

My Humble Update VIII

Hi again

Almost the end of year with Christmas and New Year upon us. It's been a mixed bag over the past 12 months.

Interesting the main problem still seems to be with vendor/clients meeting the market. This transition period is certainly taking its time and unfortunately I keep getting greeted with negativity and lots of why's? Looking for quick answers – its not going to happen – build your profile, build your rapport with people, build your name.

In a market that is so depressed I hear such things as "John Reid Real Estate" breaking all records; newcomers to the industry writing over \$20 million dollars in business in their 1st year – good on you Conal; Jason Taylor continuing to average over 5 sales per month – well done; John Weedon breaking his personal record; Mitchell's Real Estate writing great business; Professionals Paradise Point going ahead in leaps and bounds – congratulations David Vertullo on your 1st baby born; Professionals Mudgeeraba going from number 67 in the Professionals group to number 10 – well done Bob & Dean; L J Hooker Mudgeeraba, L J Hooker Robina & L J Hooker Nerang leaping ahead – excellent work Jeff, Shane & Peter; Lucy Cole writing great business; Barbara of Guardian Realty doing incredibly well in only 2 years with 2 offices; my good friends at Robbie & Associates Property Service – Lyn & Wayne doing a fantastic job in the investment market and the "young guns" of the Professionals Coolangatta/Tweed headed up by Carl – excellent work – always there always trying, always performing. Just a final note David Eller auctioned the highest price dry block property in Broadbeach Waters recently for John Reid Real Estate – great work David.

If I haven't mentioned your office its not because of you or your performance, its to give good examples of positiveness and its because I can't go on and on – I only deal with positive people so for all of those who continue to support my company thank you.

As you are aware Colin Banks and Associates Pty Ltd includes Kelli Gates, David Eller, Sharyn & Colin Banks and early next year we will have our web up and running with more free information and updates on it. Last "Humble Update" I attached 10 pages of information and forms for you to utilize – these will all be on the web soon if you didn't receive them. In the mean time if you did miss out please email myself or Kelli.

I have attached my updated fees applicable from 1st January 2006 and for those who we Auction for, you will receive new "Employment Registers" which will need to be signed by the Licensee and kept at your place of business – this is a requirement under the PAMD Act for all Auctioneers whether Freelance or on Staff.

I'll take this opportunity to again thank all of you for your assistance, support and feedback – to be quite honest I personally feel humble and yet extremely proud to be associated with some really good people. We wish you a very Merry Christmas and Happy New Year – may all your hard work pay off.

Please pass this around to your staff. Talk to you all soon.

Thank You Again

Colin Banks

Licensed Auctioneer & Real Estate Agent