



CPD COURSES

Gosford

Sales & Prop Mgnt

Tue 18th Jul

Sydney

Business Broking

Thu 20th Jul

Blue Mountains

Sales & Prop Mgnt

Fri 28th Jul

Castle Hill

Sales & Prop Mgnt

Thu 3rd Aug

Dee Why

Sales & Prop Mgnt

Wed 9th Aug

Ballina

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

Mon 14th Aug

Sydney

Sales (AM)
or Prop Mgmt (PM)

Thu 17th Aug

Sydney

Strata Management

Fri 18th Aug

Sydney

Commercial & Retail
Sales & Leasing

Wed 23rd Aug

Albury

Sales & Prop Mgnt

Tue 29th Aug

Cybercrime – are you watching ?????

It has been an eye opening year of information and horror stories in the College's Continuing Professional Development (CPD) classes this year, particularly when one of our topics, cybercrime and the risk it poses to your agency gets discussed. These horror stories have been reinforced over the last couple of weeks while the College has been involved with the EAC Insights Tour throughout New South Wales.

Facebook, Twitter, LinkedIn, company website, phone numbers, email addresses and links to all social media profiles - these are the ways that we ensure we are visible to get more business. They are also the way to make our business and ourselves vulnerable to those who wish to take advantage and attack our business and our personal finances through cybercrime.

Cybercrime is not something that only large companies should be aware of - it is something all companies that deal with money and confidential information should be prepared to protect themselves against. It now appears that real estate agencies are a significant target because of your access to both of the precious commodities - personal information and people's money within your trust account.

When reading through reports of agencies that have been attacked you would be forgiven if you thought the reports were a thing of fiction..... a hacker somehow sets malware onto to your system which records the key strokes of the user. Agency closes for the night and hacker is able to recreate the key strokes to steal half a million dollars while the agents are at home and have no idea what is happening. Not fiction unfortunately but the reality of an agency in Western Australia.

While every agency should always have security on their systems to block suspicious websites and pop ups, it is also the emails we receive and unfortunately even the updates to our systems that can potentially lead an agency into the hands of cyber criminals. Only this year, Microsoft was a victim to cyber-attack which impacted more than 200,000 people throughout 150 countries, with a worm infecting computers with ransomware, essentially blocking the users access to their own files until they paid the ransom.

We can always advise practices such as "don't open suspicious

CPD 2 HOUR SEMINARS

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

Full 12 points!!

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

Campbelltown
Sales & Prop Mgmt
Fri 25th Aug

Wollongong
Sales & Prop Mgmt
Wed 13th Sep

Sydney
Trust Accounting
Thu 14th Sep

Sydney
Strata Management
Mon 18th Sep

emails”, however sometimes the emails don’t look suspicious. One agency had received an email that appeared to be from a utilities provider and after the property manager had opened the email the whole office system was affected.

Vigilance is important when it comes to emails and keeping on top of what phishing emails are happening at any given time is not always going to be an easy task.

Another agent that has completed training through our College has discussed in a CPD session about being hacked because of their accessing free wi-fi on their computer while at a café between appointments. Again, this is something that is quite normal to do, however it poses a significant risk not just to your personal computer but also to your office system when you return to the office and connect the laptop back into the office system.

The moral to the story (or many, many stories as it happens) is that real estate agents are now becoming a significant target by cyber criminals and if you are the Licensee-In-Charge of your office, you will need to develop an IT policy to reduce the risk.

Please don’t take the “it won’t happen to me” attitude to your business, ensure that you understand the risks of cybercrime and the cost impact that it could have on your business.

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

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BSB51915

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Sydney CBD

CERTIFICATE OF REGISTRATION COURSES

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

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

Sydney

Mon 14th – Wed 16th Aug

Ballina

(Dist Ed + 1 day workshop)
Tue 15th Aug

Newcastle

(Dist Ed + 1 day workshop)
Fri 18th Aug

Albury

(Dist Ed + 1 day workshop)
Mon 28th 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

In amongst many training courses over the past fortnight, our College Principal Rosy Sullivan, has been on one long road trip, travelling immense distances as a speaker on the EAC Insights Tour. Rosy has travelled from Sydney to Newcastle, Dubbo, Orange and Tamworth providing essential information and knowledge about the hot topic of “Underquoting – 18 months on”. The response from attendees at the seminars has been extremely positive with the live Facebook posts from EAC clearly showing how valuable the information is that the Insights seminar is providing.

Whilst Rosy has been working hard providing our outer communities with her presence, the office has been very busy celebrating our love of chocolate. As a team, we couldn't come to a final decision on what we should share to celebrate World Chocolate Day, until someone suggested doing an ACOP twist on the classic Cold Rock – so ice cream, chocolates and lollies were sourced and provided full tummies and smiles all round.

The College is still missing our two staff members Braden and Sarah who are currently off exploring the big wide world. We farewelled Braden with best of wishes while he chases his dreams across the terrains of Europe. His last day at work was memorable eating a colossal strawberry doughnut. Sarah has now been away for a month on her tour of Europe with friends and family.

The big news is that the College will be holding a Super-Hero Day in support of Bear Cottage, which is the only children's hospice in NSW that provides a very special place that is dedicated to caring for children with life-limiting conditions. Together we will be raising money and giving back to the community by dressing up as SUPER HEROES. If you would like to see one particular person in our office dress up as your favourite super hero feel free to jump on our Facebook page and make the suggestion and whilst you're there, take the opportunity to sponsor the cause. It will be held on Friday the 28th July and we look forward to seeing the College participate in such a great cause.

CPD Courses

ACOP offers CPD courses in different formats

Workshops
Distance Education
Online

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

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

Experienced Agents Property Licence Program

Sydney CBD

Mon 31st Jul - Fri 4th Aug

Trust Accounting Sydney CBD

Mon 31st Jul-Wed 2nd Aug

Property Management Sydney CBD

Thu 3rd - Fri 4th Aug

Business Broking Agency Practices

Sydney CBD

Thu 3rd - Fri 4th Aug

Sales for Real Estate Sydney CBD

Tue 25th - Fri 28th Jul

Strata Management Agency Practices

Sydney CBD

Tue 29th Aug - Fri 1st Sep

Stock & Station Agency Practices

Sydney CBD

Mon 21st - Fri 25th Aug

Financial Management Sydney CBD

Thu 20th - Fri 21st Jul

Staff Management Sydney CBD

Thu 12th - Fri 13th Oct

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

