



CPD COURSES

Ballina

Sales & Prop Mgmt
Mon 19th Feb

Bathurst

Stock & Station
Mon 19th Feb

Bathurst

Sales & Property
Management
Mon 19th Feb

Tweed Heads

Sales & Property
Management
Tue 20th Feb

Sydney

Real Estate Sales
Thu 22nd Feb

Sydney

Property Management
Thu 22nd Feb

Port Macquarie

Sales & Prop Mgmt
Fri 22nd Feb

Port Macquarie

Commercial & Retail
Sales & Leasing
Fri 22nd Feb

Goulburn

Stock & Station
Fri 23 Feb

Disclosures.....

In the past couple of weeks, we have had a number of agents seeking clarification around what they need to disclose to their vendors and purchasers. Now, this doesn't relate to the concept of 'Material Fact' – these questions are about beneficial interest and the receipt of commissions. So let's have a look at the requirements in more detail.

Section 47 of the Property, Stock and Business Agents Act 2002 identifies that agents must disclose to buyers and sellers, any relationship that the agent may have with people to whom the agent is referring the buyer or seller for professional services. The purpose of this is to deal with concerns about conflicts of interest. For example, if you refer a prospective purchaser to a mortgage broker and if that person takes a mortgage through that broker, and you receive a commission for that referral – then you need to disclose this to the purchaser. To take the example a step further, even if you are not receiving a commission, but the mortgage broker is a relative of yours, the relationship needs to be disclosed. NSW Fair Trading have specific two page forms on their website that are easily completed by agents to meet this requirement. The link to the Section 47 disclosure form is - http://www.fairtrading.nsw.gov.au/mobile0c9a66/biz_res/ftweb/pdfs/About_us/Forms/psbsection47form.pdf Alternatively, simply go to the NSW Fair Trading website and type "section 47" into the search option in the top right corner of the home page.

Now, very different from the disclosure required for referrals as in Section 47 detailed above, there are requirements for agents under section 49 of the Act. Section 49 identifies that agents must disclose any beneficial interest that they gain through the process of selling a property. As an agent, you are required to disclose

- the nature of the interest, such as you (or a close relative) purchasing a property through the agency where you work or selling your own property through the agency where you work; and
- who is the person(s) obtaining the beneficial interest.

Again, like section 47, NSW Fair Trading have a simple two page form on their website that you can complete and then give to your vendor. The link for this form is http://www.fairtrading.nsw.gov.au/mobile0c9a66/biz_res/ftweb/pdfs/About_us/Forms/psbsection49form.pdf

CPD 2 HOUR SEMINARS

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

Full 12 points!!

Sydney
Strata

Thu 15th Feb

Gosford

Sales & Prop Mgmt

Thu 15th Feb

Tweed Heads

Strata

Tue 20th Feb

Parramatta

Sales & Prop Mgmt

Fri 23rd Feb

Sydney (5-7pm)

Sales & Prop Mgmt

Tue 27th Feb

Sydney

Sales & Prop Mgmt

Fri 2nd Mar

Parramatta

Strata

Thu 8th Mar

Liverpool

Sales & Prop Mgmt

Wed 14th Mar

Castle Hill

Sales & Prop Mgmt

Mon 26th Mar

Parramatta

Sales & Prop Mgmt

Thu 29th Mar

So simply, section 47 is about making referrals to third party professional service providers and section 49 is about you as an agent obtaining a benefit from the sale/purchase of a property.

Remember that as in any transaction in this life, disclosing conflicts (including perceived conflicts) makes for a better relationship and from that comes better business outcomes.

Good luck with all your transaction this week.

'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

5.30pm - 8.30pm

You can join the program at any Unit throughout the Diploma course.

Sydney CBD

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.

CERTIFICATE OF REGISTRATION COURSES

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

Sydney

Mon 19th – Wed 21st 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

Wagga Wagga

(Dist Ed + 1 day workshop)

Mon 19th 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

And 2018 is most definitely well and truly underway. As we move into February, our trainers are travelling all over New South Wales and seeing our wonderful students in the regional areas. Our trainer Kristine has been gallantly getting to her training sessions with a broken ankle and broken wrist (sustained from poor walking skills whilst on holiday in Perth over New Year).

In extended family news, two of the ACOP babies have started “big school” during this last fortnight. The entertainment we derive from the telephone calls with 5 year olds is priceless. Mya (Michelle’s daughter) has kept everyone amused as she shares her bible stories that she is hearing at school and both Mya and Aydan (Kristine’s son) are disappointed that they were not taught to read in their first few days in the classroom. Talk about high expectations on the teachers. And to add to our ACOP babies, we are also eagerly awaiting the birth of Linh’s first baby – any day now..... Linh was the College’s first ever employee back in 2003 and is now a marketing consultant assisting the College.

We have had a couple of birthdays this last week with Kristin (who was away in New Zealand for a family reunion for her actual birthday) and Ben (who works on our database programming remotely). However, in true ACOP style, their lack of attendance in the office did not stop us from celebrating with cake – and then another one upon Kristin’s return. And who said you can’t do cake on skype ??

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.

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 26th - Tue 27th Mar**

**Staff Management
Sydney CBD
Wed 28th - Thu 29th Mar**

**Stock & Station
Agency Practices
Sydney CBD
Mon 16th Apr - Fri 20th Apr**

**Strata Management
Agency Practices
Sydney CBD
Mon 12th - Thu 15th Mar**

**Sales for Real Estate
Sydney CBD
Tue 3rd - Fri 6th April**

**Auctioneer
Accreditation
Sydney CBD
Fri 16th Feb**

**Trust Accounting +
Insurance (Strata)
Sydney CBD
Fri 16th Mar**

**Trust Accounting
Sydney CBD
Mon 5th - Wed 7th Mar**

**Property Management
Sydney CBD
Thu 8th - Fri 9th Mar**

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 2018 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2018 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

