



## CPD COURSES

### 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**

### Newcastle

Sales & Prop Mgmt

**Wed 20th Sep**

### Sydney

Commercial & Retail  
Sales & Leasing

**Wed 4th Oct**

### Castle Hill

Sales & Prop Mgmt

**Fri 6th Oct**

### Tamworth

Sales & Prop Mgmt

**Fri 13th Oct**

### Orange

Sales & Prop Mgmt

**Mon 16th Oct**

### Sydney

Strata Management

**Fri 27th Oct**

## Yes.....we need to talk about this

The Terrorism Insurance Act 2003 (Cth) was initially introduced to grow an insurance pool that pays affected commercial entities in the event of a terrorism incident. The Act allowed for the Government to charge buildings of a particular category a Terrorism Levy.

While the Act has only ever covered commercial strata buildings, changes to the Act have occurred which have now included many residential strata schemes under the umbrella of coverage.

Due to the increased number of mixed-use Strata buildings being developed, many large residential Strata properties now include numerous commercial operations e.g. restaurants, gyms, offices etc. and as such, the government saw the need to widen the eligible property definition to include them in compensation that can be paid out under the Terrorism Insurance Act.

The Act's definition of a terrorist event has been amended to **EXCLUDE** the following:

- The cover exclusion definition has been widened to now exempt acts of terror described as "chemical", "biological", "polluting", "contaminating", "pathogenic", "poisoning", or words to similar effect.

The Act has extended the definition of which buildings should be covered under the Terrorism Levy to include:

- Buildings where at least 20% of the floor space is used for commercial purposes; and
- Residential buildings with a sum insured is equal to or greater than \$50 Million. (This applies where one or more single buildings are insured equal to or greater than \$50 Million each, not where the total combined sum insured of multiple buildings is equal to or greater than \$50 Million)

The levy will be applied to the scheme's building insurance and can be as high as 16% of the sum insured. Many insurers are using a tiered approach to charging the levy which takes into account the location of the building and its proximity to potential terrorist target areas.

This means that it is important for all strata managers to have a clear understanding of how each insurer is charging and applying

## 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)

the levy to ensure that your owners corporations are getting the best coverage and not paying an excessive amount for an insurance they may not necessarily need but are required to contribute to.

The levy has been applied since 1 July 2017 so Owners Corporations in properties that are now covered under the Act will need to factor in an additional increase in their insurance for their forthcoming budgets.

'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

We are visiting a number of regional areas over the next few weeks.

**We are looking forward to visiting:**

Taree, Wollongong  
Newcastle, Tamworth  
Gosford, Orange

*CPD or Certificate of Registration courses*

## 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 16th – Sun 17th Sep

### Gosford

(Dist Ed + 1 day workshop)

Tue 19th Sep

### Castle Hill

Tue 3rd – Thu 5th Oct

### Newcastle

(Dist Ed + 1 day workshop)

Fri 6th Oct

### Tamworth

(Dist Ed + 1 day workshop)

Thu 12th Oct

### Sydney

Mon 16th – Wed 18th Oct

### Orange

(Dist Ed + 1 day workshop)

Tue 17th 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 9th - Wed 11th Oct-  
Dip of Finance & Mort

### Broking Mgmt

Upgrade for existing

Cert IV holders

### Sydney

Mon 23rd - Tue 24th Oct

# From the Office

The College has kicked off spring with a very busy fortnight of training, starting off with our Strata Management, Trust Accounting and Property Management courses all held in our CBD office. In addition to our Sydney courses, we also had our trainers travelling off to Albury, Wagga Wagga, Port Macquarie, Wollongong, Muswellbrook and Dubbo for our CPD and Certificate of Registration courses. All the trainers were very happy with the courses and cannot wait to see all our students again next year for their annual CPD training.

Our College Principal, Rosy has also been travelling around NSW again on the EAC Insight tour sharing her experience with agents in regional areas. This past fortnight she has been to Coffs Harbour and Port Macquarie - and apart from a 2 hour delay in her flight to Coffs, the trip was a huge success.

Last Friday ten members of the ACOP team had the wonderful opportunity to attend the Wiseberry Foundation Charity Dinner at Castle Hill. The Wiseberry Foundation is a not-for-profit organisation that assists people with special needs within Australian communities as well as providing assistance for the advancement of education. The night included seven up and coming auctioneers competing in the auction of over 50 items, with all proceeds going to the foundation. It was a wonderful night and a great success, with valuable funds being raised for families in need.

With such a busy time in the College, we still have time for plenty of cake (of course) – this past fortnight seeing the birthdays of Katrina Knell (our Financial Planning trainer), John Roberts (our General Manager) and Tanya Ellis (one of our newest members of the Admin team). A very happy birthday to them all.

## 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 25th - Fri 29th Sep

**Trust Accounting**  
Sydney CBD  
Mon 25th - Wed 27th Sep

**Property Management**  
Sydney CBD  
Thu 28th - Fri 29th 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 7th - Fri 10th Oct

**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 9th - Wednesday 11th October

## FNS50315 Diploma of Finance and Mortgage Broking Management

Monday 23rd - Friday 24th October

## 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

