



## CPD COURSES

**Tamworth**

Sales & Prop Mgmt

**Fri 13th Oct**

**Orange**

Sales & Prop Mgmt

**Mon 16th Oct**

**Gunnedah**

Sales & Prop Mgmt

**Mon 16th Oct**

**Sydney**

Prop Mgmt

**Thu 19th Oct**

**Sydney**

Sales

**Thu 19th Oct**

**Goulburn**

Sales & Prop Mgmt

**Thu 26th Oct**

**Sydney**

Strata Management

**Fri 27th Oct**

**Sydney**

Business Broking

**Thu 2nd Nov**

**Blue Mountains**

Sales & Prop Mgmt

**Thu 2nd Nov**

**Castle Hill**

Sales & Prop Mgmt

**Fri 3rd Nov**

## Landlord insurance – ensuring compliance with the policy

One of the questions we always find fascinating is when can an insurer refuse to honour their policy.

Whilst many people will choose an insurance policy based on the premium amount and assume that most policies are the same regardless of which insurer you choose, there can be some very important differences between the policies entered into.

Recently a question was raised regarding continuation clauses and, if by not renewing the lease, but allowing the tenant to continue their tenancy in the continuation clause, would make a policy of landlord insurance invalid?

One insurer that we researched was very clear in their Frequently Asked Questions section of their website, that they will honour claims made regardless of whether the tenant is within their lease term or in the continuation clause, whilst another stated that for a claim to be considered there must be a valid lease in place which includes a number of minimum requirements. These requirements are a start and finish date, a minimum duration, the amount of rent payable, the bond that the tenant is required to pay and the notice to leave requirements.

Whilst we understand that a tenant is bound by the same conditions of their lease regardless of whether they are in their fixed term or continuation clause, it appears that not all insurers follow the same logic.

Another issue for concern is when a tenant decides to sublet the property by way of AirBnB or a similar short-term accommodation provider. A case in the Victorian tribunals saw a very clear definition of what is considered a lease and what is considered a licence when subletting property. If the long term tenant of a property uses a short-term accommodation service provider and leases out a part of their premises and continues living in the premises themselves, this is regarded as a licence, and not regarded as a breach of the lease. However, if a long term tenant leases out the entire premises and does not access the property at all whilst the short-term accommodation is being utilised, this is a sub-lease and a clear breach of the Residential Tenancy Act. This means that the landlord insurance may not be valid when the property is

## CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

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

**Sydney**  
Strata Management  
**Mon 13th Oct**

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

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

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

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

**Parramatta**  
Sales & Prop Mgmt  
**Thu 2nd Nov**  
(8.30am - 10.30am)

**Parramatta**  
Strata  
**Wed 15th Nov**  
(8.30am - 10.30am)

**Sydney**  
Trust Accounting  
**Fri 17th Nov**

**Campbelltown**  
Sales & Prop Mgmt  
**Wed 22nd Nov**

being used for purposes other than a regular lease arrangement, which as defined by some insurers, will be very limited to the definition set out earlier.

Other very common issues that hold potential for invalidating your landlord insurance included:

- a tenant in areas;
- “loss or damage caused by the gradual escape of liquid over a period of time”;
- more than 3 tenants on a residential tenancy agreement (where they are not related parties) and
- of concern for those with properties on a coastline - tidal wave, tsunami, high tide or other actions of the sea

While no insurance policy will ever cover someone for all possibilities, it is important that it is covering your landlords for the necessities that go along with renting property.

Make your landlords aware that there is more than one insurer available and to actually have a read of the policy disclosure document, as it could save them a lot of cost, worry and trouble in the future.

‘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.

## CERTIFICATE OF REGISTRATION COURSES

Units taken from nationally accredited training qualifications from the CPP07

Property Services Training Package.

### Tamworth

(Dist Ed + 1 day workshop)

**Thu 12th Oct**

### Sydney

**Mon 16th – Wed 18th Oct**

### Orange

(Dist Ed + 1 day workshop)

**Tue 17th Oct**

### Parramatta

**Mon 30th Oct – Wed 1st Nov**

### Batemans Bay

(Dist Ed + 1 day workshop)

**Thu 2nd Nov**

### Bathurst

(Dist Ed + 1 day workshop)

**Wed 8th Nov**

## 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 had numerous courses take place in the last fortnight with our experienced trainers travelling to Double Bay, Bankstown, Castle Hill and up the coast to Newcastle providing all of our students with the best of training for not only Licensing courses but also the Certificate of Registration program and CPD.

On Friday the 22nd of September we had the honour of meeting the newest family members of the ACOP College being Golden Retriever puppies Alby and Emmi. Both had been purchased by our Events Co- Coordinator Rachelle who is now the proud mother to Emmi. With the puppies in the College we had also added a few extra-large smiles to the class room of Property Management students. It was a day to remember as we had all gathered and welcomed them with open arms and cuddles. Mind you, not much work was done for a few hours.

Following our Friday full of excitement, the College had not stopped as we had celebrated the birthday of our Financial Controller, John Sullivan. To ensure optimum celebrations we had decorated his office with mounds of balloons and streamers topping his day off with a decadent Chocolate Mousse Torte Cake. John had the opportunity of celebrating his birthday twice in one week as the Diploma of Leadership and Management class also surprised him with a delicious Classic Caramel baked cheesecake topped with M&Ms.

On top of all this excitement, we also have had an important member of our team return from her trip of a lifetime. Travelling Europe for four months and celebrating her 21st birthday away from the College, she had returned to her ACOP family sharing her stories and smiles. Welcome home Sarah, we have all missed you dearly and with new faces in the team we all have a lot of lost time to make up for. And of course there was cake to celebrate Sarah's return with a bouquet of Nutella filled doughnuts delivered to the College for all to enjoy.

[acop.edu.au](http://acop.edu.au)

**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.

**Financial Management  
Sydney CBD  
Wed 4th - Thu 5th Oct**

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

**Stock & Station  
Agency Practices  
Sydney CBD  
Mon 30th Oct - Fri 3rd Nov**

**Strata Management  
Agency Practices  
Sydney CBD  
Tue 7th - Fri 10th Nov**

**Financial Management  
Sydney CBD  
Thur 23th - Fri 24th Oct**

**Sales for Real Estate  
Sydney CBD  
Tue 28th Nov - Fri 1st Dec**

**Auctioneer  
Accreditation  
Sydney CBD  
Fri 1st Dec**

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

**Trust Accounting  
Sydney CBD  
Mon 4th - Wed 6th Dec**

**Property Management  
Sydney CBD  
Thu 7th - Fri 8th Dec**

## FNS40815 Certificate IV in Finance and Mortgage Broking

**Monday 20th - Wednesday 22nd November**

## 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

