

# Real Estate Auction Academy



## 2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module  
**CPPDSM4004A (CONDUCT AUCTION)**

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy  
This is the only Auction Academy run by four times Golden Gavel Winner Mr

Brett Roenfeldt, giving participants an insight into his experience in  
conducting over 16,000 Real Estate Auctions in South Australia

Presented by the Society of Auctioneers &  
Appraisers (SA) Inc. in association with ACG Global



PRESENTED BY  
Nationally Accredited Trainer  
Brett Roenfeldt F.S.A.A. (Life)

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

**\*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current registration). \*When applying for Licence, remember to take evidence of your CPPDSM4019A Prepare for Auction and Complete Sale.\***

You will receive specific training on:

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|---|---|
| ✓ Inspire trust in your bidders         | ✓ How to utilize Best Practice Procedures |
| ✓ Build excitement in your presentation | ✓ Answering questions                     |
| ✓ Delivery Techniques                   | ✓ Legislative questions                   |
| ✓ Voice Projection and Modulation       | ✓ Auction Documentation                   |
| ✓ How to design your open and welcome   | ✓ Closing                                 |
| ✓ Body Language                         | ✓ Dialogue with Vendor                    |
| ✓ What Conditions of Sale to highlight  | ✓ Highest Bidder Negotiation              |
| ✓ Taking Bids                           | ✓ Effective use of the 3 calls            |
| ✓ Crowd Control                         |   |

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a panel of two qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

**National Statement of Attainment issued on successful completion.**

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial - including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes and vacant landholdings.
- The only trainer to win four Golden Gavel and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

**For further information about this dynamic program, talk to the presenters personally  
Brett Roenfeldt 0411 180 960  
Garry Topp 8372 7830**

### Credit Card Authority

Please post with cheque or fax to Society of Auctioneers & Appraisers (SA) Inc.  
Facsimile (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Direct Debit: Bank SA BSB 105 011 Account No. 106 198 240 Acc Name: Society of Auctioneers & Appraisers (SA) Inc

Credit Card Type (please tick): ☐ Visa ☐ Master card ☐ Amex

Card No.

Amount: \$ \_\_\_\_\_ Expiry Date \_\_\_\_\_ / \_\_\_\_\_

Cardholder's Name \_\_\_\_\_ Signature \_\_\_\_\_

Names Attending \_\_\_\_\_

Non members please advise Address \_\_\_\_\_

Ph \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

## Next Workshop APRIL 2018

Thursday 12th 8AM for 8:30AM to 6:30PM  
Friday 13th 8AM for 8:30AM to 5:30PM

**VENUE:** Board Room, Arkaba Hotel  
150 Glen Osmond Road, FULLARTON  
For accommodation enquiries  
Please call: 8338 1100

**COST:** \$770 for members  
Non members are invited to join prior to attending  
Morning and afternoon tea and lunch included!