



### CPD COURSES

#### **Sydney**

Sales or Prop Mgmt

**Thu 16th Jan**

#### **Newcastle**

Sales & Prop Mgmt

**Wed 22nd Jan**

#### **Castle Hill**

Sales or Prop Mgmt

**Thu 6th Feb**

#### **Bathurst**

Stock & Station or  
Sales & Prop Mgmt

**Tue 11th Feb**

#### **Ballina**

Sales or Prop Mgmt

**Mon 17th Feb**

#### **Tweed Heads**

Strata or  
Sales & Prop Mgmt

**Tue 18th Feb**

#### **Blue Mountains**

Sales & Prop Mgmt

**Wed 19th Feb**

#### **Northern Beaches**

Sales & Prop Mgmt

**Tue 25th Feb**

## 2013 – the property year that was.....

As we slide in to the end of the year, we reflect on some of the activities in the property industry this year:

1. We have seen home loan interest rates drop which has started a rise in the residential market from an affordability perspective – meaning that lower to mid-range priced properties are moving more quickly and for increased prices;
2. We have seen professional indemnity insurance become compulsory for all active licensed agents in NSW;
3. We have seen new swimming pool legislation being adopted, which has meant that all people who have a pool or spa have been required to register these with their local Council and in 2014, they will be required to address these issues in relation to fencing and safety in relation to property sales and also tenancy requirements;
4. We have seen rulings being made by the Consumer, Trader and Tenancy Tribunal (CTTT) that do not match the requirements of the new Residential Tenancies Act 2010 in relation to notifications given to tenants when a property is being entered on the market – meaning that agents need to protect their landlords and themselves from claims from tenants who want to break their lease if the property goes on the market during a lease period;
5. We have heard much discussion about the amount of bond that can be taken for sporting groups and “schoolies”, without treading down the path of age discrimination;
6. We have seen that as of 1st January 2014, the CTTT is being incorporated into a new “all-encompassing” Tribunal structure. This will be known as the NSW Civil and Administrative Tribunal (NCAT), which will mean new forms and new process, so agents will need to check the website prior to making any new applications to the Tribunal.
7. We saw the running of the inaugural Premier Auctioneers Competition, which not only provided a forum for experienced auctioneers to “display their skills” but raised much needed funds for the Westmead Medical Research Foundation. The competition saw some fabulous auctioneers showcasing their skills, with the ultimate winner being Edward Riley;
8. We have seen changes to the audit requirements for trust accounts in both NSW and Victoria;

## **CPD 2 HOUR BREAKFAST SEMINARS**

**Full 12 points!!**

**Sydney**

**Strata**

**Fri 17th Jan**

**Parramatta**

**Sales/Prop Mgmt**

**Tue 21st Jan**

**Sydney**

**Sales/Prop Mgmt**

**Wed 29th Jan**

**Castle Hill**

**Sales/Prop Mgmt**

**Wed 29th Jan**

**Penrith**

**Sales/Prop Mgmt**

**Mon 3rd Feb**

**Bankstown**

**Sales/Prop Mgmt**

**Wed 5th Feb**

**Liverpool**

**Sales/Prop Mgmt**

**Wed 12th Feb**

**Sydney**

**Evening Course**

**Sales/Prop Mgmt**

**Tue 25th Feb**

**Gosford**

**Sales/Prop Mgmt**

**Thu 27th Feb**

9. We have seen horrendous bushfires in the Blue Mountains and Hunter regions, where we have seen poor behaviours from landlords wanting to charge excessive rents due to the increased number of people made homeless through the fires and the need for agents to act ethically and morally (all within the directions from their landlords);
10. Then, finally, just last week, we have witnessed the dumping of the National Occupational Licensing Authority (NOLA) which means that the property industry licence regime will remain state-based (ie – unchanged from the current format). This means that the current 6 licence categories and 5 Certificate categories remain the same in NSW and the single Estate Agents Licence remains unchanged in Victoria. It also means that CPD in NSW is here to stay. The Australian Livestock and Property Association, whilst very keen to see national licensing come to fruition, are pleased that the recommendation to remove any form of licensing for rural land and livestock sales, has now been abandoned. This clearly means that any person in NSW selling land over 20 hectares or livestock, must either hold a full Stock and Station licence or hold a Stock and Station Certificate of Registration and work under the supervision of someone who holds a full Stock and Station licence. We anticipate that all of those people who made enquiries to undertake the stock and station licence training, and then decided to wait and see if it were required under national licensing, will now return to undertake the training program – we are all in for some fun training this year.

For more details on all these issues, refer to our past College Chronicle editions, which are on our website at [www.acop.edu.au](http://www.acop.edu.au)

From our office perspective, we have seen some significant changes throughout the year, including:

- our move into new purpose designed premises in St Andrews House, where we have our two training rooms together with our administration centre – celebrated with a launch party in August;
- grandchildren born to two of our team (congrats to George on his first grandchild Evangiline and Fearnie on her second grandchild, Carys Rose);
- our Operations Manager Fran took a big career step in June – but she still comes to visit;

**Merry  
Christmas**

**from  
Rosy & John  
and the team at ACP**



**Our office will close at midday on  
Friday 20th December and re-open at  
9am on Monday 6th January**

# **CERTIFICATE OF REGISTRATION COURSES**

## **Sydney**

**Mon 13th – Wed 15th Jan**

## **Sydney**

(Dist Ed + 2 day workshop)

**Sat 18th - Sun 19th Jan**

## **Gosford**

(Dist Ed + 1 day workshop)

**Tue 21st Jan**

## **Castle Hill**

**Mon 3rd – Wed 5th Feb**

## **Liverpool**

(Dist Ed + 2 day workshop)

**Sat 8th - Sun 9th Feb**

## **Bathurst**

(Dist Ed + 1 day workshop)

**Mon 10th Feb**

## **Newcastle**

(Dist Ed + 1 day workshop)

**Fri 28th Feb**

# **FINANCE AND MORTGAGE BROKING COURSES**

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

**Mon 20th - Wed 22nd Jan**

## **Dip of Finance & Mort Broking Mgmt**

Upgrade for existing Cert IV holders

## **Sydney**

**Thu 23rd - Fri 24th Feb**

- the acquisition of 100% of shares and control in the Australian College of Professionals Pty Ltd by Rosy and John Sullivan, which allows the College to focus 100% of our time to the delivery of training;
- the inclusion of self-managed superannuation training into a Financial Planning training program;
- a few new faces on the team with the employment of Ben and Imogen;
- the celebration of the College's tenth birthday with loyalty discounts being offered to students for the entire year;
- incorporating a new Diploma of Management program that runs in the evenings for busy city-based workers;
- loads of intra-State travel for the trainers to Dubbo, Orange, Mudgee, Ballina, Tweed Heads, Wollongong, Albury, Ulladulla, Batemans Bay, Wagga Wagga, Coffs Harbour, Port Macquarie, Tamworth, Goulburn and Yass – not to mention to the training conducted inter-State in Victoria and South Australia;
- dealing with a huge increase in enquiry arising from the College Chronicle articles;
- advertising on smoothfm and Nova, including our weekly property report that Rosy conducts with Bogart on the morning show on smoothfm;
- many positive comments from our students about the ease of getting to our new location at Town Hall Square;
- positive comments from the industry about our Business Development officers, John Roberts and Brook Brandenburg, visiting agencies throughout New South Wales and assisting them with their training needs;
- evening courses are now being conducted for CPD and Certificate of Registration in our new training rooms;
- our staff are making the most of being located in the city, making sure that they take advantage of attending every possible event that the city has to offer (often referred to the "Barbs in the City Program");
- the College has been conducting information nights for real estate offices, school careers nights and government funded programs;
- and so much more that I could go on and on.....but I won't

We at the College wish all of our students and colleagues a very safe, happy, healthy and fun-filled Christmas and new year holiday season. Take the opportunity to reflect on all that is good in your life, learn from your mistakes and prepare yourself for the challenges and good times of 2014.

Warm festive regards from

Rosy and John Sullivan and the whole ACP team



# Is it Time You Upgraded to Your Licence?

ACoP runs a Fast Track 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.



**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](http://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, Hurstville, Liverpool,  
Northern Beaches and Parramatta.

