



## CPD COURSES

**Sydney**  
Sales

**Thu 18th Jan**

**Sydney**  
Prop Management

**Thu 18th Jan**

**Sydney**  
Strata

**Thu 19th Jan**

**Gosford**  
Sales & Prop Mgnt

**Mon 22nd Jan**

**Castle Hill**  
Sales & Prop Mgnt

**Thu 8th Feb**

**Ballina**  
Sales & Prop Mgnt

**Mon 19th Feb**

**Bathurst**  
Stock & Station

**Mon 19th Feb**

**Port Macquarie**  
Sales & Prop Mgnt

**Fri 22nd Feb**

**Goulburn**  
Stock & Station

**Fri 22nd Feb**

**Dee Why**  
Sales & Prop Mgnt

**Mon 26th Feb**

## Strata Legislation Anniversary

On the one year anniversary of the Strata Schemes Management Act 2015, the Strata Schemes Management Regulations 2016 and the Strata Schemes Development Act 2015 implementation, it is a good time to have a look at some of the little loop holes that have become apparent over the last 12 months.

In particular, a favourite discussion topic between our strata trainers is that of the intricacies of collective sales and redevelopments. One such intricacy that has a major loop hole is that of dissenting owners.

Under the Strata Schemes Development Act 2015 an Owners Corporation now has the option of engaging in a collective sale or renewal/redevelopment with a reduced approval limit of 75%, down from 100% under the previous legislation. This change has been one of contention as it now means that those who do not wish to sell their lot can be forced to do so if the at least 75% of the owners wish to sell under a collective sale or redevelopment/renewal proposal.

The new legislation provides that throughout a collective sale or redevelopment process, once the secretary receives 75% of owners consent, the proposal is taken to have been accepted. At this point we face the loop hole.

Let's say a building is looking at the process and Mary hears that the required number of consent is absolutely going to be reached. Mary may completely be on board with the process and be looking forward to selling and moving on, however Mary decides that she is not going to put in her consent because her units of entitlement within the building are significantly low. Why would Mary not put in her consent? Because providing the 75% is reached by the other consenting owners, Mary stands to potentially receive more money as a dissenting owner.

In order to change the legislation from 100% down to 75% consent required, there needed to be some level of assurance or compensation provided to those who do not wish to sell their lot - that they will at minimum receive market value for their lot and not lose any money. The likelihood of any owners corporation losing out in a collective sale is very low, however the assurances had to be there for those not supporting the sale.

The legislation provides that a dissenting owner must receive the higher of either

- their unit entitlements share of the collective sale amount;
- or

## CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

### Castle Hill

Sales & Prop Mgmt  
**Mon 22nd Jan**

### Sydney

Sales & Prop Mgmt  
**Wed 24th Jan**

### Newcastle

Sales & Prop Mgmt  
**Thu 25th Jan**

### Parramatta

Sales & Prop Mgmt  
**Mon 29th Jan**

### Bankstown

Sales & Prop Mgmt  
**Wed 7th Feb**

### Sydney

Strata  
**Thu 15th Feb**

### Gosford

Sales & Prop Mgmt  
**Thu 15th Feb**

### Tweed Heads

Sales & Prop Mgmt  
**Tue 20th Feb**

### Parramatta

Sales & Prop Mgmt  
**Fri 23rd Feb**

### Sydney (5-7pm)

Sales & Prop Mgmt  
**Tue 27th Feb**

- the market value of their unit based on the best usage of the site.

They may also receive some level of removal/relocation costs.

Whatever is left over in the pool of money is then divided to each other owner as per their units of entitlement, meaning that if Mary's share is based on market value rather than her units of entitlement, not only will she stand to make more money from being a dissenting owner, she may well get more money than someone who holds many more units of entitlement within the building.

Well that's some food for thought isn't it?

'Til next time,

Wishing you every success in your business ventures,

**Rosy**

## Diploma of Leadership and Management

BSB51915

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

Every second Wednesday night

## NEW Skills Course for 2018

### NCAT (The Reality of Tribunal)

A one (1) day skills workshop facilitated by Lisa Jemmeson, Senior Associate, Litigation, Jemmeson & Fisher and Rosy Sullivan, College Principal, ACOP

The workshop will focus on the practical skills and knowledge required to present matters at the NSW Civil and Administrative Tribunal.

Commencing in 2018 and will run in February, May, August and November

Check our website for enrolment details

**(Will include 12 CPD points)**

## CERTIFICATE OF REGISTRATION COURSES

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

### Sydney

Mon 15th – Wed 17th Jan

### Parramatta

Mon 5th – Wed 7th Feb

### Port Macquarie

Mon 19th – Wed 21st Feb

### Goulburn

(Dist Ed + 1 day workshop)

Thu 22nd Feb

### Newcastle

(Dist Ed + 1 day workshop)

Fri 2nd Mar

### Castle Hill

Mon 5th – Wed 7th Mar

## 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 26th - Wed 28th Feb

### Dip of Finance & Mort Broking Mgmt Upgrade for existing

Cert IV holders

### Sydney

Thu 1st - Fri 2nd March

# From the Office

Here we are at the close of another year – our 15th Christmas here at ACOP. We have decorated the office within an inch of its life (457 baubles hanging from the ceiling to be exact), trees, angels, window decorations, santa, reindeers, pandas (yes, pandas). The staff in the College even had a desk decorating competition, where we saw full-sized fireplaces, penguin sanctuaries, winter woodlands, snow hanging from the ceiling, and so many twinkling lights that our eyes almost popped. The competition was judged by our friends from smoothFM and much laughter was the order of the day. Thanks Rachelle for co-ordinating all the fun.

The College enjoyed their Christmas party last week with much dancing, cocktails and celebrating the year that was. Huge thank you to Stephanie for her continued efforts to make each year's party an event to remember. This year will certainly be one of the highlights.

This past year has been a busy one here in the College, with our involvement in the EAC Insight Tour around metropolitan and regional NSW, we introduced a new and more streamlined online training program for all of our courses, and we conducted over 400 separate training events throughout Australia. We have seen Sarah take a 4 month European vacation (and return in one piece), we welcomed Mariana, Chanelle and James as new team members, we have Michael Carolan, Kelly Mcfadden and Steve Knox join us as a new trainers, we farewelled Braden into an internship in his chosen career in Engineering after over 8 years with the College, we have had one engagement (yeah Megan and Matt), a new baby (welcome Kai) born to our beautiful Samantha, grand-children have been born to the families of our trainers, with news of more to come next year... what a year for our team. And guess what it will come as no surprise, but the College celebrated team events and milestones throughout the year with a grand total of 41 cakes.

So we turn our thoughts to the year ahead, may the Christmas and New Year break bring all our students and team members a very happy time with family and friends, and we look forward to seeing you all in 2018.

[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

## Property Licence Courses

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

### Financial Management Sydney CBD

Mon 22nd - Tue 23rd Jan

### Staff Management Sydney CBD

Wed 24th - Thu 25th Jan

### Stock & Station Agency Practices Sydney CBD

Mon 16th Apr - Fri 20th Apr

### Strata Management Agency Practices Sydney CBD

Mon 29th Jan - Thu 1st Feb

### Financial Management Sydney CBD

Mon 22nd - Tue 23rd Jan

### Sales for Real Estate Sydney CBD

Mon 12th - Thu 15th Feb

### Auctioneer Accreditation Sydney CBD

Fri 16th Feb

### Trust Accounting + Insurance (Strata ) Sydney CBD

Fri 2nd Feb

### Trust Accounting Sydney CBD

Mon 5th - Wed 7th Feb

### Property Management Sydney CBD

Thu 8th - Fri 9th Feb

## FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 26th - Wednesday 28th February

## FNS50315 Diploma of Finance and Mortgage Broking Management

Thursday 1st - Friday 2nd March

## 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

