

NOTICE OF ANNUAL GENERAL MEETING 2018

Notice is hereby given that the Annual General Meeting of the Real Estate Institute of Queensland Ltd will be held at 12:00pm, on Friday 26 October 2018 at Level 1, 50 Southgate Avenue, Cannon Hill.

ORDINARY BUSINESS

1. Recording of Apologies.
2. Recording of Proxies.
3. To confirm the Minutes of the Annual General Meeting held on 27 October 2017 available at: https://reiq.com/REIQ_Docs/About_Us/REIQ_AGM_Minutes_20171027.pdf.
4. To receive, consider and, if thought fit, to adopt the financial statements for the year ended 30 June 2018 and the related directors' report, directors' statement and audit report available at: https://reiq.com/REIQ_Docs/About_Us/REIQ_Annual_Report_20180925_V3.pdf.
5. To confirm the election of Member Directors.
6. To consider and, if thought fit, to pass the following resolution:

That Mr Neville Kane be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of Mr Kane's service accompanies this Notice.
7. To consider and, if thought fit, to pass the following resolution:

That Mr Stanley Crook be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of Mr Crook's service accompanies this Notice.

8. To consider and, if thought fit, to pass the following resolution:

That Mr Ron Frank be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of Mr Frank's service accompanies this Notice.

9. To deal with any other business which may be brought forward in accordance with the company's Constitution and the Corporations Act.

By order of the Board of Directors.



Sean Roberts
COMPANY SECRETARY
28 September 2018

EXPLANATORY NOTES

RESOLUTION 6 - Life Membership - Mr Neville Kane (Item 6 of Notice)

Neville Kane's history with the Institute began in 1957, first as a provisional member, then as a full member in 1959 as elected by Branch members. He later held positions on the Institute's Sunshine Coast Branch, including as Treasurer, Vice President and then Sunshine Coast Branch President in the late 60's and early 70's, and was involved in the Institute's meetings which were integral in the decision to rename the Near North Coast to the new name of Sunshine Coast in 1967.

In the early 1970's, Neville lobbied the State Government along with other agents, for all real estate sales people to have a base award wage to live on, which as a consequence kept the number of sales people in Queensland low by today's standards, ensuring more profitability and professionalism for agencies in that era.

Neville won the Multi List Agency Sunshine Coast Award on multiple occasions from 1994 to 1996 and the Institute's REIQ Multi List Queensland Award in 1998 / 1999. He has employed and trained countless sales people over a number of decades, including his agency employing an '*REIQ Salesperson of the Year*' two years running. Neville became a Fellow of the Institute in 1996 and continually maintains his Membership through regular attendance at Institute events and CPD.

In 1993, after recognising an ongoing problem in the lack of quality affordable housing for the local workforce, Neville developed Emerald Views, being a covenanted affordable housing estate focussed on quality building materials with longevity in mind.

Neville's door has always been open to fellow agents and the public, and he continues to work to this very day. With 65 years in the industry, Neville is a long serving real estate agent who has devoted his life to real estate and made a long-standing contribution to actively servicing the property needs of regional Queenslanders.

EXPLANATORY NOTES

RESOLUTION 7 - Life Membership - Mr Stanley Crook (Item 7 of Notice)

In 1969, Stanley Crook began his career in the real estate industry in residential sales before becoming a Principal of his own office for 13 years as both an independent and part of the Ray White franchise. During this time Stanley also became a licensed auctioneer.

Following this, Stanley spent over 9 years in various corporate roles such as Franchise Development Manager, Senior Area Manager, and Chief Auctioneer and Trainer for leading Australian franchise groups including LJ Hooker, Elders, and Raine & Horne.

Stanley began acting as a professional trainer in 1994, and as a freelance auctioneer, strategic consultant, and business adviser to the real estate industry, which included 2 years as a real estate trainer for both the Institute and TAFE. Over the years, Stanley has conducted many seminars and training courses on various subjects relevant to the real estate industry, mostly relating to best business practices, better business policies and procedures, and how to successfully operate a sound and profitable agency practice.

Using skills acquired and developed in previous senior franchise roles, Stanley opened a real estate agency brokerage firm in Queensland in 2002 which listed and sold real estate agencies and rent rolls throughout Queensland and Northern New South Wales. He is now widely recognised as a leader in the Queensland real estate industry who has had a major impact on the way real estate agencies and rent rolls are purchased and sold throughout the State.

Stanley's involvement with the Institute has spanned over 35 years, since he first became a member in 1982 after moving to Queensland. At that time, he helped to re-establish the Ipswich Branch by building membership numbers in that area. Throughout his time with the Institute, Stanley has delivered training, acted as a judge on panels for the Awards for Excellence, and recently completed a 2-year tenure as the Zone Chair for the Southern Suburbs & Logan Region. Stanley has always been a supporter of the Institute and is easily recognisable as a regular attendee at some of the many events hosted by the Institute.

RESOLUTION 8 - Life Membership - Mr Ron Frank (Item 8 of Notice)

Ron Frank is a licenced real estate agent and the Principal / Licensee owner of Business Brokers Queensland. He has over 27 years of experience in Business Sales and Business Valuation and is a highly respected member of the real estate industry.

Ron has delivered training seminars on topic areas such as '*Better Business Broker Practices*' and '*Business Valuation Methodology*' to the Real Estate Institutes of Queensland and Victoria, the Australian Institute of Business Brokers, and various banks and accountancy organisations. He also chaired the Institute's Business Brokers Chapter for 12 years until 2018 and was otherwise an active member for 18 years.

Ron has had substantial input into a number of versions of the Institute's Business Sales Contract, Business Sales Schedule, and Essential Terms and Conditions. Over the past 10 years he has also conducted many CPD Courses on topic areas such as '*Appointment of Agent Forms*'.

Ron has overseen the completion of over 1,300 individual business sales with many being sold at well over \$1M and up to \$5M, and has previously appeared in the Supreme Court of Queensland with his business partner as an expert witness with expertise in business valuations.

During previous years, Ron has received the following prestigious awards and honours:

- Real Estate Institute of Australia Business Broker of the Year;
- Institute's Business Broker of the Year for 3 consecutive years; and
- Fellow Member of the Institute.