



CPD COURSES

Castle Hill

Sales & Prop Mgmt

Thu 3rd Aug

Dee Why

Sales & Prop Mgmt

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 Mgmt

Tue 29th Aug

Wagga Wagga

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

Wed 30th Aug

Port Macquarie

Sales & Prop Mgmt (AM)
or On-site Property
Mgmt (PM)

Mon 4th Sep

Working with Foreign Investors

With many of our students selling properties to and for foreign investors, it is so important for you all to understand what legislative changes can affect those transactions. The College has previously written newsletters on the changes that effect foreign vendors, however one of the legislative changes that took effect on 1st July 2017 is aimed at foreign investors.

The 2016 NSW Budget introduced a 4 per cent surcharge purchaser duty on the purchase of residential real estate by foreign persons from 21 June 2016.

As a result of the 2017 Budget, for agreements entered into on or after 1 July 2017 the surcharge purchaser duty rate has increased from 4 per cent to 8 per cent. The surcharge is in addition to the duty payable on the purchase of residential property.

Foreign persons will also no longer be entitled to the 12 month deferral for the payment of stamp duty for off-the-plan purchases of residential property.

To understand who is included in the definition of a foreign person we have taken the definition directly from the Office of State Revenue:

Foreign person means:

- a. an individual not ordinarily resident in Australia; or
- b. a corporation in which an individual not ordinarily resident in Australia, a foreign corporation or a foreign government holds a substantial interest; or
- c. a corporation in which 2 or more persons, each of whom is an individual not ordinarily resident in Australia, a foreign corporation or a foreign government, hold an aggregate substantial interest; or
- d. the trustee of a trust in which an individual not ordinarily resident in Australia, a foreign corporation or a foreign government holds a substantial interest; or the trustee of a trust in which 2 or more persons, each of whom is an individual not ordinarily resident in Australia, a foreign corporation or a foreign government, hold an aggregate substantial interest; or

**CPD
2 HOUR
SEMINARS**

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

Full 12 points!!

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

Parramatta

Sales & Prop Mgmt
Tue 22nd 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

Parramatta

Sales & Prop Mgmt
Thu 21st Sep

This definition does not include an Australian Citizen, irrespective of where they reside.

Again, with many of the changes that effect stamp duties and surcharges, this is not something that an agent will be giving advice about. It is important that a purchaser discuss this information with their solicitor or conveyancer but equally important that you as the agent understand the legislation that can affect your buyers and vendors. Always refer your client to their solicitor to assist them through this process.

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



Super Hero Day in the Office supporting Bear Cottage

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

CERTIFICATE OF REGISTRATION COURSES

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

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

Sydney

(Dist Ed + 2 day workshop)

Sat 19th – Sun 20th 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

The College has once again had a massive fortnight on the training front. The trainers have been travelling all over NSW to deliver training in Ballina, Goulburn, Newcastle, Rhodes, Parramatta, Castle Hill, Wollongong, Coffs Harbour and of course packed out Sydney courses. Some of courses delivered were the Certificate of Registration, CPD Sales & Property Management, Auctioneering Accreditation, Staff Management, Sales for Real Estate, CPD Business Broking and four catered in-house CPD topics catered to our corporate clients.

The College is very excited to hear that our traveller Braden has landed safely back on Australian soil after his 4 week trip around Europe. Most young men who take off to Europe for a trip of a life time are usually dreading coming back to the reality of work and Uni – but Braden was extremely eager to get back home to meet his nephew Kai. We would like to say a massive congrats to Sam and Mitch on the birth of their first child - we are claiming Kai as our ACOP baby as Sam (who previously was a College team member) is also Rosy and John's niece.

In other news, the College team participated in a staff training session with the amazing and talented internationally acclaimed Leadership Coach Steve Knox. Being a College that delivers qualification-based training on a daily basis, it is vital that we emphasise the importance of training for our own staff. We learnt amazing things about ourselves and also each other. Working as a team was at the forefront of the session and all College staff are extremely excited to see what the future holds. The College now has great plans to grow exponentially and provide an even better service than we do already. Watch this space.

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

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

Experienced Agents Property Licence Program
Sydney CBD
Mon 4th - Fri 8th Sep

Trust Accounting
Sydney CBD
Mon 4th - Wed 6th Sep

Property Management
Sydney CBD
Thu 7th - Fri 8th Sep

Business Broking Agency Practices
Sydney CBD
Thu 3rd - Fri 4th Aug

Sales for Real Estate
Sydney CBD
Tue 19th - Fri 22nd Sep

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
Wed 4th - Thu 5th Oct

Staff Management
Sydney CBD
Thu 12th - Fri 13th Oct

Auctioneer Accreditation
Sydney CBD
Thu 14th Sep

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

