



### CPD COURSES

#### **Newcastle**

Sales & Prop Mgmt  
**Tue 24th May**

#### **Castle Hill**

Sales & Prop Mgmt  
**Thu 2nd Jun**

#### **Newcastle**

Strata

**Mon 6th Jun**

#### **Raymond Terrace**

Sales & Prop Mgmt  
**Wed 8th Jun**

#### **Mudgee**

Stock & Station (AM) or  
Sales & Prop Mgmt (PM)  
**Fri 10th Jun**

#### **Sydney**

Commercial & Retail  
Sales & Leasing  
**Thu 16th Jun**

#### **Sydney**

Sales (AM)  
or Prop Mgmt (PM)  
**Fri 17th Jun**

#### **Sydney**

Strata

**Mon 20th Jun**

#### **Goulburn**

Stock & Station (AM) or  
Sales & Prop Mgmt (PM)  
**Mon 4th Jul**

## Who are you ????

There has been so much media coverage over the past months in relation to foreign investors in Australia. Every property commentator has a different opinion about whether foreign investment is having a positive or a negative effect on the Australian property market. Then the economic commentators have varying opinions about the effect on the Australian economy of permitting increased numbers of foreign investors. There does not appear to be a "happy medium" of how to deal with foreign investment within Australia.

With the federal election looming in July of this year, it will be an important issue to watch in terms of what action the next government (which flavour that ends up being) takes in relation to the policies for foreign investment within Australia.

You may have read over the past week that there will be new rules for both vendors and purchasers when involved in property transactions as of July this year. This is an initial step to address the issue of foreign investment within the Australian property market.

The Government will be introducing a new policy for both buyers and sellers of real estate which will require them to prove their residency and citizenship status to the New South Wales Government before the sale is completed. This will assist the government in collecting data about foreign ownership of NSW houses and apartments as well as confirming whether the purchase restrictions that are currently in place for foreign investors are being upheld.

The process will include a land tax certificate being applied for by the vendor, at which point they will be required to disclose their residency status and nationality. This certificate will then be passed to the purchaser, who will be required at the point of stamp duty to provide citizenship and visa details as well as their FIRB (Foreign Investment Review Board) clearance.

A National register of foreign ownership of land titles from the information collected will be administered by the ATO, which they will be able to use to cross-reference the sales data and tax information to ensure foreign investors are paying the correct fees upon disposal of the assets.

While this process will be upon the shoulders of the solicitors and conveyancers to undertake, it is always important for you as an agent to understand the conveyancing process and to be able to pass this information on to your clients.

'Til next time,

Wishing you every success in your business ventures,  
Rosy Sullivan

**CPD  
2 HOUR  
SEMINARS**

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

**Full 12 points!!**

**Campbelltown**  
Sales & Prop Mgmt  
**Thu 26th May**

**Parramatta**  
Trust Accounting  
**Tue 31st May**

**Campbelltown**  
Strata  
**Wed 1st Jun**

**Sydney**  
Sales & Prop Mgmt  
**Fri 3rd Jun**

**Sydney**  
Strata  
**Tue 7th Jun**

**Parramatta**  
Sales & Prop Mgmt  
**Wed 8th Jun**

**Sydney**  
Business Broking  
**Tue 14th Jun**

**Grafton**  
Trust Accounting  
**Thu 16th Jun**

**Wollongong**  
Sales & Prop Mgmt  
**Tue 21st Jun**

**Bankstown**  
Sales & Prop Mgmt  
**Wed 22nd Jun**

**Gosford**  
Trust Accounting  
**Fri 24th Jun**



**Want to take  
that next  
step in your  
career?**

**Get a Diploma of Leadership  
and Management and show  
people that you mean  
business.**

**The next program commences  
in June  
~ 9 days to a brighter future ~**

**Get on that ladder and value  
yourself.**

**Australian Capital Territory  
CPD Courses**

We are pleased to announce that ACOP is going to be in Canberra on June 22nd, 23rd, 24th and 27th, 28th, 29th to run ACT CPD courses. Enrolments are now open.

Enrol here: <http://www.acop.edu.au/act-courses/#CPD>

4 point and 8 point courses available

For more information and times 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](mailto:enquiries@acop.edu.au)

**[www.acop.edu.au](http://www.acop.edu.au)  
[enquiries@acop.edu.au](mailto:enquiries@acop.edu.au)**

## CERTIFICATE OF REGISTRATION COURSES

### Castle Hill

Mon 30th May–Wed 1st Jun

### Mudgee

(Dist Ed + 1 day workshop)

Thu 9th Jun

### Sydney

Tue 14th – Thu 16th Jun

### Sydney

(Dist Ed + 2 day workshop)

Sat 18th – Sun 19th Jun

### Newcastle

(Dist Ed + 1 day workshop)

Thu 23rd Jun

### Bowral

(Dist Ed + 1 day workshop)

Tue 5th Jul

### Parramatta

Mon 4th – Wed 6th Jul

### Bowral

(Dist Ed + 1 day workshop)

Tue 5th Jul

## FINANCE AND MORTGAGE BROKING COURSES

### Cert IV in Finance & Mortgage Broking Sydney

Mon 27th - Wed 29th Jun

### Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

### Sydney

Thu 30th Jun - Fri 1st Jul

## News from the Office

Over the past fortnight at the College we've seen a wide range of students from the property, finance and business industries come to our CBD office to attend training. Our five day Stock and Station Licensing course saw many of our rural students spend the week in the 'big smoke' to extend their knowledge of the property and livestock industry. Over the week we also had large classes in our Certificate IV in Mortgage Broking courses, with many of the students taking their first steps towards a career in the finance industry. Our full Certificate of Registration course held this week also had a crop of fresh faces ready to get started in the property industry.

Our trainers have also been stretched out far and wide across NSW over the last fortnight to provide annual CPD training to our returning corporate clients. We returned to Byron Bay for another year to provide the latest updates to our group of on-site residential managers and travelled south to Huskisson to see the team at OZ Combined Realty. John Sullivan has been in Melbourne this week conducting an experienced agents program for our Victorian students, where they are gaining the finer skills in operating and managing a trust account and working in the property management sector. A bit closer to home, Rosy returned to Raine and Horne Crows Nest to provide their training for another year, not to mention her EAC Roadshow visits which this fortnight included the regional visits to Ballina and Orange.

Students who know our College Principal Rosy, or who have spoken to her for over 5 minutes, would know that she is a huge fan of "musician" Michael Buble - to say the least. You can imagine then, her delight at the news that SmoothFM have celebrated their 4th Birthday on Monday. The rest of the staff were just as delighted when SmoothFM were kind enough to deliver a magnificent birthday cake to celebrate the occasion. We've been advertising and providing the latest property updates through Smooth for almost 4 years now and we congratulate them on their great achievements with market share in the radio industry.

## Social Media



## Property Licence Courses

Experienced Agents  
Property Licence  
Program

Sydney CBD  
Mon 23rd - Fri 27th May

Trust Accounting  
Sydney CBD

Mon 23rd - Wed 25th May

Property Management  
Sydney CBD

Wed 25th - Fri 27th May

Business Broking  
Agency Practices  
Sydney CBD

Thu 23rd - Fri 24th Jun

Sales for Real Estate  
Sydney CBD

Tue 24th - Fri 27th May

Strata Management  
Agency Practices  
Sydney CBD

Mon 30th May - Thu 2nd Jun

Stock & Station  
Agency Practices  
Sydney CBD

Mon 22nd - Fri 26th Aug

Financial Management  
Sydney CBD

Thu 9th - Fri 10th Jun

Staff Management  
Sydney CBD

Thu 2nd - Fri 3rd Jun

Auctioneer  
Accreditation  
Sydney CBD

Thu 2nd Jun

# 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?

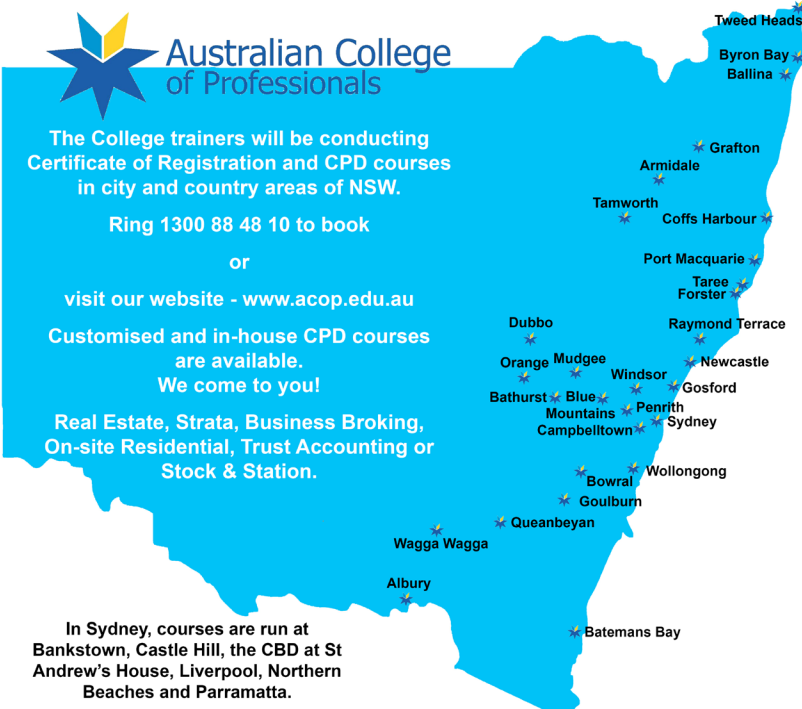
If you answered YES to the above questions, you will be eligible for **government funding**.

## 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.

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