



## College Chronicle

Australian College of Professionals, Level 2, St Andrew's House, Sydney, 2000  
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December 19, 2014

### CPD COURSES

#### **Sydney**

Sales or Prop Mgmt

**Thu 15th Jan**

#### **Newcastle**

Sales & Prop Mgmt

**Wed 21st Jan**

#### **Castle Hill**

Sales & Prop Mgmt

**Thu 5th Feb**

#### **Bathurst**

Stock & Station or  
Sales & Prop Mgmt

**Mon 9th Feb**

#### **Ballina**

Sales & Prop Mgmt

**Mon 16th Feb**

#### **Tweed Heads**

Sales & Prop Mgmt or  
Strata

**Tue 17th Feb**

#### **Blue Mountains**

Sales & Prop Mgmt

**Wed 18th Feb**

#### **Goulburn**

Stock & Station or  
Sales & Prop Mgmt

**Fri 20th Feb**

#### **Northern Beaches**

Sales & Prop Mgmt

**Mon 23rd Feb**

## 2014.....what a year it was

As we slide into the Christmas / New Year festive season, it is time to reflect on the year that has been. I write this last newsletter of the year in the shadow of the hostage situation that occurred in Martin Place just 4 days ago. Even 3 blocks away at St Andrews House, our office was placed into lock-down and the 48 (32 of whom were students) in our College that day were on edge as we watched the day unfold. Our hearts go out to the families and friends of Tori Johnson and Katrina Dawson and also to the other hostages who physically escaped the scene. However, the emotional and mental healing for those survivors will take some considerable time.

We look back on the property and finance industries for the past year, and we have seen the regulatory bodies (Fair Trading and ASIC) become extremely rigorous in their monitoring of standards and legislative regulations. NSW Fair Trading visited many property agencies throughout the year and made orders for many certificate and licence holders to make changes to their daily work practices. This ranged from simple issues such as what is printed on the front door of the agency, through to trust account fraud. Not to mention of course the many hundreds of agents who were found non-compliant due to not completing their annual CPD (COMPULSORY Professional Development) points. Naturally, I have a solution for those agents – check our calendar for 2015.

In September 2014, the Property, Stock and Business Agents Regulations were updated. There a number of new changes that will affect the way that agents undertake their work, particularly in relation to the completion of agency agreements. Most of you know that agreements are one of my favourite topics to discuss, so YES, the first newsletter of 2015 will detail the changes and what they mean for you and your agency agreements. Remember that next year will be the year of the safety aspects of property, namely the window lock issues and the swimming pool requirements for leases and sales contracts. And maybe.....just maybe we will have the changes to the Strata Schemes Management Act implemented and strata managers can move ahead with providing a more streamlined service to their clients. I am really keen for this to happen, but am holding my breath about the timing of the implementation of the new regulations.

From a training perspective, there are major changes to the provision of government funding for people wanting to obtain qualifications with government assistance. Our College has been appointed as an approved provider under the new Smart and

**Thursday 20nd - Friday 23rd January**

## CERTIFICATE OF REGISTRATION COURSES

### **Sydney**

**Mon 12th – Wed 14th Jan**

### **Sydney**

(Dist Ed + 2 day workshop)

**Sat 17th – Sun 18th Jan**

### **Gosford**

(Dist Ed + 1 day workshop)

**Tue 20th Jan**

### **Parramatta**

**Wed 21st – Fri 23rd Jan**

### **Castle Hill**

**Mon 2nd – Wed 4th Feb**

### **Bathurst**

(Dist Ed + 1 day workshop)

**Tue 10th Feb**

### **Goulburn**

(Dist Ed + 1 day workshop)

**Thu 19th Feb**

### **Newcastle**

(Dist Ed + 1 day workshop)

**Fri 27th Feb**

## FINANCE AND MORTGAGE BROKING COURSES

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

**Mon 19th - Wed 21st Jan**

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

Upgrade for existing Cert IV holders

### **Sydney**

**Thu 22nd - Fri 23rd Jan**

## News from the Office

With 2014 coming to an end The College has been inundated with enthusiastic students completing their training, ready for the New Year. We've had yet again completely booked out Certificate of Registration training and have had CPD programs running across the State.

Despite the busy ending to the year, we have still managed to squeeze in celebrations for the Festive Season, with Imogen organizing a morning tea for all our staff including the College's annual "Thieving Santa" event. Our staff appeared only too happy with the presents they received from their colleagues, however, it was unanimously agreed that George was the big winner of the day, overwhelmed with receiving the gift of a stuffed toy carrot.

Our office will be closing for the Christmas period from Friday 19th December until Monday the 5th of January, giving our staff and our students a well deserved break. We have travellers in the office going all over the country during the Christmas break and Dom will be enjoying what we are sure will be a quiet New Years in Thailand. Others in the office are just as excited to stay in Sydney for the holidays, enjoying the chance to rest up before beginning a thrilling and busy 2015.

From all of us at the Australian College of Professionals we wish you and your families a very Merry Christmas and a wonderful 2015. We would also like to thank all of our students for all their support throughout the year and we hope to see many familiar faces return to our courses next year.

***Our office closes on Friday 19th  
December 2014 and re-opens  
Monday 5th January 2015.***

## Social Media



## Property Licence Courses

**Experienced Agents  
Property Licence  
Program  
Sydney**

**Mon 2nd - Fri 6th Feb**

**Trust Accounting  
Sydney**

**Mon 2nd - Wed 4th Feb**

**Property Management  
Sydney**

**Wed 4th - Fri 6th Feb**

**Business Broking  
Agency Practices  
Sydney**

**Thu 5th - Fri 6th Feb**

**Sales for Real Estate  
Sydney**

**Tue 10th - Fri 13th Feb**

**Strata Management  
Agency Practices  
Sydney**

**Tue 27th - 30th Jan**

**Stock & Station  
Agency Practices  
Sydney**

**Mon 11th - Fri 15th May**

**Financial Management  
Sydney**

**Tue 27th - Wed 28th Jan**

**Staff Management  
Sydney**

**Thu 5th - Fri 6th Feb**

**Auctioneer  
Accreditation Sydney**  
**Fri 6th Mar**

## 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 5th to Fri 6th February**

## Why not try online CPD for \$99?



**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, Liverpool, Northern  
Beaches and Parramatta.

