



**AUSTRALIAN ASSOCIATION OF
AGRICULTURAL CONSULTANTS**
WESTERN AUSTRALIA INCORPORATED

AAAC(WA) Members Professional Development

Friday 30 April 2021 | 9.30am to 5.00pm

Wembley Golf Club | Swingview Room, 200 The Boulevard, Wembley

PROGRAM

9.30am 10.00am Registration & Morning Tea

10.00am 10.30am AAAC General Meeting

Land Ownership

Overview and discussion around appropriate entities for owning farm land : trusts, companies, individuals, superfunds

10.30am 11.15am Succession considerations

Neil Hooper
Byfields

Tax Implications

*Capital gains
Capital improvements and depreciation
Passive vs active assets*

Legalities of Buying & Selling

Offer & acceptance, contract of sale- What are the legalities?

*Obligations of each party
Rules and conventions*

11.15am 12.00pm Who can act for a client
Role of consultants and other 3rd parties

TBC

Lease & share farm agreements

*What is a legal agreement
Who can act for the client
Role of consultants*

Real estate agents

*The role of an agent and where can they add value
Methods of buying and selling farm land
Sale by tender and EOI – why?
Engaging a selling and buying agents
How can a consultant add value to the process.*

12.00pm 12.30pm

Terry Norrish
Terry Norrish Rural Property &
Nutrien Ag Solutions

12.30pm 1.15pm Lunch

Property Valuers

1.15pm 1.45pm What is the role of a valuer & the process of valuing a farm
Valuation vs appraisal – where is each applicable

David Abel
Herron Todd White

Information that makes a difference to a property's assessed value

How can a consultant add value to the process?

Settlement agents

1.45pm 2.15pm

Role of a settlement agent

What happens at settlement

What is recorded and where is the information held

TBC

A financier's view

2.15pm 2.45pm

What goes on behind the scenes at the bank when property is bought and sold

The banks valuing process

Registering and discharging a mortgage

TBC

2.45pm 3.30pm

Comparison of returns and risks of agriculture against other investment classes

*Simon Bedbrook
Bedbrook McCarthy*

3.30pm 5.00pm

Fellowship & Golf Driving Range

Enjoy a drink and bring your driver to hit a few balls!

Members please note 6 CPD points will apply for this PD Day

Member Cost: \$100.00

Register at <https://www.trybooking.com/BQLEN>