December 19, 2014



Australian College of Professionals, Level 2, St Andrew's House, Sydney, 2000 www.acop.edu.au enquiries@acop.edu.au 1300 88 48 10

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

CPD 2 HOUR BREAKFAST SEMINARS

Full 12 points!!

Sydney
Strata
Fri 16th Jan

Parramatta

Sales & Prop Mgmt
Tue 20th Jan

Castle Hill
Sales & Prop Mgmt
Wed 28th Jan

Sydney
Sales & Prop Mgmt
Thu 29th Jan

Sydney

Trust Accounting
Fri 30th Jan

Penrith

Sales & Prop Mgmt
Mon 2nd Feb

Bankstown

Sales & Prop Mgmt
Wed 4th Feb

Parramatta

Trust Accounting
Fri 6th Feb

Liverpool

Sales & Prop Mgmt
Wed 11th Feb

Newcastle

Trust Accounting
Thu 12th Feb

Skilled program to provide government funded courses, and we will be making announcements about how people can access this training in the new year, either through traineeships or for existing workers. There are over 1,000 Registered Training Organisations in NSW and we were one of the 330 successful Colleges that gained approval to provide government funded training. We are very proud to be offering this service commencing in 2015 – watch our website (oh yeah....and our many marketing emails!!)

We at the College felt the regulatory pain this year with our five yearly audit from the Australian Skills Quality Authority (ASQA) to maintain our accreditation as a Registered Training Organisation (RTO). Starting in April with the financial audit, then the website audit, the document audit and then finally the site audit finalised in July, it was a four month process – many long hours, but our result was fantastic with approval......which means that ACOP moves into its twelfth year of operation. We were exhausted and very, very relieved with the outcome.

At this time of the year, many of us are focusing on the good times ahead with our family and loved ones - planning our gatherings and the copious amounts of food that we will consume. I for one am planning the Sullivan Christmas Day with only 28 of my immediate family coming for the day. Such planning always leads me to think of the alternative situations within our community. The College supports a number of charities, including the Manly Women's Shelter, the Cambodian Childrens' Fund (CCF) and the Salvation Army. All of these charities will work hard at this time of the year to bring some happiness to the people that they support. We should all remember that in our line of business in the property, finance and business sectors within Australia, that we are extremely fortunate and now is the time to translate our fortune to others that are in real need. So, I encourage all of us to think about those in need in our local communities and find a way of helping out in some way, be it small or large – it will make everyone's Christmas better.

On behalf of John and myself and all of the ACOP team, we send our warm festive regards and wish you a truly happy Christmas and a safe, healthy and prosperous 2015. We are looking forward to seeing you all in the new year.

Til next time,
Wishing you every success in your business ventures,
Rosy Sullivan

Certificate IV in Finance & Mortgage Broking

Monday 19th - Wednesday 21st January

Diploma of Finance & Mortgage Broking Management (Upgrade Course)

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.

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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?

