



CPD COURSES

Taree

Sales & Prop Mgmt

Tue 31st Mar

Sydney

Business Broking

Wed 1st Apr

Castle Hill

Sales & Prop Mgmt

Thu 2nd Apr

Orange

Sales & Prop Mgmt

Thu 2nd Apr

Tamworth

Stock & Station or
Sales & Prop Mgmt

Fri 10th Apr

Sydney

Sales or Prop Mgmt

Thu 16th Apr

Coffs Harbour

Sales & Prop Mgmt or
Strata

Mon 20th Apr

Sydney

Strata

Tue 21st Apr

Northern Beaches

Sales or Prop Mgmt

Fri 1st May

DISCLOSURES

Consider this. You invest in a company, let's suggest that company provides marketing services. Your subscription is your investment amount, and the company provides you with shares based on your initial subscription amount. At the end of the financial year, the company divides any profits based on the number of shares issued and for every share there is a dollar amount that is paid. If you had been given 100 shares, and at the end of the end of the financial year the profits are calculated as paying \$100 per share, you stand to make a dividend in that year of \$10,000. Keep in mind, that not every year will the shareholders be paid a dividend. The issue here is that there is a potential payment to the agent.

Now consider that you invoice your vendors a portion of your initial subscription amount when they sign with you? You use the company mentioned above for the marketing of all properties that you list, and as such, charge your vendors a premium for advertising their properties with that company. This isn't unusual – in fact agents implement this process on a daily basis - we charge our vendors for marketing.

What are you to do however, if you find yourselves in the situation that you stand to profit from the marketing money you charge your vendors?

As an agent, you are working in an industry that demands transparency from its participants. NSW Fair Trading as well as the legislation that regulates how agents behave, the Property, Stock and Business Agents Act 2002 (PSBAA) have processes in place for the occasion when an agent should be making disclosures.

If you were to find yourself in a position where you are possibly going to make money in the above scenario, you will find that you are within the realms of "Conflict of Interest" and required to disclose within the confines of Section 57 of the PSBAA:

57 Agency agreement must disclose rebates, discounts and commissions

(1) A licensee is not entitled to any expenses from a person for or in connection with services performed by the licensee in the capacity of licensee for or on behalf of the person in connection with a real estate transaction unless the agency agreement pursuant to which the licensee performs those services contains a statement:

You can create your USI here: <http://www.usi.gov.au/create-your-USI/Pages/default.aspx>

CERTIFICATE OF REGISTRATION COURSES

Wollongong

(Dist Ed + 1 day workshop)
Tue 7th Apr

Tamworth

(Dist Ed + 1 day workshop)
Thu 9th Apr

Sydney

Mon 13th – Wed 15th Apr

Newcastle

(Dist Ed + 1 day workshop)
Tue 14th Apr

Sydney

(Dist Ed + 2 day workshop)
Sat 18th – Sun 19th Apr

Coffs Harbour

(Dist Ed + 1 day workshop)
Tue 21st Apr

Castle Hill

Mon 4th – Wed 6th May

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Tue 31st Mar - Thu 2nd Apr

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Thu 9th - Fri 10th Apr

News from the Office

Another busy couple of weeks in the office! The time has been filled with lots of phone calls and hard work and plenty of cake. We wished a big happy birthday, or 'gut zum geburstag' (in German) to Charlotte who turned 25, Anthony our Marketing Manager who celebrated his birthday on Thursday and Rosy our College Principal who celebrated a very special birthday by turning 39 for the 11th time!!

We also farewelled Megan Malu who has worked at the College on and off for many years. Although it is sad to see her leave, we are all very excited for her to pursue a new career working in the McDonalds training college. The staff are especially keen for her to receive her McDonalds discount card (20% off we hear).

Our trainers have had a hectic two weeks - John training at Dubbo, Rosy working with our in-house clients at Newcastle and Rosemary travelling to Albury, Bathurst, Mudgee and Wagga to run courses.

We are also very happy to have George back in the office after spending time with his granddaughter. It was extremely quiet without George and his witty comments. We are very happy to have him back to entertain us!

Certificate IV in Finance & Mortgage Broking

Tuesday 31st March - Thursday 2nd April

Diploma of Finance & Mortgage Broking Management (Upgrade Course)

Thursday 9th - Friday 10th April

Sydney CBD

Social Media



Property Licence Courses

**Experienced Agents
Property Licence
Program
Castle Hill**

Mon 25th - Fri 29th May

**Trust Accounting
Castle Hill**

Mon 25th - Wed 27th May

**Property Management
Castle Hill**

Wed 27th - Fri 29th May

**Business Broking
Agency Practices
Sydney**

Thu 30th Apr - Fri 1st May

**Sales for Real Estate
Sydney**

Tue 7th - Fri 10th Apr

**Strata Management
Agency Practices
Sydney**

Tue 5th - 8th May

**Stock & Station
Agency Practices
Sydney**

Mon 11th - Fri 15th May

**Financial Management
Sydney**

Wed 15th - Thu 16th Apr

**Staff Management
Sydney**

Thu 23rd - Fri 24th Apr

**Auctioneer
Accreditation Sydney**
Fri 5th Jun

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 30th April to Fri 1st May

Sydney CBD



**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

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.

