

My Humble Update VI

Hi at last

Its been a while but I'm back and have been extremely busy at REIQ, training companies, consultancy and of course my weekends are pre-occupied with Auctions – all of which I love.

I have just finished a great quarter and a record month for my company – how positive is that. It's so good to enjoy what you do and unfortunately time always passes quickly when you really do want to go to work.

For those of you I have been working with for some time now, be it Training or Auctions, I'd like to thank you for all your past loyalty and of course our future commitment to our industry and lifestyle. Many of you have shared almost 5 years of our companies evolving together.

As our present market continues to astound all with its ups and downs, one thing is for sure – there are plenty of Sellers and lots of buyers out there with sales happening and enquiry fluctuating in a way that not too many can understand. I am hearing good reports out there from South Brisbane to Tweed Heads and I'm also hearing mixed results.

After now experiencing 3 cycles, I once again assure you – this is what happens – we are now in a far more real market in which you can make plans and organize your future. Again, as said in previous letters, if you don't do anything nothing will happen.

I recently bought a 4th property in the lower end of the market for Sharyn and my family, so I am living proof that now is the time to buy – why would an Auctioneer who is in his 26th year in real estate buy in this market – it is the Best Time To Buy when the "Up Time" has finished and "Down turn" evolves – next will be the leveling of the market for a few years and then guess what – another "Up Turn", its like watching the clock on the wall - the time of the cycle has to come round.

Whilst buying the last property that settled in August I was once again devastated by the way agents greeted myself. I made it known to many I was looking – one agent said why would you want to buy now – I didn't buy from him, another said why don't you wait, the market will get worse by early next year and the one that took the cake said to me, and I quote "I'm sick of sitting in this office waiting for someone to walk through the front door", he continued with "you can only read the paper so many times.

Have we turned the clock backwards? What happened to helping people solve their problems, being realistically positive and actually working for a living?

My good friend Jason Taylor and I had a discussion recently – probably 2 months ago, time gets away, he didn't quite make his goal for the financial year so we talked about it and Jason has now set a Business Plan in motion with yet another \$100,000 higher than his previous financial year. My thoughts at first where "that might be difficult" but Jason came back with – who are you to not be positive and he finished with "I'm well on track already". Jason continues to bring reality into real estate – he still doesn't take NO for an answer – he tries and tries and tries again, I am so pleased to be associated with him.

Within the next 21 days I will be emailing some standard letters to you that may help with Auctions. These will be letters for Phone Bidding, Absentee Buyers etc. I realize many of you have these however you might want to mix and match – I have many requests for this.

I also will be renewing my Employment Register with you all. As an Auctioneer I need to legally have you sign and keep a copy at your office for any inspection from the Office of Fair Trading. I will renew all registers even those who have only recently started work with me so I can have a common commencement date of say 1st January 2006, these Employment Registers are good for 3 years – so you might want to think about your staff and their Employment Authorities and Registers.

Just on a final note David Eller has now officially been working with my company for 6 months, I and many other companies are tremendously pleased with his Auction capabilities. David will also be joining me in the training and motivation on a more consistent level. I have no doubt that David and I will be a force to be reckoned with. We will provide the ultimate in Real Estate and Auctioneering. My small company is now complete with Kelli Gates still my true savor in administration together with the driving force of my wife Sharyn – its one hell of a team – the complete real estate solution to your training, motivation and auctioneering at an affordable price that nobody else can match.

Thank You Again

Colin Banks

Licensed Auctioneer & Real Estate Agent