



Ben Sehusen (formerly Principal, Epping First National, Epping NSW)

" I would like to recommend Tony and his Fountain Auction Academy (the FAA) to any real estate agent who is interested in increasing their auction listed properties and achieving a higher sold percentage with these properties.

When I had to obtain an auctioneers endorsement for my real Estate Agents license, I was recommended to do it with Tony Fountain. Having attended the course, Tony's extensive knowledge of auction listing and management impressed me so much that I asked him if he would be interested in training my staff.

Tony advised me that he was working with a number of agents through his FAA organization. As such, he attends our weekly Sales Meeting where we discuss each auction property and discuss strategies in order to have realistic vendors and buyers by auction day.

Although I have been selling properties using the Auction Method for over 30 years, I found that with the movement of sales staff, it was hard keeping the auction culture with new salespeople.

Once Tony started to coach the salespeople into using the auction system, we increased both the volume and success rate for these properties. In the 2005/6 financial year my Company listed 76 auctions for the year with a 49% success rate on auction day.

For the 2006/7 financial year, we have increased our auction listings to 110 and our auction day success rate to 74%. As a result of this, our turnover has increased dramatically and so also the profitability.

I have no hesitation in recommending Tony to any real estate agency who wants to improve their auction systems and be more professional in the way staff handle them. "