



CPD COURSES

**Sydney
Strata**

Mon 20th Jun

Goulburn

Stock & Station (AM) or
Sales & Prop Mgmt (PM)

Mon 4th Jul

**Parramatta
Strata Mgmt**

Wed 6th Jul

Castle Hill

Sales & Prop Mgmt

Fri 8th Jul

Gosford

Sales & Prop Mgmt

Tue 19th Jul

Sydney

Business Broking

Thu 21st Jul

Sydney

Sales (AM)
or Prop Mgmt (PM)

Fri 22nd Jul

Blue Mountains

Sales & Prop Mgmt

Fri 29th Jul

Dee Why

Sales & Prop Mgmt

Wed 10th Aug

Legislation.....exciting times

It must be the time for new legislation and from our perspective that is always an exciting time. New South Wales Fair Trading have released another draft piece of legislation in the last month. This time we have been introduced to the Property, Stock and Business Agents Amendment (Property Reports and Exemption) Regulation 2016.

This amendment to the current regulations is only small and addresses three small topics or issues;

1. Property reports;
2. Commercial agents; and
3. Agency agreement requirements

So let's look at each one in turn.

Property reports:

The new regulation, if enacted in its current form, will require an agent to:

1. Keep a record of any report, being a physical inspection report (eg. building and pest) or a strata report, which the licensee is aware of. The record of the report must contain the following particulars:
 - the date on which the property or documents relating to the property were inspected for the purposes of the report;
 - whether the person who requested the report to be prepared is the client, a prospective purchaser of the property or the licensee;
 - the name, business address and telephone number of the person who prepared the report; and
 - whether the report is or is not available for re-purchase by any person requesting a copy of the contract for the sale of the property
2. Disclose to any person requesting a Contract for the Sale of Land if there has been a report made on the property.

Commercial Agents:

For the purposes of definition and representation within the Property, Stock and Business Agents Act 2002, the Amendment proposes to

**CPD
2 HOUR
SEMINARS**

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

Full 12 points!!

Bankstown
Sales & Prop Mgmt
Wed 22nd Jun

Gosford
Trust Accounting
Fri 24th Jun

Sydney
Sales & Prop Mgmt
Thu 7th Jul

Parramatta
Sales & Prop Mgmt
Fri 8th Jul

Sydney
Trust Accounting
Thu 14th Jul

Liverpool
Sales & Prop Mgmt
Fri 15th Jul

Castle Hill
Sales & Prop Mgmt
Mon 18th Jul

Newcastle
Sales & Prop Mgmt
Thu 21st Jul

Newcastle
Trust Accounting
Fri 5th Aug

Parramatta
Trust Accounting
Wed 10th Aug

Sydney
Strata Management
Tue 11th Aug

exclude commercial agents from the Act if they are:

- a. managing any property on behalf of an affiliate of the agent, or
- b. undertaking commercial property agency work in respect of any property that has:
 - i. a market value of \$40 million or more; or
 - ii. a total gross floor area of 20,000 square metres or more

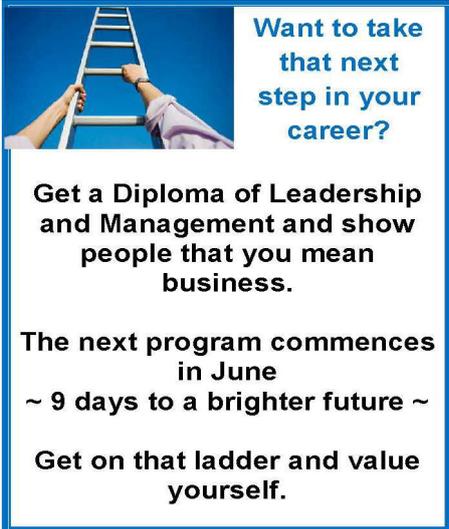
This means that if this piece of legislation is imposed in its current form, and you are an agent that deals exclusively with properties that are described above, you will no longer be required to be a licensed or certificated agent to deal with those properties. Keep in mind however that is only if you EXCLUSIVELY deal with only those properties. If you deal with any properties that fall short of the above definition as well, you will still be required to uphold your regular Property, Stock and Business Agents Act and Regulations compliance.

Agency Agreements:

The final proposed change is in fact not a change at all. It is simply putting back something that disappeared from the regulations in 2014, and that is the requirement for your agency agreement to state at what the price the property is to be offered. Many agents have not stopped addressing this item within their agency agreements, while some agents saw the exclusion of this clause from the 2014 regulations as an opportunity to be a little more “creative” with their agreements. This particular item will without a doubt be approved to make the cut on the amendments. So if you are one of the creative agents out there, get back to putting the price at which the property is to be offered on your agency agreements once again!

The consultation process for these amendments have just closed so there should be a very quick follow up within the next month within Fair Trading to have these amendments finalised. As always, as soon as we are aware of any changes or confirmations, we will let you know!

‘Til next time,
Wishing you every success in your business ventures,
Rosy Sullivan



Want to take that next step in your career?

Get a Diploma of Leadership and Management and show people that you mean business.

**The next program commences in June
~ 9 days to a brighter future ~**

Get on that ladder and value yourself.

CERTIFICATE OF REGISTRATION COURSES

Newcastle

(Dist Ed + 1 day workshop)

Thu 23rd Jun

Bowral

(Dist Ed + 1 day workshop)

Tue 5th Jul

Parramatta

Mon 4th – Wed 6th Jul

Bowral

(Dist Ed + 1 day workshop)

Tue 5th Jul

Sydney

Mon 18th – Wed 20th Jul

Gosford

(Dist Ed + 1 day workshop)

Wed 20th Jul

Sydney

(Dist Ed + 2 day workshop)

Sat 23rd – Sun 24th Jul

Castle Hill

Mon 1st – Wed 3rd Aug

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Mon 27th - Wed 29th Jun

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Thu 30th Jun - Fri 1st Jul

News from the Office

The last two weeks, in amongst the rain and weather mayhem of the east coast of NSW, has seen the College head out to the country to run annual CPD training for many of our returning students. George was thrilled with the fantastic number of Stock and Station agents attending our Mudgee CPD training and taking the opportunity to discuss all the latest changes and updates with others working in the industry. Our courses in Newcastle and Raymond Terrace also gave us the opportunity to see many of our returning students. Kristine also participated in an EAC training event in Wollongong where new legislative changes was the focus of the day – this was received really positively and a type of event that we will be definitely doing again.

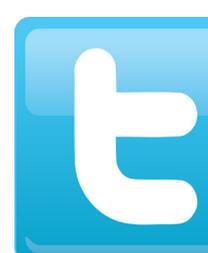
Some of our students may be aware that our Manager of Government Funded Programs, Megan Sullivan, is quite the football fanatic. She even travelled to Brazil in 2014 to attend the World Cup. To facilitate her obsession, not that she needed any help, the College has this year sponsored her football team, Gosford City Women's Premier League. Megan and her team celebrated a fantastic win last weekend, producing a 6-0 score line against their opposition. The Gosford City team currently sit at third on the ladder and hopefully can produce more results like last week to make their way to pole position.

Our Operations Manager, John Roberts, returned to the office this week after spending the last week in Bali for a friend's wedding. He had a fantastic time in the sun escaping from the cold and wet weather we've been experiencing in Sydney. He tried working on his tan while away but, being a redhead - sometimes you can only dream.

www.acop.edu.au

enquiries@acop.edu.au

Social Media



Property Licence Courses

Experienced Agents
Property Licence
Program

Sydney CBD

Mon 11th - Fri 15th Jul

Trust Accounting
Sydney CBD

Mon 11th - Wed 13th Jul

Property Management
Sydney CBD

Wed 13th - Fri 14th Jul

Business Broking
Agency Practices
Sydney CBD

Thu 23rd - Fri 24th Jun

Sales for Real Estate
Sydney CBD

Tue 26th - Fri 29th Jul

Strata Management
Agency Practices
Sydney CBD

Tue 5th - Fri 8th Jul

Stock & Station
Agency Practices
Sydney CBD

Mon 22nd - Fri 26th Aug

Financial Management
Sydney CBD

Wed 20th - Thu 21st Jul

Staff Management
Sydney CBD

Mon 18th - Tue 19th Jul

Auctioneer
Accreditation
Sydney CBD

Mon 25th Jul

Do you want a Real Estate or Strata Management Licence?

- ✓ Are you 15 years old or over?
- ✓ Are you no longer at school?
- ✓ Are you living or working in NSW?
- ✓ Are you an Australian citizen, Australian permanent resident, Australian permanent humanitarian visa holder or New Zealand citizen?

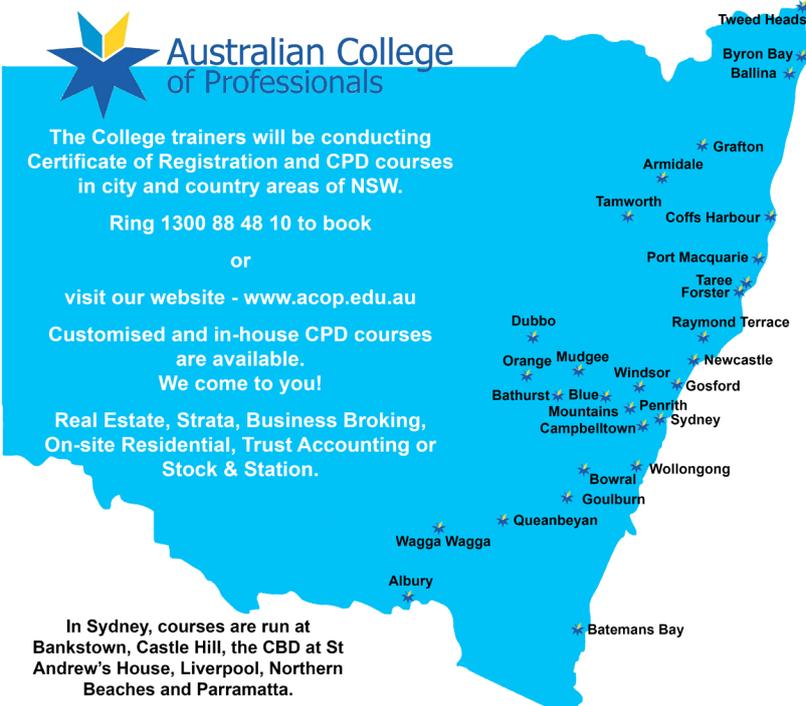
If you answered YES to the above questions, you will be eligible for **government funding**.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

Complete the

Eligibility Survey



Australian College of Professionals

The College trainers will be conducting Certificate of Registration and CPD courses in city and country areas of NSW.

Ring 1300 88 48 10 to book
or
visit our website - www.acop.edu.au

Customised and in-house CPD courses are available.
We come to you!

Real Estate, Strata, Business Broking, On-site Residential, Trust Accounting or Stock & Station.

In Sydney, courses are run at Bankstown, Castle Hill, the CBD at St Andrew's House, Liverpool, Northern Beaches and Parramatta.

Locations marked on the map: Tweed Heads, Byron Bay, Ballina, Grafton, Armidale, Tamworth, Coffs Harbour, Port Macquarie, Taree, Forster, Raymond Terrace, Newcastle, Gosford, Windsor, Orange, Mudgee, Dubbo, Bathurst, Blue Mountains, Penrith, Campbelltown, Sydney, Wollongong, Bowral, Goulburn, Queanbeyan, Wagga Wagga, Albury, Batemans Bay.