



CPD COURSES

Goulburn

Sales & Prop Mgmt

Mon 4th Jul

Castle Hill

Sales & Prop Mgmt

Fri 8th Jul

Gosford

Sales & Prop Mgmt

Tue 19th Jul

Sydney

Business Broking

Thu 21st Jul

Sydney

Sales (AM)

or Prop Mgmt (PM)

Fri 22nd Jul

Blue Mountains

Sales & Prop Mgmt

Fri 29th Jul

Dee Why

Sales & Prop Mgmt

Wed 10th Aug

Ballina

Sales & Prop Mgmt (AM)

or Strata (PM)

Mon 15th Aug

Sydney

Strata Management

Thu 18th Aug

Albury

Sales & Prop Mgmt

Tue 30th Aug

End of the financial year – what does it REALLY mean.....

Friday 1st July 2016 will not only signify the start of the new financial year, but also the start of a new obligation for purchasers of property.

In May this year, the Australian Government announced that as of the beginning of the financial year, a purchaser will have an obligation to withhold Capital Gains Tax on behalf of the vendor.

Under the new laws, where the market value of the property is \$2 million or more, the purchaser is obliged to comply with a foreign resident capital gains withholding payment obligation (even if the vendor is not a foreign resident). This requirement becomes void if the vendor supplies a clearance certificate from the Australian Taxation Office.

The purchaser will be required to withhold 10% of the sale price (a non-final capital gains tax contribution) at settlement.

The ATO have also noted that should the 10% that is withheld be more than the required Capital Gains Tax liability, the vendor may be able to claim a discount on their tax return when the capital gains liability is assessed.

This new law also requires a new Contract for the Sale and Purchase of Land to be issued. As of 1 July, if a property is likely to sell for \$2 million or more, the Solicitor or Conveyancer for the vendor is required to only use the Contract for the Sale and Purchase of Land 2016 edition, which addresses the withholding of capital gains. The NSW Law Society have issued a clear warning to practitioners that they should not use the 2005 or 2014 contracts if the property is expected to sell over \$2 million.

While we appreciate that it is not your duty as an agent to prepare the contract for the sale of land, you need to be aware that if you are appraising a property that is likely to be sold in the \$2 million range, you should advise the vendor's solicitor when they are preparing the contract for sale as they will generally not know the appraisal details at this time.

Happy end of financial year.

'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!!

Sydney

Sales & Prop Mgmt

Thu 7th Jul

Parramatta

Sales & Prop Mgmt

Fri 8th Jul

Sydney

Trust Accounting

Thu 14th Jul

Liverpool

Sales & Prop Mgmt

Fri 15th Jul

Castle Hill

Sales & Prop Mgmt

Mon 18th Jul

Newcastle

Sales & Prop Mgmt

Thu 21st Jul

Newcastle

Trust Accounting

Fri 5th Aug

Parramatta

Trust Accounting

Wed 10th Aug

Sydney

Strata Management

Tue 11th Aug

Bankstown

Sales & Prop Mgmt

Tue 11th Aug

Campbelltown

Sales & Prop Mgmt

Tue 11th Aug

Certificate IV in Finance & Mortgage Broking

Monday 8th - Wednesday

10th August

Diploma of Finance & Mortgage Broking Management (Upgrade Course)

Thursday 11th - Friday 12th August

Sydney CBD

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 July

Enrol Online - acop.edu.au



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.

CERTIFICATE OF REGISTRATION COURSES

Sydney

Mon 18th – Wed 20th Jul

Gosford

(Dist Ed + 1 day workshop)

Wed 20th Jul

Sydney

(Dist Ed + 2 day workshop)

Sat 23rd – Sun 24th Jul

Castle Hill

Mon 1st – Wed 3rd Aug

Penrith

(Dist Ed + 1 day workshop)

Fri 12th Aug

Ballina

(Dist Ed + 1 day workshop)

Tue 16th Aug

Newcastle

(Dist Ed + 1 day workshop)

Fri 19th Aug

Parramatta

Mon 29th – Wed 31st Aug

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Mon 8th - Wed 10th Aug

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Thu 11th - Fri 12th Aug

News from the Office

The last weeks of June at the office have been all about courses for experienced agents upgrading to full Real Estate licences. We have seen an influx of students attending our Trust Accounting and Property Management modules both in our CBD office and also in our Melbourne courses, to gain the Victorian Estate Agents licence. Our CPD Stock and Station course continues to be a popular topic in our greater New South Wales venues, with large numbers in our courses run in Dubbo and Goulburn in the past fortnight.

It has been a fortnight of farewells for our staff in the office. Two of our training administrators, Rhiannon and Rose, have both jetted off to Europe on holidays, visiting the United Kingdom and a variety of European countries during their stay. We wish them both all the best and safe travels during their time away, and most importantly, we hope they don't miss the office too much while they are gone.

Our training manager, Stephanie Barbara, celebrated her birthday this week and the ACOP team was only too happy to join in. The team bombarded her desk with an assortment of balloons and steamers, just in case she wasn't aware it was her birthday, and of course we had a tower of birthday cupcakes to wish her a very happy birthday and another joyous year ahead.

Unfortunately, we heard the news this week that a large fire in Phnom Penh devastated the living accommodation of many of the people who get support from the Cambodian Children's Fund. As a company, we have a lot of contact with some of the kids who we sponsor and are integrally involved in their fundraising activities. We have supported them financially to assist in the rebuilding of the community after this disaster and encourage others to visit their website and learn more about CCF and lend them a hand.

www.acop.edu.au

enquiries@acop.edu.au

Social Media



Property Licence Courses

Experienced Agents
Property Licence
Program

Sydney CBD

Mon 11th - Fri 15th Jul

Trust Accounting
Sydney CBD

Mon 11th - Wed 13th Jul

Property Management
Sydney CBD

Wed 13th - Fri 14th Jul

Business Broking
Agency Practices
Sydney CBD

Thu 23rd - Fri 24th Jun

Sales for Real Estate
Sydney CBD

Tue 26th - Fri 29th Jul

Strata Management
Agency Practices
Sydney CBD

Tue 5th - Fri 8th Jul

Stock & Station
Agency Practices
Sydney CBD

Mon 22nd - Fri 26th Aug

Financial Management
Sydney CBD

Wed 20th - Thu 21st Jul

Staff Management
Sydney CBD

Mon 18th - Tue 19th Jul

Auctioneer
Accreditation
Sydney CBD

Mon 25th Jul

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?

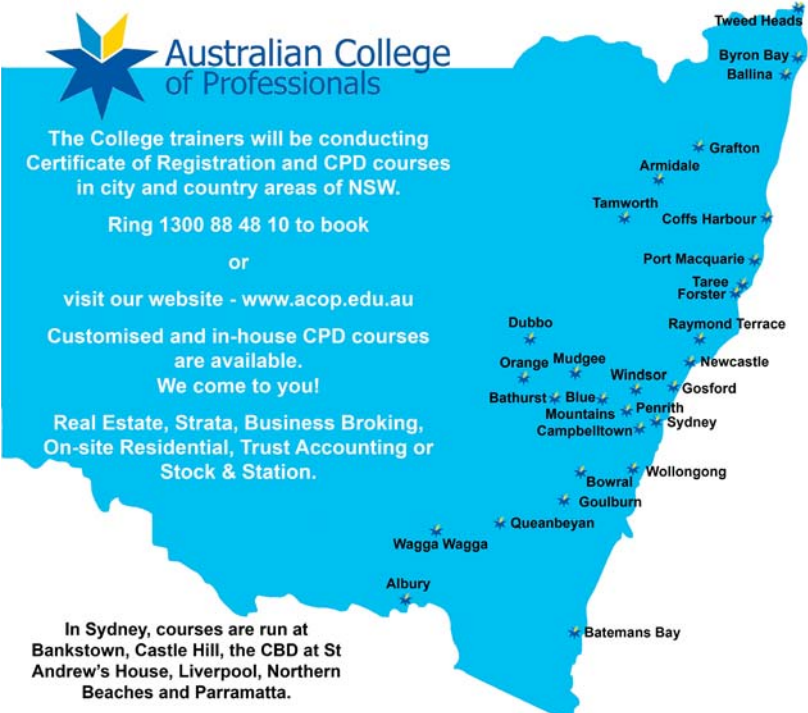
If you answered YES to the above questions, you will be eligible for **government funding**.

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

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