

# ***Auction Dynamics***

A seminar presented by our expert Auctioneers. This seminar has a specific outcome for vendors and purchasers to have a complete understanding of the auction process.

This seminar is made up of the following sessions-

- Psychology of an auction
- Vendor and buyer communication
- Auction Procedures
- Negotiating on the floor
- Legal dynamics - Understanding auctions and contracts

2002 Training Dates & Venues are:-

## **Parramatta & West/South West Metro**

Penrith Valley Inn

Cnr Memorial Avenue & Great Western Highway, Penrith

**11<sup>th</sup> February**  
6.30 to 8.00 pm

**15<sup>th</sup> April**  
6.30 to 8.00 pm

**9<sup>th</sup> September**  
6.30 to 8.00 pm

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## **Eastern Suburbs & Inner West**

Australian Technology Park

Off Garden Street, Eveleigh

**11<sup>th</sup> February**  
6.30 to 8.00 pm

**15<sup>th</sup> April**  
6.30 to 8.00 pm

**17<sup>th</sup> June**  
6.30 to 8.00 pm

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## **Sutherland, St George & Canterbury Bankstown**

Hurstville Civic Centre

MacMahon Street, Hurstville

**11<sup>th</sup> March**  
6.30 to 8.00 pm

**17<sup>th</sup> June**  
6.30 to 8.00 pm

**9<sup>th</sup> September**  
6.30 to 8.00 pm

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**Hills District, Northern Districts**

The Epping Club  
45 – 47 Rawson Street, Epping

**4<sup>th</sup> March**

6.30 to 8.00 pm

**8<sup>th</sup> July**

6.30 to 8.00 pm

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**Northern Beaches, North Shore**

Balgowlah RSL Memorial Club  
547 Sydney Rd , Seaforth

**4<sup>th</sup> March**

6.30 to 8.00 pm

**8<sup>th</sup> July**

6.30 to 8.00 pm

**30<sup>th</sup> October**

6.30 to 8.00 pm

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To enroll please and for For further information please do not hesitate to contact  
Samantha Jarvis on (02) 9249 3733