



## CPD COURSES

### Goulburn

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

**Mon 3rd Jul**

### Parramatta

Strata Management

**Tue 6th Jul**

### Castle Hill

Sales & Prop Mgmt

**Fri 7th Jul**

### Sydney

Sales (AM)  
or Prop Mgmt (PM)

**Thu 13th Jul**

### Gosford

Sales & Prop Mgmt

**Tue 18th Jul**

### Sydney

Business Broking

**Thu 20th Jul**

### Blue Mountains

Sales & Prop Mgmt

**Fri 28th Jul**

### Dee Why

Sales & Prop Mgmt

**Wed 9th Aug**

### Ballina

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

**Mon 14th Aug**

### Sydney

Strata Management

**Fri 18th Aug**

## Bonds, More Bonds and Audits

The end of the financial year always introduces new changes and legislative updates as was shown in the last newsletter we distributed to all our agents. This week is no different. So, following are three important issues to note.

1. The Office of the NSW Small Business Commissioner (OSBC) this week has announced a new digital service being introduced for the lodging of retail security bonds. This new service will be called WeAgree. Property agents will be invited to register to access the new digital WeAgree service progressively in the coming weeks. This is a very big move forward for agents working in the retail property sector, allowing agencies to streamline their bond collection service as has happened within the residential property management sector. This change also moves the collection of retail bonds away from NSW Fair Trading.

The final date to print out a report of your existing retail bonds, for end of financial year purposes, from the Rental Bonds online service for NSW Fair Trading (RBO) was 5.00pm on Wednesday 28th June 2017. If you did not have the opportunity to print this out, the data may no longer be available from that source. From this date, the OSBC will have full responsibility for dealing with retail bonds, and the current bond process will continue unchanged until further notice. The OSBC will be in contact with registration details and training opportunities to help retail agents learn the new system.

2. Bad news for those who have been awaiting the Strata Schemes Management Act's developer building bond commencement. The date for this has been postponed, and has now been pushed back to 1 January 2018.

This means that the scheme will only apply to construction contracts signed (or where there is no contract and the building work commences) from 1 January 2018. NSW Fair Trading will not require developers of new strata schemes to lodge defect bonds before 31 December 2017.

The commencement date has been delayed so that all procedural and professional requirements supporting the scheme are in place before commencement. This includes the finalisation of:

- The new standards and procedures relating to strata-specific building inspections

**CPD  
2 HOUR  
SEMINARS**

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

**Full 12 points!!**

**Sydney**  
Sales & Prop Mgmt  
**Thu 6th Jul**

**Sydney**  
Trust Accounting  
**Thu 13th Jul**

**Liverpool**  
Sales & Prop Mgmt  
**Fri 14th Jul**

**Castle Hill**  
Sales & Prop Mgmt  
**Mon 17th Jul**

**Newcastle**  
Sales & Prop Mgmt  
**Thu 20th Jul**

**Parramatta**  
Sales & Prop Mgmt  
8.30am - 10.30am  
**Fri 21st Jul**

**Sydney**  
Sales & Prop Mgmt  
**Tue 8th Aug**

**Sydney**  
Strata Management  
**Thu 10th Aug**

**Bankstown**  
Sales & Prop Mgmt  
**Thu 10th Aug**

**Gosford**  
Sales & Prop Mgmt  
**Thu 17th Aug**

**Penrith**  
Sales & Prop Mgmt  
**Thu 24th Aug**

- New digital business processes to support bond lodgement and processing of the scheme

Finally on this topic, it is equally important for the purchaser to have the same discussion with their solicitor or conveyancer if they are purchasing property over \$750,000. If they have not received a clearance certificate and have not withheld and forwarded to the ATO the withholding amount, the ATO have the right to seek that full amount owing directly from the purchaser themselves.

3. Finally, the end of the financial year always means it is time to organise our trust account audits. Woohoo!! Remember it is a legal requirement that EVERY agent that holds a trust account MUST have that trust account audited. The law is very clear on this matter. As per the current legislative requirements, you do not have to submit your audit to NSW Fair Trading unless the auditor identifies a problem within the audit and the audit becomes "qualified". However, you are still required to have that audit completed and keep a copy of it available should it be requested of you from NSW Fair Trading. You are required to keep these records for a period of three (3) years.

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

Is it time to change your career?

**Diploma of Leadership and Management**  
BSB51915

Every second Wednesday night

5.30pm - 8.30pm

You can join the program at any Unit throughout the Diploma course.

**Enquire now - 1300 88 48 10**

Sydney CBD

**acop.edu.au**

## CERTIFICATE OF REGISTRATION COURSES

### Goulburn

(Dist Ed + 1 day workshop)

**Tue 4th Jul**

### Sydney

**Mon 17th – Wed 19th Jul**

### Gosford

(Dist Ed + 1 day workshop)

**Wed 19th Jul**

### Sydney

(Dist Ed + 2 day workshop)

**Sat 22nd – Sun 23rd Jul**

### Castle Hill

**Mon 31st Jul–Wed 2nd Aug**

### Penrith

(Dist Ed + 1 day workshop)

**Fri 11th Aug**

### Ballina

(Dist Ed + 1 day workshop)

**Tue 15th Aug**

### Parramatta

**Mon 28th – Wed 30th Aug**

## FINANCE AND MORTGAGE BROKING COURSES

### Cert IV in Finance & Mortgage Broking

Sydney

**Mon 7th - Wed 9th Aug**

### Dip of Finance & Mort Broking Mgmt

Upgrade for existing

Cert IV holders

Sydney

**Thu 10th - Fri 11th Aug**

# From the Office

The last fortnight has been all about Strata Management at the College. In the office this week we've had an eager group of new students attend our 2 day Strata Management Certificate of Registration course. This week also saw the College hold our largest ever CPD training course, with a CPD Strata Management course held for a whopping 275 people – there were trainers all over the room supporting the students through the program. It was all hands on deck with multiple trainers presenting to discuss all matters Strata with agents from strata companies all across NSW. It was an ambitious event that has involved plenty of hard work behind the scenes to organise and co-ordinate, so it was a pleasure to see the course run smoothly and successfully.

The College has welcomed another two new additions to the ACOP Team, Chanelle and Tanya. Both Chanelle and Tanya will be helping with general administration at the College, including handling student phone and email enquiries – so you definitely get to speak with them when you call the College. We wish the both of them all the best and hope they find their work as part of the ACOP team a very enjoyable experience.

Our training manager, Stephanie Barbara, celebrated her birthday this week and the ACOP team was only too happy to join in. Rosy went all out in her preparation on the cake front, with a delicious meringue cake and an assortment of cupcakes on the side to wish Steph a very happy birthday and another joyous year ahead.

## CPD Courses

ACOP offers CPD courses in different formats

Workshops

Distance Education

Online

*We also conduct in-house courses for small or large groups.*

*Ring 1300 88 48 10 for a quote. We come to you.*

## Enrol Now

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

## Property Licence Courses

Experienced Agents  
Property Licence  
Program  
Sydney CBD  
Mon 10th - Fri 14th Jul

Trust Accounting  
Sydney CBD  
Mon 10th - Wed 12th Jul

Property Management  
Sydney CBD  
Thu 13th - Fri 14th Jul

Business Broking  
Agency Practices  
Sydney CBD  
Thu 22nd - Fri 23rd Jun

Sales for Real Estate  
Sydney CBD  
Tue 25th - Fri 28th Jul

Strata Management  
Agency Practices  
Sydney CBD  
Tue 4th - Fri 7th Jul

Stock & Station  
Agency Practices  
Sydney CBD  
Mon 21st - Fri 25th Aug

Financial Management  
Sydney CBD  
Thu 20th - Fri 21st Jul

Staff Management  
Sydney CBD  
Mon 17th - Tue 18th Jul

Auctioneer  
Accreditation  
Sydney CBD  
Mon 24th Jul

## FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 7th - Wednesday 9th August

## FNS50315 Diploma of Finance and Mortgage Broking Management

Monday 10th - Friday 11th August

## MAKE 2017 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2017 the year that you get the qualification and obtain a full property licence

ACOP provides licensing training programs, and will recognise your prior learning and experience, for the following licence categories:

- ★ real estate agent's licence
- ★ strata manager's licence
- ★ business agent's licence
- ★ stock and station agent's licence
- ★ buyer's agent's licence
- ★ on-site residential property manager's licence

If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.

## Social Media

