



## CPD COURSES

### 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**

### Sydney

Strata Management

**Fri 9th Nov**

### Coffs Harbour

Sales & Prop Mgmt

**Thu 15th Nov**

## Private Certifiers and Developers.....the saga continues

In our previous newsletter, we discussed occupation certificates and the changes that will affect a developer's ability to obtain an interim occupation certificate for partially completed developments. This week developers are under the government and media spotlight again with the release of an options paper that proposes more changes to the logistics of developments. It has been reported that so far this year (ie just over 9 months), has seen more complaints against private certifiers than any other year in the last five years.

Since local councils have removed the requirement for a council certifier to inspect a build and provide an occupation certificate, a common complaint about buying off-the-plan is that a property may have many defects that should have restricted the builder or developer from receiving an occupation certificate. There are concerns that builders and developers only use certifiers that are known to them, which inevitably takes away the independence of the decision to grant such certificates.

The options paper suggests that developers should not be able to choose the certifier. Instead, it is proposed that developers be entered into a lottery system that will randomly select three certifiers and the developers can choose from the three suggestions or have certifiers allocated to a development dependant on their position in a line of certifiers, a scheme being referred to as a "cab rank" system.

It is also possible that a scheme based on the time the developer last used a specific certifier may be put in place, limiting developers to use a certifier they have not used in at least three years to reduce relationships and conflicts of interest, similar to that proposed for strata initial building defects inspections.

Regardless of which option is implemented, it is the concern of many buyers purchasing off-the-plan that they will have defects that should have precluded the issue of an occupation certificate and a concern that the selling agent will be faced with.

It is so important for the selling agent to be able to educate the buyers on the process of building, certification and defect reporting and management, as usually the purchaser is relying on the agent for that information at a time in their life which can usually be a very stressful one. Take the time to discuss the process with the purchaser and ensure they understand their rights and the obligations of the builder and developer.

# CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

## 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**

## Bankstown

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

## Gosford

Sales & Prop Mgmt  
**Mon 3rd Dec**

## Sydney (5-7pm)

Sales & Prop Mgmt  
**Tue 4th Dec**

For more information and to contribute your opinions or suggestions to the options paper you can find the information at:

<http://bpb.nsw.gov.au/news/options-improve-and-strengthen-certifier-independence>

'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



**NCAT**  
**(The Reality of Tribunal)**

 **Liveability Real Estate  
Specialist**

*(Will include 12 CPD points)*

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

## CERTIFICATE OF REGISTRATION COURSES

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

**Sydney**

**Mon 15th – Wed 17th Oct**

**Sydney**

(Online + Weekend Workshop)

**Sat 20th – Sun 21st Oct**

**Parramatta**

**Mon 29th – Wed 31st 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

From all of us here at ACOP we would like to welcome you back from the long weekend – we do hope that it was a good one for you. The College kicked off the last fortnight with our CPD courses running from Parramatta to Sydney and even up the coast to Newcastle. The trainers had the pleasure of running our public CPD seminars as well as our in-house seminars for those looking to renew their Certificates and Licences and keep updated with the latest changes in the industry. Our trainers also welcomed a class of fresh faces who attended our three day Certificate of Registration course in Parramatta - we wish them the very best with their new career paths into the property industry.

In addition to our CPD and Certificate of Registration courses we have also held our licensing courses. Last week we had a fantastic group of students attend our five day Strata Management Agency Practices course specifically targeted for those looking to obtain their Strata managing agents licence. This week we switched it up and held our four day Sales for Real Estate course and can say for both classes what a great turn out it has been especially as we move towards the end of the year. We encourage all students that are looking to study or are eager to come to class to book in for the last classes of 2018 as they are filling up quickly.

There is never a dull moment here at ACOP, from our vibrant staff to our training techniques and fun filled office there is always something great happening. Amongst us sits a winner, we would like to congratulate Megan, our Qualifications Manager, on taking out the big win of our footy tipping competition for 2018. With a large pool of people she managed a steady lead throughout the last 26 weeks of the competition finally finishing on top. The biggest surprise to us all was a sneaky tipper, one who knew her teams but fell through a few holes on the for and against margins. She started off last in the first weeks of the competition gradually making a stable come back all the way to second place - congratulations Rachele on your epic second place win.

Leaving this article on an absolute high - we had a great team night out to celebrate John Roberts' 30th birthday - yet again, Rosy and John hosted a fantastic night out at Squires Landing at Circular Quay. As the sun set over the harbour, we enjoyed a banquet of delicious food and drinks with an amazing vocal artist, it was definitely a night to remember.

Visit our website for course information

[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  
Mon 26th - Thu 29th Nov**

**Auctioneer  
Accreditation  
Sydney CBD  
Mon 29th Oct**

**Trust Accounting +  
Insurance (Strata )  
Sydney CBD  
Fri 9th Nov**

**Trust Accounting  
Sydney CBD  
Mon 3rd - Wed 5th Dec  
Parramatta  
Mon 12th - Wed 14th Nov**

**Property Management  
Sydney CBD  
Thu 11th - Fri 12th Oct  
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