



CPD COURSES

Sydney

Sales (AM)
or Prop Mgmt (PM)

Fri 11th Mar

Wagga Wagga

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

Mon 14th Mar

Albury

Sales & Prop Mgmt

Wed 16th Mar

Gosford

Sales & Prop Mgmt

Mon 21st Mar

Mudgee

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

Tue 22nd Mar

Dubbo

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

Wed 23rd Mar

Taree

Sales & Prop Mgmt

Wed 30th Mar

Sydney

Business Broking

Thu 31st Mar

Orange

Sales & Prop Mgmt

Fri 1st Apr

Joint Ownership.....the choices

The trainers at the Australian College of Professionals love getting questions from students, especially when they get the same question being asked by those who have been in the industry for many years and from those who are just entering the industry.

One such question comes from the front page of the Contract for the Sale and Purchase of Land:

"What is the difference between Tenants in Common and Joint Tenancy and how do I advise my purchasers?"

To answer this question I must first write that you should NEVER, and I repeat NEVER be advising the purchasers on which way they should jointly purchase property. This should always be an issue they discuss with their solicitor as it can have an effect on the estate planning for the purchasers and is not something you want to get wrong.

With recent news articles from mortgage lenders citing an increase in investors pooling funds and buying property with family members and friends, it is very important that you understand what the different ownership models are to explain to the purchasers if asked. However, remember, this is something they really need to seek legal advice on.

Tenants in Common

Where two or more people hold land as 'tenants in common', each is regarded as owning a discrete interest in that land.

Tenants in common are said to have an undivided share and may generally deal with that share as they wish. For example, they may sell the share or dispose of it in some other way, such as in their will. Shares held by tenants in common need not be equal; for instance, one tenant may have a three quarter interest and the other a quarter interest. Also, there may be more than two people as tenants in common.

It is advisable that people holding land as tenants in common enter into an agreement that sets out their obligations for managing the property and restricts the individual rights of disposal of individual shares without firstly giving the other shareholders the opportunity to acquire their interest. Failure to do this could result in a third party

**CPD
2 HOUR
SEMINARS**

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

Full 12 points!!

Newcastle
Sales & Prop Mgmt
Tue 22nd Mar

Sydney
Trust Accounting
Wed 23rd Mar

Sydney
Strata
Thu 24th Mar

Parramatta
Sales & Prop Mgmt
Thu 24th Mar

Castle Hill
Sales & Prop Mgmt
Tue 29th Mar

Windsor
Sales & Prop Mgmt
Tue 29th Mar

Sydney
Sales & Prop Mgmt
Wed 30th Mar

Wollongong
Sales & Prop Mgmt
Wed 6th Apr

Gosford
Sales & Prop Mgmt
Wed 13th Apr

Bankstown
Sales & Prop Mgmt
Fri 15th Apr

Blue Mountains
Trust Accounting
Thu 21st Apr

acquiring their interest, which could severely disadvantage the other shareholders.

Joint Tenancy

Joint tenants do not have proportionate shares in the property, as do tenants in common. A good example of property owned under joint tenancy is a home purchased by a husband and wife. Each joint tenant has a right shared with others to the whole of the property but no individual right to an undivided share of the property. In practical terms this means that if one of the joint tenants predeceases the other (dies), then title to the property is automatically vested in the other. This is called the right of survivorship.

The detail and major difference between the two is what happens upon the death of an owner - does it automatically revert whole ownership to the other owner (that's Joint Tenancy) or is that ownership dealt with through a will (and that's Tenants in Common).

There are numerous areas that pose potential difficulties for co-owners, particularly in the areas of wills and divorce. While the question of ownership is not raised every day, it is important that you can differentiate between the two forms of co-ownership.

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



News from the Office

Another two weeks have passed and the College is moving forward at a rapid pace. In the past fortnight, we have held 12 CPD and 3 Certificate of Registration (Real Estate) corporate in-house courses, all whilst our public courses were full to capacity. Our trainers were spread out all over the State training our eager students and keeping them on the edge of their seats keen to learn more. Very exciting is the fact the College has teamed up with EAC this last month and the relationship has gone from strength to strength, with many agents contacting the College for our professional service. Welcome to the team.

Like any good business, the College is always updating new technology in the office. We have recently invested in new production technology so our speed of service and quality control can be second to none. With these changes in place, you will now hear our two vibrant production girls Rhiannon and Rose speaking with you on our phones, as they will only need to spend half of the time they did in production.

www.acop.edu.au

CERTIFICATE OF REGISTRATION COURSES

Sydney

(Dist Ed + 2 day workshop)

Sat 19h – Sun 20th Mar

Gosford

(Dist Ed + 1 day workshop)

Wed 23rd Mar

Orange

(Dist Ed + 1 day workshop)

Thu 31st Mar

Castle Hill

Mon 4th – Wed 6th Apr

Wollongong

(Dist Ed + 1 day workshop)

Tue 5th Apr

Tamworth

(Dist Ed + 1 day workshop)

Fri 8th Apr

Newcastle

(Dist Ed + 1 day workshop)

Tue 12th Apr

Sydney

Mon 18th – Wed 20th Apr

FINANCE AND MORTGAGE BROKING COURSES

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

Wed 30th Mar - Fri 1st Apr

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Thu 7th - Fri 8th Apr

International Women's Day passed by this week and raised awareness of inequality in the workplace. We are very proud to say, as the leading property training provider in NSW (and a female College Principal), that our College has zero tolerance for inequality. We do practice what we preach, and we have a very dynamic team where gender does not affect any job role. Happy Women's Day to all the our wonderful female clients.

Queanbeyan and Australian Capital Territory CPD Courses

We are please to announce that ACOP is going to be in Queanbeyan on Monday 18th April to run a NSW Sales & Property Management CPD course. Enrolments are now open. [Enrol here](#). Full 12 points. Loyalty discount applies.

We are also running ACT CPD courses during the year. These courses will take place in Canberra. For more information and dates for the ACT CPD courses please check our [website](#).

To enquire about these courses or to book an in-house course please ring 1300 88 48 10 or email enquiries@acop.edu.au

Commercial and Retail Sales and Leasing Skills Course

*This is a skills course, and students will receive 12 CPD points.

Sydney CBD

Monday 11th to Tuesday 12th April

Ring **1300 88 48 10** to book!

Social Media



Property Licence Courses

Experienced Agents
Property Licence
Program

Parramatta

Mon 14th - Fri 18th Mar

Trust Accounting
Parramatta

Mon 14th - Wed 16th Mar

Property Management
Parramatta

Wed 16th - Fri 18th Mar

Business Broking
Agency Practices
Sydney

Thu 28th - Fri 29th Apr

Sales for Real Estate
Sydney

Tue 5th - Fri 8th Apr

Strata Management
Agency Practices
Sydney

Tue 15th - Fri 18th Mar

Stock & Station
Agency Practices
Sydney

Mon 9th - Fri 13th May

Financial Management
Sydney

Wed 13th - Thu 14th Apr

Staff Management
Sydney

Thu 21st - Fri 22nd Apr

Auctioneer
Accreditation Sydney

Thu 3rd Mar

Do you want a Real Estate or Strata Management 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?

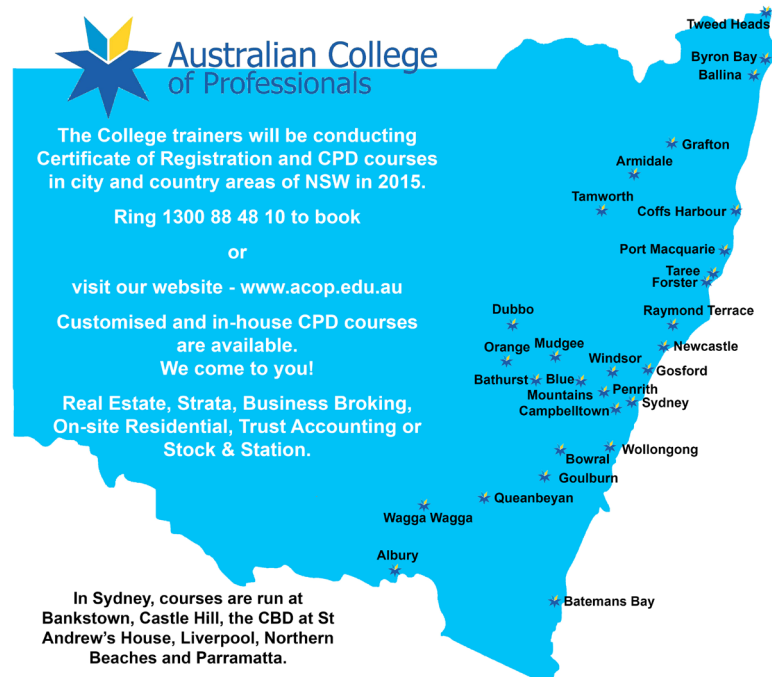
If you answered YES to the above questions, you will be eligible for **government funding**.

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, Blue Mountains, Bathurst, Orange, Mudgee, Dubbo, Windsor, Campbelltown, Wollongong, Bowral, Goulburn, Queanbeyan, Wagga Wagga, Albury, Batemans Bay.