



## CPD COURSES

Newcastle  
Sales & Prop Mgmt  
**Tue 25th Sep**

Castle Hill  
Sales & Prop Mgmt  
**Fri 5th Oct**

Sydney  
Business Broking  
**Tue 9th Oct**

Tamworth  
Sales & Prop Mgmt  
**Thu 11th Oct**

Gunnedah  
Sales & Prop Mgmt  
**Mon 15th Oct**

Sydney  
Real Estate Sales  
**Thu 18th Oct**

Sydney  
Property Management  
**Thu 18th Oct**

Moree  
Sales & Prop Mgmt  
**Mon 5th Nov**

Bathurst  
Sales & Prop Mgmt  
**Mon 5th Nov**

Bathurst  
Stock & Station  
**Mon 5th Nov**

## Interim Occupational Certificates

There have been some recent changes to the Environmental Planning and Assessment Act 1979 (NSW) and some of those changes have already been implemented. One of these changes was to Section 149 certificates, which many agents would have realised are now referred to as a Section 10.7 certificate.

A major change to the Act and the forming of the subsequent Environmental Planning and Assessment (Savings, Transitional and Other Provisions) Regulation 2017 will have an effect on both developers and in many cases, purchasers wishing to settle on their newly purchased properties. Let's make this point really clear:

The Act has **abolished** interim occupation certificates for partially completed buildings. Such a certificate is used to enable the use or occupation of a partially completed building or part of building.

Initially the date for abolishing these interim occupation certificates was to be 1 September 2018, however the Environmental Planning and Assessment (Savings, Transitional and Other Provisions) Regulation 2017 has given an extension of time for developers until 1 September 2019.

So what is the big deal about these changes?

The problems will mainly be faced by developers, particularly when they are developing and building staged projects.

These certificates are commonly applied for when a mixed use development is being built. For example, there may be a commercial and residential building being developed, the car park completed and an interim occupation certificate applied for based on the completion of the carpark but not the rest of the building.

Developers may find that their access to funding based on stages of development becomes more difficult to access as well as the ability to settle on some sales based on the stages potentially being affected. No longer will an interim certificate be issued and a final certificate issued at the end of construction. The single final occupation certificate will be the only certificate issued.

There has been much lobbying to extend the date for implementation, which has been successful in extending the provisions for another twelve months. This gives developers who are at the point of applying for the interim certificate the time to understand the new

## CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

### Bankstown

Sales & Prop Mgmt

**Fri 28th Sep**

### Sydney (5-7pm)

Sales & Prop Mgmt

**Tue 2nd Oct**

### Wollongong

Sales & Prop Mgmt

**Wed 10th Oct**

### Gosford

Sales & Prop Mgmt

**Wed 17th Oct**

### Liverpool

Sales & Prop Mgmt

**Fri 19th Oct**

### Sydney

Strata Management

**Wed 24th Oct**

### Parramatta

Sales & Prop Mgmt

**Thu 25th Oct**

### Coffs Harbour

Strata Management

**Thu 15th Nov**

### Castle Hill

Sales & Prop Mgmt

**Fri 23rd Nov**

### Sydney

Sales & Prop Mgmt

**Fri 23rd Nov**

provisions and process and allow them time to source their funding and make other arrangements for the new implementation date in September 2019. It does mean that for new developments within the new year that the developers will have to be more mindful of the new provisions and seek the correct advice and guidance about how they proceed with the new process.

This information is good for an agent to be aware of when you are selling off-the-plan developments and when you are negotiating timeframes with developers.

'Til next time,

Wishing you every success in your business ventures,

**Rosy**

## CPD Courses

ACOP offers CPD courses in different formats

Workshops

Distance Education

Online

Webinar

*We also conduct in-house courses for small or large groups.*

*Ring 1300 88 48 10 for a quote. We come to you.*

## Skills Course for 2018



**(The Reality of Tribunal)**

 **Liveability Real Estate  
Specialist**

*(Will include 12 CPD points)*

## CERTIFICATE OF REGISTRATION COURSES

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

**Parramatta**

**Mon 29th – Wed 31st Oct**

**Sydney**

**Mon 15th – Wed 17th Oct**

**Sydney**

(Online + Weekend Workshop)

**Sat 20th – Sun 1st Oct**

**Castle Hill**

**Mon 26th – Wed 28th 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 29th - Wed 31st Oct**

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

Cert IV holders

**Sydney**

**Thu 1st - Fri 2nd Nov**



# From the Office

What an exciting fortnight it has been here at ACOP. Our trainers have had the pleasure of training not only here in Sydney CBD but also out in the regional and rural towns. In the past fortnight we have visited Orange, Dubbo, Bathurst, Gosford, Penrith and ending our travels with Castle Hill before returning back to ACOP. The College doesn't stop there with providing training as we had held numerous 4 hour CPD seminars here at ACOP last week with a great number of students completing their required points. We would also like to say a warm welcome to those who attended our Certificate of Registration (Real Estate) weekend course and wish you the best on kick starting your property careers.

CPD seminars seem to be the topic of today but amongst that we have also been quite busy running our Licensing classes for those who are looking to further their studies within the property industry. We have had an awesome turn out this week at ACOP with large numbers attending our Financial Management course followed with our Staff Management course, which is always great to see as for some students, this was their final class to attend in their licensing process.

Our team here at ACOP have also been busy as we have welcomed back Elise who has returned from her family trip in Bali. We are certain from the great tan that she have come back with, that her trip was beautiful whilst enjoying the sunshine and crystal clear waters. We would also like to wish Mariana, our Marketing Co-ordinator a fond farewell. She will be dearly missed, not only from the team but also by the students as you had brought joy to so many you surrounded. We wish you safe travel to visit your nephew back home in Columbia and the best for your future.

We would also like to wish John Roberts, our past General Manager who is now a trainer and consultant with the College, a great big happy 30th birthday which we of course celebrated with the most delectable and rich chocolate cake that David Jones had to offer.

Lastly, but by no means least, we give enormous congratulations to Megan, our Qualifications Manager and her soccer team the Gosford City Dragons, for being the grand final winners for the Women's Premier League last weekend. Her hard work, consistency and determination (and the odd injury) has paid off and we look forward to seeing her and her team at the top of the ladder again next season.

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

## Property Licence Courses

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

### Financial Management Sydney CBD

Mon 19th - Tue 20th Nov

### Staff Management Sydney CBD

Wed 21st - Thu 22nd Nov

### Stock & Station Agency Practices Sydney CBD

Mon 22nd - Fri 26th Oct

### Strata Management Agency Practices Sydney CBD

Mon 5th - Thu 8th Nov

### Sales for Real Estate Sydney CBD

Tue 2nd - Fri 5th Oct

### Auctioneer Accreditation Sydney CBD

Mon 29th Oct

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

Fri 28th Sep

### Trust Accounting Sydney CBD

Mon 8th - Wed 10th Oct

Parramatta

Mon 12th - Wed 14th Nov

### Property Management Sydney CBD

Mon 1st - Wed 3rd Oct

(evening)

Parramatta

Thu 15th - Fri 16th Nov

## FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 29th - Wednesday 31st Oct

## FNS50315 Diploma of Finance and Mortgage Broking Management

Thursday 1st - Friday 2nd Nov

## 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

