College had no choice but to get on board with Edwin and support his challenge.

As part of the fundraising, Edwin has organised an auction competition – hence the reason for this week’s newsletter topic. On the 16th and 17th August 2013, the search for Australia’s Premier Auctioneer will take place. The competition will run over both days with a total prize pool of \$17,500. The finalists will auction items during the gala dinner being held on the Saturday evening at the Parramatta Crown Plaza.

So.....how do you participate I hear you all asking.

To participate in the competition, you can either register at <http://premierauctioneerscompetition.eventbrite.com.au/>

OR

You can come to the dinner on the Saturday evening to watch the finalists and enjoy an evening of fun and fundraising. Stay tuned for more information about the evening and how to purchase tickets.

Auctioneering is a process at the very heart of our industry, and it will be a great occasion to celebrate the most talented of our professionals. Whether you are an accredited auctioneer or just someone who “thinks you have what it takes”, I encourage you to join the competition and have some fun and in the process, we can all participate in raising funds for such a worthwhile cause.

Til next time,

Wishing you every success in your business ventures,

Rosy Sullivan

CERTIFICATE OF
REGISTRATION
COURSES

Gosford

(Dist Ed + 1 day tutorial)
Thu 25th Jul

Baulkham Hills

Mon 5th – Wed 7th Aug

Penrith

(Dist Ed + 1 day tutorial)
Fri 16th Aug

Sydney

Mon 19th – Wed 21st Aug

Ballina

(Dist Ed + 1 day tutorial)
Tue 20th Aug

Newcastle

(Dist Ed + 1 day tutorial)
Fri 23th Aug

Hurstville

(Dist Ed + Weekend)
Sat 31st Aug – Sun 1st Sep

FINANCE AND
MORTGAGE
BROKING COURSES

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

Wed 31st Jul - Fri 2nd Aug

**Dip of Finance & Mort
Broking Mgmt**

Upgrade for existing Cert IV holders

Sydney

Mon 5th - Tue 6th Aug

Staff Profiles

John Upton

Senior Trainer and Assessor



John has over thirty two years of experience in the real estate industry. He is a licensed real estate agent, business broker, stock and station agent and an accredited auctioneer. He has a reputation for being one of the most prominent auctioneers in New South Wales. And most importantly for the College, he has been one of our core trainers and assessors for the past nine years. John is affectionately known within the College as “hyper-John”, mostly because of his ability to enthuse students and encourage them to learn in a positive and entertaining environment. No-one goes to sleep when John Upton is the trainer !!

John has been a director of three real estate companies which are third-generation businesses, with further interests in development and sales. He is widely regarded as one of the most knowledgeable agents and possesses the ability to enthuse and motivate young agents to excel.

Within the Australian College of Professionals John works in a role that supports newcomers to the real estate industry and provides them with the necessary advice and training in order to perform at their peak within the industry. His knowledge of agency practice and business success in the property industry, is extremely broad and is of great benefit to the property industry.

Photography is one of John’s passions (excluding his beautiful wife Keryn and son Paul, who is also a real estate agent). Once you start John talking about photography, he just won’t stop. When John is not running training courses throughout New South Wales for the College, or selling real estate and mentoring young agents on the Central Coast, he will be planning or dreaming about his next cruise. Just think about the type of person John becomes when he is on a cruise and taking photographs – the happiest tourist ever.

John refers to himself as “the happy trainer” which is why you will always see a smile on his face and he is always keen to have a chat and help someone through his vast experience and knowledge.

Qualifications:

Diploma of Business Management (Property)

Licensed Stock & Station, Real Estate and Business Agent

Accredited Auctioneer

Certificate IV in Training and Assessment

