



CPD COURSES

Sydney

Sales (AM) or
Prop Mgmt (PM)

Thu 14th Jan

Newcastle

Sales & Prop Mgmt

Wed 20th Jan

Castle Hill

Sales & Prop Mgmt

Thu 4th Feb

Bathurst

Stock & Station (AM) or
Sales & Prop Mgmt (PM)

Mon 8th Feb

Sydney

Commercial & Retail
Sales & Leasing

Tue 9th Feb

Sydney

Strata

Wed 10th Feb

Ballina

Sales & Prop Mgmt

Mon 15th Feb

Tweed Heads

Sales & Prop Mgmt (AM)
or Strata Mgmt (PM)

Mon 15th Feb

Goulburn

Stock & Station

Fri 19th Feb

2015...what an exciting time it was

As we arrive at the Christmas / New Year festive season with no warning, as it only seems like it should be July, it is time to reflect on the year that has been. Every day we hear the news, read the papers, and see it on the internet - the bad things that are happening in our world. This time of the year is when we should be reflecting on what has been happening in our lives during the year, and planning to make our lives, and the lives of those we can influence, a better place to exist.

During 2015, we at ACOP have further extended our training from mainly the property sector into the finance sector with many more students completing the accounting, mortgage broking and in particular the financial planning training.

In these our fortnightly newsletters, we have looked at issues ranging from legislation:

- The new Underquoting reforms due for release on 1st January 2016
- The new 2014 version of the NSW Law Society Contract for the Sale and Purchase of Land
- New reforms to Strata Laws
- Legislation relating to off-the-plan sales and in particular to the sunset clauses
- The ability to now lodge residential rental bonds on-line (yes we have moved into the current age of technology)

We also looked at general issues, including:

- Agency agreements – their accuracy, checking the Principals, particularly when the Principal is a corporate entity
- Solar panels
- Unclaimed monies
- Keeping CPD records
- Mould
- Asbestos
- Tenancy disputes
- Selecting the “right” tenants
- Granny flats
- Taking deposits on exchange
- Water usage by tenants
- Disclosures to clients
- The auction process
- First Home Owners Grant

**CPD
2 HOUR
SEMINARS**

(8am - 10am unless otherwise specified)
Pre-reading required.

Full 12 points!!

**Sydney
Strata**

Fri 15th Jan

Parramatta

Sales & Prop Mgmt

Tue 19th Jan

Castle Hill

Sales & Prop Mgmt

Fri 22nd Jan

Sydney

Sales & Prop Mgmt

Wed 27th Jan

Sydney

Trust Accounting

Fri 29th Jan

Penrith

Sales & Prop Mgmt

Tue 2nd Feb

Bankstown

Sales & Prop Mgmt

Wed 3rd Feb

Parramatta

Trust Accounting

Fri 5th Feb

Liverpool

Sales & Prop Mgmt

Wed 10th Feb

Byron Bay

Trust Accounting

Mon 15th Feb

Sydney

Business Broking

Fri 19th Feb

All of these combined with discussions surrounding a new level of training for property agents, based on increased standards; and proposed increase in educational standards for financial planners – has meant that ACOP has been closely watching the government websites and the legislation sites for amendments and new cases that support our training.

At the College this year, as we were one of the few Registered Training Organisations that were granted the ability to offer government funding in the property and finance sectors, we are closely monitored by State Training Services. After our major re-registration audit as a College in 2014, we seem to be very good at coping with government audits.....which is a good thing, because in early March we were notified that we would be audited for our government funded training programs (known as the Smart and Skilled program). Much preparation and checking – only to receive an audit that was so straightforward, seemed wrong. But I guess that I am constantly repeating in training “that your paperwork is what will protect you” – I proved that this is totally correct. Just as well I had met the auditors before and they could remember my obsession with detail. They laughed – but I still made them look at every one of my manuals. Needless to say, we passed audit and have been progressively given more and more government funding for the entire year. So, if you are looking for a real estate licence, a strata licence, a business administration, mortgage broking, accounting or financial planning qualification – we have government funding for all of these qualifications. There is no debt at the end of the training (ever), it is a really good government package. Talk to us if you are interested – or simply visit our website.

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. The Sullivan Christmas celebration this year was held a fortnight early, as eight of the immediate family are going to be absent on Christmas Day. It was strange having the big gathering for the twenty eight of my immediate family on a different day – but none the less, it was (as always) a day full of good cheer with the ones I love most. As I noted last year, the planning of such family events and followed by the other festive gatherings with friends, 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 Children’s 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.



CERTIFICATE OF REGISTRATION COURSES

Sydney

Mon 11th – Wed 13th Jan

Sydney

(Dist Ed + 2 day workshop)

Sat 16th – Sun 17th Jan

Gosford

(Dist Ed + 1 day workshop)

Tue 19th Jan

Parramatta

Wed 20th – Fri 22nd Jan

Castle Hill

Mon 1st – Wed 3rd Feb

Bathurst

(Dist Ed + 1 day workshop)

Tue 9th Feb

Bowral

(Dist Ed + 1 day workshop)

Thu 25th Feb

Newcastle

(Dist Ed + 1 day workshop)

Fri 26th Feb

FINANCE AND MORTGAGE BROKING COURSES

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

Mon 18th - Wed 20th Jan

**Dip of Finance & Mort
Broking Mgmt**

Upgrade for existing Cert IV holders

Sydney

Thu 21st - Fri 22nd Jan

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. John and I, and one of our nephews Braden, are off to Cambodia after Christmas to work with the Cambodian Children's Fund and its associated organisations. This will be our second visit to Cambodia and we are looking forward to the many surprises that it will bring, not to mention a new year celebration on the banks of the Mekong River.

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 2016. 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



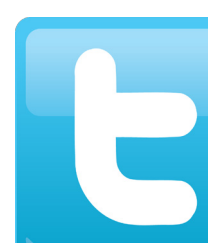
**Merry
Christmas
and**

Happy New Year

Our office closes at 5pm on
Friday 18th December
and re-open on
Monday 4th January at 8.30am.



Social Media



Property Licence Courses

Experienced Agents
Property Licence
Program
Sydney

Mon 1st - Fri 5th Feb

Trust Accounting
Sydney

Mon 1st - Wed 3rd Feb

Property Management
Sydney

Wed 3rd - Fri 5th Feb

Business Broking
Agency Practices
Sydney

Thu 4th - Fri 5th Feb

Sales for Real Estate
Sydney

Tue 9th - Fri 12th Feb

Strata Management
Agency Practices
Sydney

Mon 18th - Fri 21st Jan

Stock & Station
Agency Practices
Sydney

Mon 9th - Fri 13th May

Financial Management
Sydney

Wed 27th - Thu 28th Jan

Staff Management
Sydney

Mon 1st - Tue 2nd Feb

Auctioneer
Accreditation Sydney

Thu 3rd Mar

Do you want a Real Estate Licence?

- ✓ Are you 15 years old or over?
- ✓ Are you no longer at school?
- ✓ Are you living or working in NSW?
- ✓ Are you an Australian citizen, Australian permanent resident, Australian permanent humanitarian visa holder or New Zealand citizen?

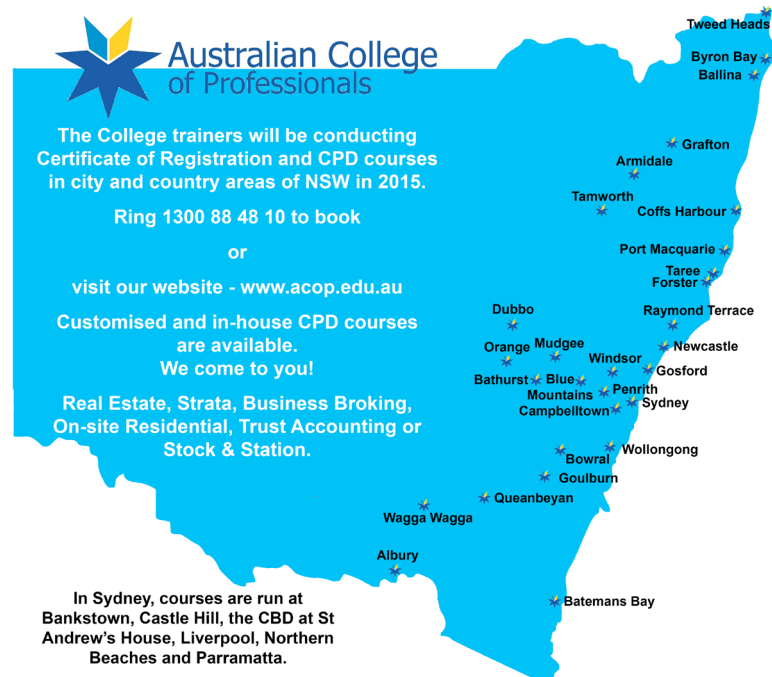
If you answered YES to the above questions, you will be eligible for **government funding**.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

Complete the

Eligibility Survey



Australian College of Professionals

The College trainers will be conducting Certificate of Registration and CPD courses in city and country areas of NSW in 2015.

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, Trust Accounting or Stock & Station.

In Sydney, courses are run at Bankstown, Castle Hill, the CBD at St Andrew's House, Liverpool, Northern Beaches and Parramatta.

Locations marked on the map: Tweed Heads, Byron Bay, Ballina, Grafton, Armidale, Tamworth, Coffs Harbour, Port Macquarie, Taree, Forster, Raymond Terrace, Newcastle, Gosford, Penrith, Campbelltown, Wollongong, Bowral, Goulburn, Queanbeyan, Wagga Wagga, Albury, Orange, Mudgee, Dubbo, Bathurst, Blue Mountains, Windsor, Sydney, Batemans Bay.