



## CPD COURSES

**Sydney**  
Business Broking  
**Wed 20th Jun**

**Goulburn**  
Stock & Station  
**Mon 2nd Jul**

**Goulburn**  
Sales & Prop Mgmt  
**Mon 2nd Jul**

**Castle Hill**  
Sales & Prop Mgmt  
**Fri 6th Jul**

**Sydney**  
Commercial & Retail  
Sales & Leasing  
**Mon 9th Jul**

**Gosford**  
Sales & Prop Mgmt  
**Tue 10th Jul**

**Sydney**  
Real Estate Sales  
**Thu 19th Jul**

**Sydney**  
Property Management  
**Thu 19th Jul**

**Newcastle**  
Sales & Prop Mgmt  
**Thu 26th Jul**

**Sydney**  
Strata Management  
**Mon 23rd Jul**

## Professional Indemnity Insurance .....it's mandatory you know

Insurance is one of those topics that comes up quite often through training. So we are going to talk about it yet again.

The questions include:

- How much insurance does a real estate business require?
- What type of insurance do we need?

There are many types of insurance a real estate business should consider to cover both the business as well as the clients of the business such as public liability, cyber-crime and professional indemnity. For this edition of the Chronicle we are only going to discuss the compulsory professional indemnity insurance.

What does professional indemnity insurance cover?

The Property, Stock and Business Agents Regulation very simply sets out the requirements for professional indemnity and what many agents do not realise is that an agent must have a minimum of \$3 Million in professional indemnity coverage.

Regulation 10 (4) states:

- (4) The policy must provide cover of not less than \$1 million for any one claim and not less than \$3 million in the aggregate for all claims made during the period of insurance.
- (5) Amounts referred to in subclause (4) are inclusive of any costs incurred or payable by the claimant in connection with the claim (including legal costs).

So what does Professional Indemnity insurance cover?

The Regulations require that any insurance policy for professional indemnity must provide cover for the following:

- a) liability arising from any acts or omissions of the licensee that constitute:
  - i. negligence, or
  - ii. misleading or deceptive conduct, or
  - iii. breach of professional duty, or
  - iv. unintentional defamation, or
  - v. unintentional interference with intellectual property rights,

**CPD  
2 HOUR  
SEMINARS**

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

**Full 12 points!!**

**Bankstown**

Sales & Prop Mgmt

**Wed 20th Jun**

**Newcastle**

Strata Management

**Thu 5th Jul**

**Liverpool**

Sales & Prop Mgmt

**Fri 13th Jul**

**Castle Hill**

Sales & Prop Mgmt

**Mon 23rd Jul**

**Sydney**

Sales & Prop Mgmt

**Fri 27th Jul**

**Parramatta**

Sales & Prop Mgmt

**Fri 27th Jul**

**Sydney**

(5-7pm)

Sales & Prop Mgmt

**Thu 7th Aug**

**Gosford**

Sales & Prop Mgmt

**Fri 10th Aug**

**Ballina**

(1.30 - 3.30pm)

Strata Management

**Mon 13th Aug**

**Sydney**

Strata Management

**Fri 17th Aug**

b) vicarious liability arising from any acts or omissions of an employee, agent or other person engaged in the agency business that constitute:

- i. negligence, or
- ii. misleading or deceptive conduct, or
- iii. breach of professional duty, or
- iv. defamation (for which the claimant is not at fault), or
- v. interference with intellectual property rights (for which the claimant is not at fault), or
- vi. fraud or dishonesty by the employee, agent or other person (for which the claimant is not at fault).

An agent should understand that these are only the minimum requirements under the regulations and further insurance can be obtained depending on the needs of the business.

We always recommend that you contact AON for more insurance advice in relation to property matters AND remember, that if you are an EAC member, there are additional discounts when you take your insurance with AON.

'Til next time,

Wishing you every success in your business ventures,

**Rosy**

**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

(Online + Weekend Workshop)

Sat 16th – Sun 17th Jun

### Parramatta

Mon 2nd – Wed 4th Jul

### Sydney

Mon 16th – Wed 18th Jul

### Castle Hill

Mon 27th – Wed 29th Aug

### Port Macquarie

Mon 27th – Wed 29th Aug

## 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 25th - Wed 27th Jun

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

Cert IV holders

### Sydney

Thu 28th - Fri 29th Jun

# From the Office

Returning from a long weekend celebrating the Queen's Birthday is always a great way to start the week. We have been busy here at the College running Staff Management and Financial Management courses in our CBD office last week and our trainers have also been providing CPD training at our CBD office, Parramatta, Mudgee and Gosford. Our College Principal, Rosy, has also been on the road, travelling to Huskisson to run training. This week we would also like to welcome the new faces to the office who are completing the Certificate of Registration three day course here at ACOP to kick-start their career within the industry.

The ACOP team took time from their busy schedules to recognise the very important event of International Doughnut Day, by devouring hot and delicious cinnamon doughnuts whilst completing all of our daily tasks. As a team we had also had the opportunity to thank a very special team member who has begun his retirement journey. To Dougie, who cared and loved our plants for the last 15 years, thank you for your smile and effort during your time here at the College. You brought us all immense happiness with your stories and company and we wish you all the very best for your future.

To end this last fortnight we also congratulated our trainer Michael Carolan on becoming a Grandad for the first time to a healthy and beautiful baby girl by the name of Eloise Carolan. We have already given Michael of all the advice he needs to be weary of in his new journey on how to be the "cool" grandad. We are sending our best wishes to Eloise and her proud parents across the ocean to Pudsey, England from the whole team at ACOP and hope to meet the bundle of joy soon.

## 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

## 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  
Mon 23rd - Tue 24th Jul**

**Staff Management  
Sydney CBD  
Wed 25th - Thu 26th Jul**

**Stock & Station  
Agency Practices  
Sydney CBD  
Mon 30th Jul - Fri 3rd Aug**

**Strata Management  
Agency Practices  
Sydney CBD  
Mon 2nd - Thu 5th Jul**

**Sales for Real Estate  
Sydney CBD  
Mon 9th -Thu 12th Jul**

**Auctioneer  
Accreditation  
Sydney CBD  
Fri 13th Jul**

**Trust Accounting +  
Insurance (Strata )  
Sydney CBD  
Fri 6th Jul**

**Trust Accounting  
Sydney CBD  
Mon 6th - Wed 8th Aug  
Parramatta  
Mon 16th - Wed 18th Jul**

**Property Management  
Sydney CBD  
Thu 21st - Fri 22nd Jun  
Parramatta  
Thu 19th - Fri 20th Jul**

## FNS40815 Certificate IV in Finance and Mortgage Broking

**Monday 25th - Wednesday 27th Jun**

## FNS50315 Diploma of Finance and Mortgage Broking Management

**Thursday 28th - Friday 29th Jun**

## 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

