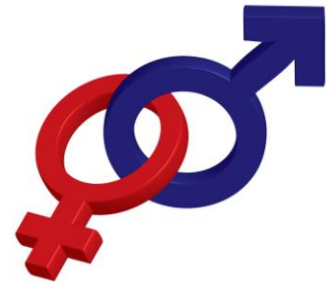




## Oh Dear!



Edition: 5<sup>th</sup> July 2011

A Little bit of entertainment for this week's Leverage News.

The words 'oh dear' are probably the last words that came to the mind of a real estate chain in one of our capital cities recently. I heard a story this week that would distress any agent in the world!

A well reputed agency had organised some in room auctions. A number of houses were up for sale and all owners were contacted and encouraged to attend the auctions. The Vendors were all advised that their property would be the first one auctioned on the night. This meant that all vendors were present for the start of the auction program.

So.....the auction room was packed - filled with vendors and prospective purchasers. The auctioneer took the stand and introduced the first property. The auctioneer turned his computer on and commenced the visual display. Unfortunately, the display was not of the house. In fact, it was of an X-rated video starting at the point of no return.

As luck would have it, turning it off was difficult, it took the auctioneer in excess of 5 minutes to stop the video display.

I have not been advised of the interest that remained in the auction. I would hope that bids were raised to their highest level and nothing was passed in.

This should serve as a reminder for all agents to check their displays before commencing an auction. Failure to check may give your prospective purchasers a view that you did not expect.

Cheers,  
**Bailey Compton**  
and the team at ACP/Leverage

## CPD

~~~~~  
**CPD WITH A TWIST**  
**2hr Breakfast CPD**

**Full 12 points**

**\$199**

**SYDNEY CBD**  
**PARRAMATTA**

*All course dates are  
listed on our website  
visit us today!*

[www.collegeaus.com](http://www.collegeaus.com)

## COR

~~~~~  
*1 Day, 3 Day & Weekend  
courses available  
Covering the whole  
eastern sea board!*

*All course dates and  
prices are listed on our  
website visit us today!*

[www.collegeaus.com](http://www.collegeaus.com)

*Download our July to  
December 2011 Course  
Calendar*

Here is a great opportunity for any licensed real estate agent to gain their full Diploma of Property Services! We will be running these courses for a short time only. Book now while places are still available.



## Diploma of Property Services (Agency Management)

Do you hold a current Real Estate Licence?  
If So.....Why not upgrade to a DIPLOMA OF PROPERTY SERVICES (Agency Management). This will give you the skills to,:

- ✓ Recruit, Select and Induct Staff
- ✓ Provide leadership across the organisation
- ✓ Act as a Buyer's Agent
- ✓ Co-ordinate risk management system in the property industry
- ✓ Develop a strategic business plan in the real estate industry
- ✓ Ensure a safe workplace in the property industry
- ✓ Market the agency
- ✓ Prepare tender documentation in the property industry

Only 4 days over 4 weeks = 1 day a week  
INVESTMENT \$1,200



**Course Dates:**  
Castle Hill: Friday 26<sup>th</sup> August, Friday 2<sup>nd</sup>, 9<sup>th</sup> & 6<sup>th</sup> September 2011  
Sydney CBD: Monday 22<sup>nd</sup> and 29<sup>th</sup> August, Monday 5<sup>th</sup> & 12<sup>th</sup> September 2011  
Times: 9.00am to 5.00pm

**Trainers**  
All of the trainers that will facilitate the workshops for this upgrade course, are experienced practitioners in the property industry. Specific sessions will also be conducted by senior solicitors, accountants and performance psychologists who are employed by the College and have an extensive knowledge of the property industry.

www.collegeaus.com  
enquiries@collegeaus.com

Registered Training Organisation  
RTO # 91513

P: 1300 884 810  
F: 02 9899 4797

[Read more here.](#)



Lets face it, finding staff has never been easy. You are so busy running your business.... servicing your clients should be your number one priority. BUT, you need employees to do all those little things that are stopping you looking after your customers. Shouldn't your time be spent talking to vendors and showing stock to buyers, rather than answering phone calls, doing mail and receiving rent payments? Of course, the answer is obvious. But just the thought of knowing where to start is often another stressor.

The Australian College of Professionals in conjunction with business partner, MG My Gateway, have an employment solution that allows your business to grow by hiring a Real Estate or Business Administration trainee with one simple phone call.

### HOW IT WORKS

My Gateway employs a pool of juniors that you can hire NOW!

To free up your time, and allow you to concentrate on running your business, My Gateway will: Advertise, interview and reference check your trainee, but still leave the final decision up to you. Manage all payroll, superannuation and workers compensation responsibilities - its bundled it in one neat package. You will be direct debited, simple and easy. Arrange all the on-the-job training to ensure that your trainee meets ALL the national training industry standards.

Best of all, there are no upfront fees!

My Gateway is like your own HR Department in your back pocket. They will take care of all the paperwork relating to employing new staff. You don't need to set up their payroll, you don't have the worry of contributing routinely to their superannuation and you don't need to set up and maintain the workers compensation paperwork. MG's Charge out rate represents the total cost of employment. You only pay when the trainee is at work - you don't pay for those days when the trainee is on annual leave, sick leave, public holidays etc.

*We have traineeship opportunities available for your business in the field of Real Estate and Business Administration.*

if you want more time in your day and would like the freedom of taking on a new employee, you can find out more about My Gateway's hassle-free employment solution by contacting Belinda at the Australian College of Professionals on [1300 88 48 10](tel:1300884810).

www.collegeaus.com  
enquiries@collegeaus.com

Registered Training Organisation  
RTO # 91513

P: 1300 884 810  
F: 02 9899 4797

[Read more here.](#)

For more Leverage News or to make a comment you can

[Visit our Blog](#)

**You asked for it...  
Weekend Courses & Night Courses**

**Call our friendly staff today to find a course near you!**

**1300 88 48 10**

**Free Licensing Information Seminars**

[Register Here](#)

**Not sure how to get your Real Estate Licence?**

**Come along to our FREE Licensing Information seminars.**

**You can find out how easy it is to gain your Real Estate Licence by seeing one of our licensing assessors.**