

2012 INDUSTRY UPDATE SEMINAR

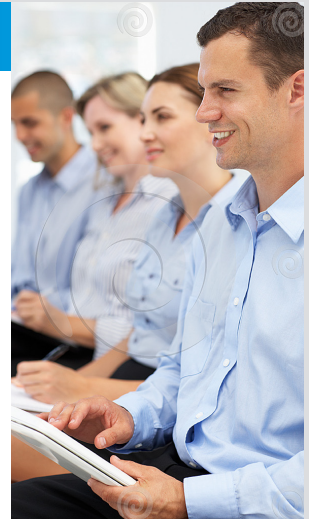
A must attend event for Agency Principals, Sales & Property Management Staff

You are invited to attend this not to be missed practical seminar conducted by Geoff Hunter, EAC Industry Liaison Officer together with several industry experts on issues and developments affecting your business in 2012.

1. INDUSTRY UPDATE

Need to know information to ensure your office is on top of the latest Industry issues

- **EAC meets with the Hon Anthony Roberts**, Minister for Fair Trading
- **National Licensing:** Progress report on the proposed deregulation of Commercial/Industrial, Holiday/Short-term letting, Livestock. Proposed merging of Stock and Station licence with Real Estate licence and other matters
- **Proposed voluntary Code of Conduct** for Short-term and Holiday letting agents
- **Proposed amendments** to the NSW Property, Stock & Business Agents Act 2002
- **Professional Indemnity Insurance**
- **Mandatory energy disclosure:** Residential building efficiency rating
- **CPD training** and entry level standards, what are the rules?
- **Traineeships;** Commonwealth Gov't funded - qualified and experienced staff. By courtesy Think Real Estate



2. AGENCY PRACTICE SUPPORT

Get the latest practical advice on topics relevant to your business

- **Agency liquidity problems:** "What steps can I take when cash flow dries up and my business is facing liquidity problems?" By courtesy Greg Jemmeson, Jemmeson & Fisher, Solicitors and Accountants
- **Employment Issues,** Unfair Dismissal, Discrimination and OH&S. By courtesy Greg Paterson, REEF
- **Disclaimers:** an important tool if used correctly - not 'a get out of gaol card'
- **Agent liability at Open for Inspections:** Professional Indemnity and OH&S
- **Effective cause:** Is it an introduction or the effective cause?
- **Co-appointments:** often done - can be risky - is it a prudent practice?
- **Exchanging Contracts:** avoid costly mistakes
- **Commercial/Retail leasing:** common mistakes and pitfalls
- **Mortgagee in possession:** what does it mean to your agency agreement?
- **Solar power rebates:** is the landlord entitled to the rebate?
- **CTTT decisions:** recent decisions of interest



3. TECHNOLOGY & MARKETING UPDATE

Take your business to the next level and learn first-hand how to build your brand locally, regionally and nationally

- **Are you fully utilising your customer database?:** e-marketing strategies 101
- **Social Media:** Wouldn't YOU like to know what THEY are talking about?
- **Office Websites:** Is it the 'be all and end all'?
- **QR Codes:** Love them or hate them, and most small businesses admit they just don't understand them, QR codes are changing mobile web space in a big way.
- **Property Information:** We all need it, so what's new in 2012?
- **WWW:** Property portals update.



Can I Earn CPD Points for Attending?

Yes, you will be eligible for 4 CPD points under learning category 2. EAC will forward a certificate to you on request.

How Much will it Cost?

Free admission for EAC Members and \$25 for Non-Members

Don't Forget that Seats are Limited!

Seminar registration will close when allocation is reached. Get in early to avoid disappointment.

MORE INFORMATION

Contact EAC Membership Services on 1300 137 161 during business hours.

INDUSTRY SEMINAR DATES, TIMES AND LOCATION DETAILS

DATE	TIME	AREA	VENUE
WEEK 1			
Monday, 6th February	9:00am - 11:30am	Coffs Harbour	Coffs Ex Services Club
	3:00pm - 5:30pm	Ballina	Ballina Beach Resort
Tuesday, 7th February	3:00pm - 5:30pm	Lismore	Lismore Workers Club
WEEK 2			
Monday, 13th February	9:30am - 12.00 noon	Port Macquarie	Quality Resort Sails
	3:00pm - 5:30pm	Forster	Club Forster
Tuesday, 14th February	9:30am - 12.00 noon	Newcastle	Newcastle Jockey Club
	3:00pm - 5:30pm	Central Coast	Central Coast Leagues
Wednesday, 15th February	9:30am - 12.00 noon	St George	Bexley RSL Club
	3:00pm - 5:30pm	Wollongong	Fraternity Club
Thursday, 16th February	9:30am - 12.00 noon	Dee Why	Dee Why RSL
	3:00pm - 5:30pm	Cammeray	North Sydney Leagues
Friday, 17th February	9:30am - 12.00 noon	Eastern Suburbs	Club Bondi
	3:00pm - 5:30pm	Parramatta	Parramatta RSL
Week 3			
Friday, 24th February	9:30am - 12.00 noon	Goulburn	Goulburn Solders Club
	3:00pm - 5:30pm	Bowral	Briars Country Lodge & Inn
Week 4			
Tuesday 6th March	9:00am - 11:30am	Orange	Orange Ex Services Club
	3:00pm - 5:30pm	Dubbo	Dubbo RSL
Thursday, 8th March	9:00am - 11:30am	Inverell	Riverside Restaurant
	3:00pm - 5:30pm	Tamworth	West Diggers Club
Monday, 19th March	9:30am - 12.00 noon	Merimbula	Merimbulla RSL
Tuesday, 20th March	9:30am - 12.00 noon	Batemans Bay	Catalina Country Club
	3:00pm - 5:30pm	Bomaderry	Bomaderry Bowling Club

How do I Book?

Register online for a seminar in your area at www.eac.com.au select the Upcoming Events link on the homepage.



Events Link QR Code