



## CPD COURSES

### Albury

Sales & Prop Mgmt

**Tue 29th Aug**

### Wagga Wagga

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

**Wed 30th Aug**

### Castle Hill

Sales & Prop Mgmt

**Fri 1st Sep**

### Port Macquarie

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

**Mon 4th Sep**

### Dubbo

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

**Fri 8th Sep**

### Taree

Sales & Prop Mgmt

**Tue 12th Sep**

### Sydney

Prop Mgmt

**Thu 14th Sep**

### Sydney

Sales

**Fri 15th Sep**

### Gosford

Sales & Prop Mgmt

**Mon 18th Sep**

## Contract for the Sale and Purchase of Land

There have been some changes to the conveyancing regulations which will now require another new Contract for the Sale and Purchase of Land, which will be referred to as the Contract for the Sale and Purchase of Land 2017 Edition, so keep your eyes open for it.

The new Contract has been drafted to coincide with amendments made to the Conveyancing Regulations as well as the changes to Foreign Residents Capital Gains Taxes.

A new disclosure warning has been inserted to warn purchasers about Loose-fill Asbestos in the same section where you are normally used to seeing warnings about swimming pools and smoke alarms. A warning is also given to alert purchasers to a strata renewal or collective sale.

As well as a new Contract with fresh warnings, agents will see an increase in the attached documents within the contract. Solicitors and conveyancers will be required to include the following:

- All by-laws if the property being sold is a strata property. This is including the registered model by-laws if that is the version that the strata is using
- All sewerage diagrams from Sydney Water if more than one is available
- If the property is strata and is under a renewal or collective sale process, disclosures are required

The Conveyancing (Sale of Land) Regulations 2017 come into effect as of the 1st September 2017 and any Contract that is signed after that date must comply with the new Regulations.

Agents must still remember that without a complete Contract you are not allowed to market a residential property until they have that complete Contract for the Sale and Purchase of Land. Whilst it is not your duty as an agent to ensure that the Contract has all prescribed warnings and documents within it to comply with the Conveyancing Regulations, you are required to ensure that you are legally entitled to market the property. So our usual statement here – READ THE CONTRACT.

## CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

**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**  
(8.30am - 10.30am)

**Bankstown**  
Sales & Prop Mgmt  
**Fri 29th Sep**

**Sydney**  
Sales & Prop Mgmt  
**Thu 5th Oct**

**Sydney**  
Business Broking  
**Thu 12th Oct**

**Liverpool**  
Sales & Prop Mgmt  
**Thu 19th Oct**

**Newcastle**  
Sales & Prop Mgmt  
**Fri 20th Oct**

**Parramatta**  
Strata Management  
**Thu 26th Oct**  
(8.30am - 10.30am)

It is strongly suggested that where the properties you have listed meet the criteria of requiring further information within the Contract, for example if it is on the Loose-fill Asbestos Register or if it is a strata property, and it is not contained in the Contract that you receive, that you return the Contract to the vendor's solicitor or conveyancer for review. Amendments may be required for those Contracts and it could suggest that you are marketing a property without a complete Contract after 1 September, if the vendor's solicitor or conveyancer does not attend to the extra documentation.

Whilst we are talking Contracts, it should also be noted that you should not be acting on a Contract for the Sale of Land 2005 edition where the sale price is above \$750,000 as it does not provide for the foreign resident capital gains tax allowances. Very few solicitors and conveyancers are still using the 2005 edition contract and it cannot be purchased online, so hopefully very few agents will be receiving that Contract any longer. You most certainly need to speak to your vendor's solicitor or conveyancer if they send you a 2005 Edition contract.

'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

Units taken from nationally accredited training qualifications from the BSB Business Services Training Package.

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.

**Wagga Wagga**  
(Dist Ed + 1 day workshop)  
**Thu 31st Aug**

**Port Macquarie**  
**Tue 5th – Thu 7th Sep**

**Sydney**  
**Mon 11th – Wed 13th Sep**

**Sydney**  
(Dist Ed + 2 day workshop)  
**Sat 16th – Sun 17th Sep**

**Gosford**  
(Dist Ed + 1 day workshop)  
**Tue 19th Sep**

**Castle Hill**  
**Tue 3rd – Thu 5th Oct**

**Tamworth**  
(Dist Ed + 1 day workshop)  
**Thu 12th Oct**

## FINANCE AND MORTGAGE BROKING COURSES

Units taken from nationally accredited training qualifications from the FNS Financial Services Training Package.

**Cert IV in Finance & Mortgage Broking**  
**Sydney**  
**Mon 4th - Wed 6th Sep**

**Dip of Finance & Mort Broking Mgmt**  
Upgrade for existing  
Cert IV holders  
**Sydney**  
**Thu 7th - Fri 8th Sep**

# From the Office

It's been a very busy week in the College with our 5 day Stock and Station Agency Practices course running in our CBD Head Office from Monday to Friday. This course is one of our great favourites to host, as we see agents from all across NSW travel into Sydney to attend – and listen with great interest to the stories of our country students being let loose in the city at night. This week's licensing course also was the largest for rural agents in terms of students that we've held in the history of the College, making it all the more enjoyable. The previous week also had our training rooms full of eager students with our Certificate of Registration 3 day course and weekend workshops, meaning a week of many fresh faces ready to get started in the industry. And again, Rosy has been travelling the State with the EAC Insight tour presenting new and exciting information to the property industry – this last fortnight has seen her in Goulburn, Bowral and Ballina.

There has been a noticeable dry spell in terms of celebratory cakes in the office over the last month, so the slew of office birthdays that August brings have been welcomed very much by the ACOP team. The first birthday to celebrate was Megan's, our Government Funded Programs Co-ordinator. The next birthday to celebrate was our Senior Trainer & Assessor Kristine Bice, on the following day (and for many years now they have stated that they will not – I REPEAT NOT, share a cake). Last, but definitely not least, we had Rachelle celebrate her 30th birthday in style with a tropical themed birthday party up on the Central Coast. It turned out to be a fantastic night and the team was only too happy to head up to the Coast to celebrate with Rachelle and her family.

## 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 28th - Fri 29th Sep

**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 30th Oct - Fri 3rd Nov

**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 4th - Wednesday 6th September

## FNS50315 Diploma of Finance and Mortgage Broking Management

Monday 4th - Friday 8th September

## 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

