



CPD COURSES

Taree

Sales & Prop Mgmt

Tue 13th Sep

Sydney

Sales (AM)
or Prop Mgmt (PM)

Fri 16th Sep

Gosford

Sales & Prop Mgmt

Mon 19th Sep

Newcastle

Sales & Prop Mgmt

Wed 21st Sep

Castle Hill

Sales & Prop Mgmt

Fri 7th Oct

Tamworth

Sales & Prop Mgmt

Fri 14th Oct

Gunnedah

Sales & Prop Mgmt

Mon 17th Oct

Orange

Sales & Prop Mgmt

Mon 17th Oct

Sydney

Strata Management

Fri 28th Oct

Blue Mountains

Sales & Prop Mgmt

Thu 3rd Nov

Providing Financial Advice...or not

A topic of concern for many agents is when do you over-step your boundaries when discussing an investment in property? Unfortunately, by using the term investment you are already in unclear waters. Add the words self-managed superannuation and you are officially in hot water!

It is not uncommon to hear the words "Purchasing a property is the biggest investment most people make in their life time." The job of a real estate agent is to sell a person the biggest investment they will make in their life.

A real estate agent is not permitted to give financial investment advice.

So you ask....where does the agent fit then if they sell the biggest investment most people will ever buy but cannot advise on investments?

The Australian Securities and Investment Commission (ASIC) are the body who regulate who can and cannot give financial and investment advice and the short answer you can get is, that unless you are covered by an Australian Financial Services Licence (AFSL) you cannot give advice on investments.

An AFSL can permit you to provide advice on insurance products, superannuation products, self-managed superfunds and managed investments to name a few permitted products. However, property as real estate agents understand it, does not constitute a "financial product"as yet.

What this essentially means is that you, as the agent, can sell property. However should you start considering to mix property with another form of financial product, like self-managed super funds, you are then getting yourself into troublesome territory.

Yes we understand that a great way for some people to purchase or "invest" in property is to do so through a self-managed super fund setup. However as an agent without the coverage of an AFSL, you are not allowed to discuss or advise this structure as an option to potential purchasers.

One must consider that any advice regarding how to invest and how to structure the finances to enable a purchaser to invest must come

**CPD
2 HOUR
SEMINARS**

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

Full 12 points!!

Wollongong
Sales & Prop Mgmt
Wed 14th Sep

Sydney
Trust Accounting
Thu 15th Sep

Sydney
Strata Management
Mon 19th Sep

Parramatta
Trust Accounting
Fri 30th Sep

Bankstown
Sales & Prop Mgmt
Fri 30th Sep

Sydney
Sales & Prop Mgmt
Thu 6th Oct

Windsor
Sales & Prop Mgmt
Fri 7th Oct

Parramatta
Sales & Prop Mgmt
Thu 13th Oct

Sydney
Business Broking
Thu 13th Oct

Sydney
Strata Management
Fri 14th Oct

Armidale
Trust Accounting
Fri 14th Oct

from a person who has the correct knowledge and skills in that area, which is currently at a minimum, the Diploma in Financial Planning, plus some additional product specific training for compliance.

Self-managed superfunds are so in-depth that someone that has their qualifications to advise in Superannuation cannot advise in self-managed superfunds unless they upskill into the Advanced Diploma level for that specific product.

The New South Wales Supreme Court has made a judgement in recent time about this exact issue, against a real estate agency that had been advising their purchasers on how to purchase property through a self-managed super fund when they did not have the AFSL coverage that they required to be able to provide that advice.

The short answer to this long question is, if you are not a financial planner, do not talk about Self-Managed Superannuation Funds to your potential purchasers. Refer them to someone who holds the right qualifications and gain a referral source at the same time!

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



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that next
step in your
career?**

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Property Licence Courses

**Experienced Agents
Property Licence
Program**

**Sydney CBD
Mon 26th - Fri 30th Sep**

**Trust Accounting
Sydney CBD**

Mon 26th - Wed 28th Sep

**Property Management
Sydney CBD**

Wed 28th - Fri 30th Sep

**Business Broking
Agency Practices
Sydney CBD**

Thu 29th - Fri 30th Sep

**Sales for Real Estate
Sydney CBD**

Tue 20th - Fri 23rd Sep

**Strata Management
Agency Practices
Sydney CBD**

Tue 8th - Fri 11th Nov

**Stock & Station
Agency Practices
Sydney CBD**

2017

**Financial Management
Sydney CBD**

Wed 5th - Thu 6th Oct

**Staff Management
Sydney CBD**

Wed 12th - Thu 13th Oct

**Auctioneer
Accreditation
Sydney CBD**

Thu 15th Sep

Don't forget to renew

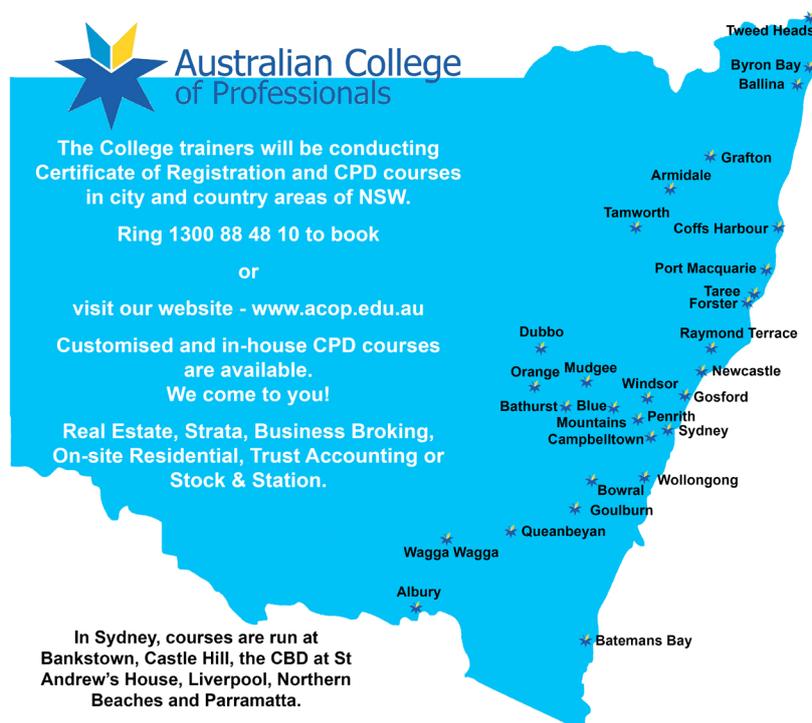
The College regularly receive calls from agents who have unwittingly let their licence or certificate expire.

Whilst in most cases it is a simple fact of having to complete your CPD training or perhaps you have completed the training but did not renew with Fair Trading on time, there is the odd occasion where it could potentially require you to complete further training - particularly where there has been a change of legislation since the time you last renewed.

Rather than being in a position where you are required to complete additional training, it is advised that you take advantage of NSW Services online renewal service, which allows you to renew your qualifications and update your information. Simply follow the link at https://www.onegov.nsw.gov.au/GLS_Portal/snsw/Renew/Details

It is important to remember that it is your responsibility to update and renew your own licence or certificate - not your employers. Set a reminder in your calendar. While we will always tell you where and when the next CPD session is in your area, not everyone completes their CPD training around the same time every year or necessarily around the time that their authority requires renewal.

If you have a spare couple of minutes visit the new online system and ensure your details are correct. Go to NSW Services online at <https://www.onegov.nsw.gov.au/publicregister/#/publicregister/categories>



**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.