



REIA

REAL ESTATE INSTITUTE
OF AUSTRALIA

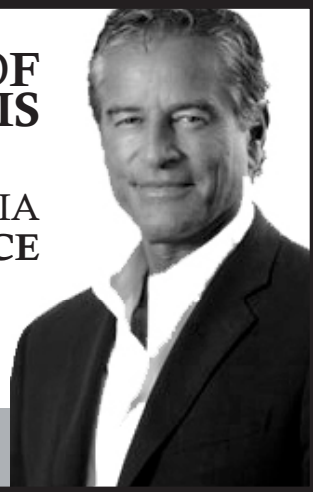
real news

The official newsletter for the real estate profession - Issue 45

LEARN THE SECRETS OF MARK BOURIS

2010

AT THE REIA
NATIONAL CONFERENCE



See Mark Bouris live

You have seen *The Apprentice*...

Now see the man speak in person at the REIA's 2010 National Conference.

Ever wanted to know the full Mark Bouris story? How did he become so successful?

As well as Mark Bouris, the REIA 2010 National Conference will put you in touch with some of Australia's best real estate and business speakers, including:

- **Mr Frank Romano** - Turning Point Corporation
- **Mr John Runko** - Independent Property Group
- **Mr Rik Ruston** - Insight Personal Development
- **Mr Darren Hunter** - darrenhunter.com

REIA has packages available for both the 2010 National Awards and National Conference, which be held on 25 March 2010 at the Hilton Hotel, Adelaide. To book tickets, [click here](#). To book accommodation, [click here](#).

Entries for 2010 Awards due next Friday

Entries for the 2010 REIA National Awards for Excellence are due on Friday 27 November by 5.00pm. Further information can be obtained from your state or territory Real Estate Institute. For contact details, [click here](#).



WRAP YOUR CLIENTS PROPERTY IN A SOFT RENT PROTECTED BLANKET...

IN A WAY.

Well, at least that's how safe your clients could feel having their investment property insured through us. Sure, you always choose the best tenant for your clients, but you can't always predict what will happen in the future (and neither can we) so it's good to know your clients' property is covered.

Our specialist Landlord Preferred Policy can help fill the gaps in regular building or strata insurance by giving your clients additional peace of mind by covering them from things like tenant damage, defaulted payments, and even legal liability.

So call Terri Scheer today on **1800 507 500** or visit terriscbeer.com.au/agent for more information.



terri scheer

Landlord Insurance Specialists

Terri Scheer Insurance Pty Ltd arranges for this product to be issued by Vero Insurance Limited. Refer to the PDS at terriscbeer.com.au

End of year health check on your insurance

As we come to the end of another year, it's time to take stock and plan for 2010. In terms of your insurance, Aon recommends the following basic rules:

- Make sure you are fully covered – underinsurance can be costly.
- Understand the replacement value of your assets
- Value and protect your income
- Identify the hazards and risks to your business
- Make sure you understand your policy and what's covered
- Establish a relationship with a trusted insurance broker who understands your industry
- Always ensure all claims are disclosed to your insurance broker and insurer. This has a bearing on the insurance coverage provided. If something goes wrong and you do have a claim, this removes problems that can occur with settlement.

Call your local Aon representative on 1300 734 274 or visit our website at www.aon.com.au/realestate.

The information in this article is of a general nature only and individuals should consider their own circumstances before proceeding in reliance on such information.

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Mr Michael Brock appointed as President of REISA

Mr Michael Brock has been appointed as President of the Real Estate Institute of South Australia, one again, after completing his first term from 1996-97.

Mr Brock commenced in real estate as a salesperson in 1973, at the tender age of 19.

After 10 years in two boutique agencies, he commenced Brock Younger Real Estate which in 1991 became Brock Partners.

Mr Brock is the inaugural winner of the Australasian Auctioneering Competition and has conducted over 8000 auctions.

Mr Brock is still actively involved on a daily basis with both Brock Real Estate and Brock Harcourts.

Climate change

A recent report by the House of Representatives Committee on Climate Change received a great deal of publicity last week.

The REIA President has released the following statement in response to the report:

"There has been significant media interest in a parliamentary report by the House of Representatives Committee on Climate Change on the potential impact of rising sea levels on coastal communities.

While Climate Change is a real issue, the potential impact on coastal communities is not immediate despite predictions which show that the level of change will impact over time.

REIA suggests that the potential impact needs to be closely monitored by Government at Commonwealth, State and local government levels to develop a coordinated and strategic response.

Australia's population has historically been centred on coastal locations for economic, personal and recreational reasons.

The Real Estate Institute of Australia along with its state and territory members will continue to be closely involved in property decisions made by sellers and buyers and in doing so, will always adhere to REIA guidelines relating to the description of a property and for misleading and deceptive conduct."

REIA President returns from NAR

REIA President, Mr David Airey has returned to Australia after his visit to NAR, held in San Diego, USA.

At the conference, which attracted over 9000 delegates this year, Australia had the second largest delegation, with 68 visitors, behind Canada (with 600).

Mr Airey said, "We have met dozens of realtors who are very hospitable and friendly people; they have gone out of their way to make us feel welcome."

Mr Airey would like to thank all the Australian delegates who participated in the trip and assisted in raising the profile of the Australian real estate profession at a conference that attracted over 50 countries from around the world.



Above (L-R): REIA director, Mr Rob Druitt and REIA President, Mr David Airey.

Superannuation clearing house service for small business

In Issue 43 of real news, REIA referred to a superannuation clearing house service for small business, intended for general release in July 2010.

Real Estate employers are now able to use a free clearing house via REI Super.

This service is provided to all offices that use REI Super as the default fund for staff. (REI Super is named as a default fund in the draft Federal Real Estate Award commencing 1/1/2010.)

For more information on the REI Super Clearing house please email Sue Johnson at bdm@reisuper.com.au.

Find your REI

REIA has eight members, these members are the state and territory Real Estate Institutes.

Your state or territory body can assist you with information which is relevant to being an agent in your state or territory.

For contact details, see below:

REI ACT

16 Thesiger Court Deakin ACT 2600
Tel: 02 6282 4544

www.reiact.com.au

REINSW

30-32 Wentworth Avenue
Sydney South NSW 2000
Tel: 02 9264 2343

www.reinsw.com.au

REIQ

21 Turbo Drive Coorparoo QLD 4151
Tel: 07 3891 5711

www.reiq.com.au

REINT

Unit 3/6 Lindsay Street Darwin NT 0801
Tel: 08 8981 8905

www.reint.com.au

REIWA

215 Hay Street Subiaco WA 6008
Tel: 08 9380 8222

www.reiwa.com.au

REISA

249 Greenhill Road Dulwich SA 5065
Tel: 08 8366 4300

www.reisa.com.au

REIV

335 Camberwell Road
Camberwell VIC 3124
Tel: 03 9205 6666

www.reiv.com.au

REIT

33 Melville Street Hobart TAS 7000
Tel: 03 6223 4769

www.reit.com.au

Next week...

- REIA Board meeting and AGM - to be held in Perth