

## My Humble Update XII

### Hi All

Lots of changes happening over the past several months with the obvious main one being Bidders Registration, I.D. and Numbers given out at Auctions.

I have attached "Numbers" you can download if you wish to go with the Bidders Registration. These numbers are basic, small in size and easy to hide – I found the "Paddles" a little too large for the public (bidders) to feel comfortable with at this stage – I do have the "Paddles" for future use.

I have also attached a one page summary of the main changes to Bidding at Auction. You may wish to put it in your "Sales Kits" to show clients and customers. Interesting enough the public have accepted the registration really well, perhaps feeling these changes are for the better protecting the buyers against dummy bidding, however it also protects the client (vendor) with the Auctioneer having their names he/she really can "sign on their behalf", particularly if they change their mind after the fall of the hammer and of course its good for the Agent/Auctioneer knowing you do or do not have bidders. I have also attached my Profile so your sales people can keep them in their Listing Kits to hand to Vendors so the have some background on me.

I am still waiting on written advice as to who holds these Bidders Registers – it is in the Auctioneers Code of Conduct that the Auctioneer holds these however I have it on good advice that it was meant to read the Agency to hold all records in a "Freelance Auctioneers" situation. Until I know I will retain those Registrations.

On a lighter note it appears some agents are seeing more "good" listings coming through with very busy times and showing increases towards December.

Many of the companies that I deal with are just taking the good positive attitude of "working a little harder" and knowing that it takes a little more time to build up a good rapport with both buyers and sellers.

I have mentioned my friend Jason Taylor on many occasions and how positive he is and how good his work ethics are. I have used Jason as an example of what can be done by trying a little harder, asking more questions etc etc all of which was to help you out there in your work place. Jason Taylor could be John Smith or Joe Bloggs or even you – again its just to bring to you an example of how anyone can be successful – there are no supermen or women out there – they just work hard and follow up with service.

I'd like to now thank the person and their office for sending an anonymous letter (no letter head and no name or signature) to me knocking the use of examples of success out there in the real world of real estate. Firstly I'd be happy to talk and write about your successes and secondly – you have missed the point – thirdly, these emails, newsletters, updates and my website are all Free – my time, my effort and my cost. If you or anybody else does not wish to receive these please let me know, and I'll remove you permanently from my mail out list.

Now on a different note I'd like to thank all those people who have contacted my family and I with their best wishes after our son was run over by a motor vehicle outside of our own home. Daniel suffered a broken leg and minor head injuries when the car hit him and throwing him on the windscreen and over the car.

For all those who have children even though Daniel is 20 yrs old, it is your worst nightmare to hold your child in the gutter whilst waiting for the ambulance – I'll never forget the ride to hospital nor the hours and days that followed. For those who have lost a child, I can now truly understand the heartache and would not wish it upon nobody.

I unfortunately also buried a friend all of 48 yrs old this week – she was diagnosed of cancer earlier this year.

I share this with you only to help you understand how important it is to get life into perspective – while we all work hard to enjoy our fruits don't forget to "smell the roses" along the way.

Thank You Once Again

*Colin Banks*

*Licensed Auctioneer & Real Estate Agent*

P.S. If you ever need advice as to the changes in legislation just call 0417 450 683 or email [info@colinbanks.com.au](mailto:info@colinbanks.com.au); not forgetting all my emails & newsletters come from my secretary Kelli Gates.