



### CPD COURSES

#### **Bathurst**

Sales & Prop Mgmt  
**Mon 7th Nov**

#### **Moree**

Sales & Prop Mgmt  
**Tue 8th Nov**

#### **Sydney**

Sales (AM)  
or Prop Mgmt (PM)  
**Thu 17th Nov**

#### **Coffs Harbour**

Sales & Prop Mgmt (AM)  
Strata Mgmt (PM)  
**Fri 18th Nov**

#### **Gosford**

Sales & Prop Mgmt  
**Tue 22nd Nov**

#### **Dee Why**

Sales & Prop Mgmt  
**Thu 24th Nov**

#### **Sydney**

Commercial & Retail  
Sales & Leasing  
**Thu 1st Dec**

#### **Castle Hill**

Sales & Prop Mgmt  
**Thu 1st Dec**

#### **Sydney**

Strata Management  
**Tue 13th Dec**

## Industry Updates

We at the College spend a lot of time ensuring that we are up to date with all industry changes and updates. This month is going to be a busy one in compliance for strata managers and residential property managers with a new residential tenancy agreement and some strata management agency agreement concerns.

### Property Management

NSW Fair Trading have issued an updated Residential Tenancies Agreement to include a requirement to notify tenants if the premises they want to lease is:

- On the loose fill asbestos insulation register; or
- Added to the register during the tenancy.

For new tenancies, it is advised that the updated tenancy agreement is used. Where a tenancy is already in place, or where your agency has a number of printed stock of the previous agreement, an addendum has also been released to add to your existing agreements.

NSW Fair Trading is being very clear that loose fill asbestos and a property being on the register is a matter of material fact. Material fact is not just something sales people need to be aware of, it is just as prevalent in property management!

### Strata Management

Strata Managers must be aware that the new legislation becomes effective as of the 30th November. It is important to ensure that you are up to date with the changes and how these changes will or could affect your role and how you work together with your Owners Corporations.

One change that has caused a number of phone calls for clarification to our office is the three year limit on agency agreements. The new legislation limits all strata management agency agreements for a period not exceeding three years. While some agents have resigned their owners corporations on five year agreements, thinking that they will be covered until their agreements expire, Fair Trading have issued a very clear briefing that those agreements will expire 6 months from the start date of the new legislation, being the 30th May 2017.

**CPD  
2 HOUR  
SEMINARS**

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

**Full 12 points!!**

**Parramatta**  
Sales & Prop Mgmt  
**Tue 8th Nov**

**Parramatta**  
Strata Management  
**Wed 16th Nov**

**Penrith**  
Sales & Prop Mgmt  
**Fri 18th Nov**

**Sydney**  
Trust Accounting  
**Fri 18th Nov**

**Campbelltown**  
Sales & Prop Mgmt  
**Wed 23rd Nov**

**Castle Hill**  
Sales & Prop Mgmt  
**Fri 25th Nov**

**Sydney**  
Strata Management  
**Mon 28th Nov**

**Bankstown**  
Sales & Prop Mgmt  
**Tue 29th Nov**

**Gosford**  
Sales & Prop Mgmt  
**Wed 7th Dec**

**Parramatta**  
Sales & Prop Mgmt  
**Wed 7th Dec**

**Sydney**  
Business Broking  
**Wed 14th Dec**

That is not to say that all agreements will expire on that date, Fair Trading have stated that If a strata manager was appointed before 30 November 2016, their term ends whichever is the later:

- 3 years after their term commenced, or
- 6 months from the start of the new laws.

If you have not had a chance to get yourself up to date with the legislative changes, the College has CPD training on the changes ready for you to attend or to study online. See you in training.

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



## Certificate IV in Finance & Mortgage Broking

**Monday 21st - Wednesday  
23rd November**

## Diploma of Finance & Mortgage Broking Management (Upgrade Course)

**Thursday 24th - Friday  
25th November**

**Sydney CBD**

Our office will be closed for the Festive Season from 12pm on Wednesday 21st December 2016 and will re-open at 8:30am on Thursday 5th January 2017.



## CERTIFICATE OF REGISTRATION COURSES

### **Bathurst**

(Dist Ed + 1 day workshop)

**Tue 8th Nov**

### **Campbelltown**

(Dist Ed + 1 day workshop)

**Wed 9th Nov**

### **Sydney**

**Mon 14th – Wed 16th Nov**

### **Sydney**

(Dist Ed + 2 day workshop)

**Sat 19th – Sun 20th Nov**

### **Coffs Harbour**

(Dist Ed + 1 day workshop)

**Thu 17th Nov**

### **Gosford**

(Dist Ed + 1 day workshop)

**Mon 21st Nov**

### **Castle Hill**

**Mon 5th – Wed 7th Dec**

### **Newcastle**

(Dist Ed + 1 day workshop)

**Tue 6th Dec**

### **Parramatta**

**Mon 23rd–Wed 25th Jan**

## FINANCE AND MORTGAGE BROKING COURSES

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

**Mon 21st - Wed 23rd Nov**

### **Dip of Finance & Mort Broking Mgmt**

Upgrade for existing Cert IV holders

### **Sydney**

**Thu 24th - Fri 25th Nov**

## News from the Office

November began at the College with the race that stops the nation. With the Melbourne Cup on this week, the office was definitely in on the action with office sweeps and fantastic food. Our big winners from the office sweeps were our mailman, Brad, and Jesse, the son of Vanessa, one of our trainer/assessors. Whilst most walked away from the race empty handed, our lucky Business Analyst, Fran Lee, won herself a wooden spoon that was kindly labelled "LOSER".

Also as part of Melbourne Cup celebrations, some members of the ACOP team spent the day at the Manly Women's Shelter's annual Melbourne Cup Luncheon at the Novotel Manly Pacific, to assist with the running of the day. ACOP supports the Manly Women's Shelter, which is a non-profit organisation that provides access to accommodation and support for homeless women. John Roberts from our office, was the MC for the event and had the opportunity to put his auctioneering skills on display with the live auction items which contributed to the significant amount raised for the charity.

With all that said, we actually managed to get some work done this week. Our three day Certificate of Registration course in Parramatta this week was completely booked out, with students getting themselves into the last course in the area for the year. However, the good news is that our 2017 College Calendar has been finalised up to April for next year, so all our students looking to get ahead and plan for the new year can book in to the courses available.

Those of you who follow the College on social media may have noticed the range of new videos being uploaded that provide information on the property industry and what training options the College has on offer. The most recent video has Rosy sit down with our Government Funded Programs Co-ordinator, Megan, to discuss the steps to take to get yourself on a Government funded, traineeship program. If you haven't yet seen these new videos, check them out on our Facebook page. The link is provided below.

<https://www.facebook.com/AustCOP/>

## Social Media



## Property Licence Courses

**Experienced Agents  
Property Licence  
Program**

**Sydney CBD  
Mon 5th - Fri 9th Dec**

**Trust Accounting  
Sydney CBD**

**Mon 5th - Wed 7th Dec**

**Property Management  
Sydney CBD**

**Wed 9th - Fri 11th Nov**

**Business Broking  
Agency Practices  
Sydney CBD**

**Thu 8th - Fri 9th Dec**

**Sales for Real Estate  
Sydney CBD**

**Tue 15th - Fri 18th Nov**

**Strata Management  
Agency Practices  
Sydney CBD**

**Tue 8th - Fri 11th Nov**

**Stock & Station  
Agency Practices  
Sydney CBD**

**Mon 8th - Fri 12th May**

**Financial Management  
Sydney CBD**

**Mon 23rd - Tue 24th Jan**

**Staff Management  
Sydney CBD**

**Thu 23rd - Fri 24th Feb**

**Auctioneer  
Accreditation  
Sydney CBD**

**Fri 2nd Dec**

# Spring Licensing Special

Check your eligibility in less than 2 minutes.



## Check Eligibility

### Don't forget to renew

The College regularly receive calls from agents who have unwittingly let their licence or certificate expire.

Whilst in most cases it is a simple fact of having to complete your CPD training or perhaps you have completed the training but did not renew with Fair Trading on time, there is the odd occasion where it could potentially require you to complete further training - particularly where there has been a change of legislation since the time you last renewed.

Rather than being in a position where you are required to complete additional training, it is advised that you take advantage of NSW Services online renewal service, which allows you to renew your qualifications and update your information. Simply follow the link at [https://www.onegov.nsw.gov.au/GLS\\_Portal/snsw/Renew/Details](https://www.onegov.nsw.gov.au/GLS_Portal/snsw/Renew/Details)

It is important to remember that it is your responsibility to update and renew your own licence or certificate - not your employers. Set a reminder in your calendar. While we will always tell you where and when the next CPD session is in your area, not everyone completes their CPD training around the same time every year or necessarily around the time that their authority requires renewal.

If you have a spare couple of minutes visit the new online system and ensure your details are correct. Go to NSW Services online at <https://www.onegov.nsw.gov.au/publicregister/#/publicregister/categories>