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**Strata Data Group**  
Established 1977

- Community Corporation Management
- Strata Title Management
- Property Sales & Rentals
- Maintenance
- Insurance

P 08 8372 2777  
F 08 8379 0703

Our Postal Address  
PO Box 219  
Glen Osmond SA 5064

Office of Strata Data  
647 Portrush Road  
Glen Osmond SA 5064

## Sales Department Launch

The Body Corporate Specialists now sell units & apartments

After over 30 years in Body Corporate Management and more than 20 in Property Management, we at Strata Data announce the launch of our property sales department.

Many of you already use Strata Data Realty to manage your rental property. As you know we specialise in all corporation matters, therefore it's no surprise that our property sales department will be focusing on selling units and apartments. Now that we offer property sales we truly are the body corporate 'one stop shop'.

*See our launch promotional voucher on page two and don't tell us you've seen it*

The timing couldn't have been better to launch our sales department, as key employee Lachlan Price was ready to move into the role. Over the past 5 years Lachlan has worked for the Strata Data Group as Body Corporate Manager and is therefore highly experienced in all matters affecting units and apartments.

Having completed a Certificate 4 in Property and a Diploma in Property, Lachlan has received his Real Estate Manager's Sales Licence from the Real Estate Institute.



See page 3 for Christmas closure details.

Lachlan is dynamic, knowledgeable, committed and likeable Agent who will ensure that clients receive the best price and service possible.

When Strata Data Realty sells your property you can count on:

- > Access to a large internal investor database
- > Free Market Appraisals
- > Qualified and highly knowledgeable staff
- > Excellent rates for existing clients of the Strata Data Group
- > Professional selling and purchasing advice
- > Guidance on how to get your property market ready
- > Interactive advertising campaign for your property
- > Advice on maximising your selling price
- > Strong experience in negotiating contracts and prices
- > Superior customer service

**Get in touch with Lachy in the following ways:**

**Mobile:** 0421 381 201  
**Direct:** 08 8372 2734  
**E-mail:** lprice@stratadata.com.au

**Strata Data Realty – The Genuine Unit & Apartment Specialists**

## What does a Body Corporate Manager do?

We receive many questions asking what a Body Corporate Manager does – what's their role in running the body corporate.

The key tasks your Body Corporate Manager attends to on a daily basis:

- > Preparing and distributing meeting notices, agendas and minutes
- > Attending meetings
- > Visiting the property to inspect the condition of the grounds and units / lots
- > Coordinating contractors to quote for and carry out maintenance works to the corporation's buildings and common grounds
- > Authorising payment of invoices for completed work
- > Maintaining financial records
- > Ensuring the required insurance is in place
- > Arranging for the Insurance Division to process and negotiate insurance claims
- > On application by or on behalf of the owner or a mortgagee of a unit / lot provide Section 41 and Section 139 searches in regard to that unit / lot
- > Ensuring that the Articles and By-Laws are adhered to
- > Dealing with conflict resolution and disputes, handling and resolving complaints
- > Dealing with landlords, their rental Agents and tenants when the need arises
- > Attending Magistrate Court hearings to provide documentation and information if required in order to clarify owner's representations during the hearing
- > Responding to Emergency Calls 24 hours a day, 7 days a week.

If you have any other questions about your Body Corporate Manager's roles and responsibilities ask them for more information at your corporation's next meeting, or contact them at the office.

*We are always happy to clarify what we do and how we are able to help.*

## Strata Data Realty Sales Launch Promotion

To launch our sales department we are offering the **FIRST TEN CLIENTS** to present this voucher a further **10% OFF** the cost of our professional fee for selling your property.

The thing is – You don't tell us until we have signed the agreement. You still get a further 10% off.

Contact **Lachlan Price** on **0421 381 201** and DON'T mention this voucher.

Valid for the first 10 people to present this coupon only...



## Did you know? If you don't have contents insurance for your unit, you're probably not covered for liability within it ...

**A Landlord's liability** for personal injury or material damage due to negligence is **NOT covered** by the main Strata or Community Title Building Insurance Policy. Strata Data's Insurance Agency offers policies covering Contents and Legal Liability Insurance to Landlords from as little as \$135.

For further information please contact our Insurance Division:

**Phone 8372 2777 or Fax 8379 0703**

# Merry Christmas

To all our clients, we sincerely thank you for your business over the last year and look forward to serving you in a friendly and professional manner in 2008. We trust you will all enjoy the love and companionship of family and friends throughout the festive season and the year ahead.

From everyone in the Strata Data team, we wish all our clients, business partners and friends a happy Christmas and a healthy and prosperous New Year.

**Terry Smith**  
**Managing Director**

## Christmas Closure

This year we shall close at midday on **Friday 21st December**, re-opening on **Wednesday 2nd January** at 9am.

### December 2007

Friday 21st Midday Close

Monday 24th Closed

Tuesday 25th Closed (Christmas Day)

Wednesday 26th Closed (Proclamation Day)

Thursday 27th Closed

Friday 28th Closed

Monday 31st Closed (New Years Eve)

### January 2008

Tuesday 1st Closed (New Years Day)

From Wednesday 2nd Open as usual

Please note that Strata Data's normal opening times are Monday to Friday 9am to 5pm

## Contacting Us Over Christmas

Because we understand that emergencies don't necessarily keep office hours, neither does our emergency service. We are always happy to handle emergency calls for you so that you do not have to worry about the details.

If you have a genuine emergency which requires the attendance of a tradesman during our Christmas closure you can dial our normal phone number (8372 2777) and receive contact information for the staff member on emergency duty (available 24 hours a day, seven days a week).

**We would ask that you call us only for genuine emergencies over this period.**

## Key Emergency Contacts

<b>Glazerite Glass</b>	0421 591 628	<b>Construct Services (All Trades)</b>	8268 7500	<b>Origin Energy</b>	1800 808 526
<b>Greg Martin Plumbing</b>	0418 843 943	<b>State Emergency Services</b>	8202 2999	<b>AGL</b>	131 245
<b>Gordon Fallon Electrical</b>	0411 510 603	<b>SA Water</b>	8207 1300	<b>Police</b>	131 444

## Feedback

We want to know what you think about our service...  
Please e-mail us any time with your thoughts at:



[feedback@stratadata.com.au](mailto:feedback@stratadata.com.au)

Strata Data Realty is proud to present

## Fruit Tree Estate

This innovative and cleverly designed brand new development is engulfed within beautiful landscaped gardens and well maintained grounds.

The development boasts 8 free standing and ultra modern units. Each home has its own private car parking facilities, security system and personal courtyard. All units feature quality fixtures and fittings throughout, ultra stylish kitchen and bathroom, spacious living areas and much more. The bedrooms range from 2-3 and are all of a good size with built in robes. Rain water tanks are also featured throughout the development. The development has its own personal gardener to ensure that the complex is presented to an immaculate standard.

The development is named Fruit Tree Estate for a reason and there will be

bountiful amounts of lemons, apples, pears, cherries and much more.

The first tenant to sign into a 3 bedroom unit is offered not only **ONE WEEKS FREE RENT** but also a **\$100 Coles Myer Voucher**. The first tenant to sign into a 2 bedroom unit also receives this incredible offer!

Contact Strata Data Realty today to find out how you can have the opportunity to live in this stunningly presented development! All registered interest welcome.

If you would like more information on our development leasing services please contact **Kate directly** on **(08) 8372 2770** or **0421 381 206**.

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Brand New  
Beautiful Units  
to Rent



## Rental Property Owners Reward Program

One of the many fantastic incentives for being a client of Strata Data's Rental Property Management department is the Landlord Loyalty Rewards Points: So many companies emphasise giving "specials" "and "prizes" to new Landlords but do not reward existing clients.

At Strata Data Realty, we value all of our Landlords and have truly appreciated their continued loyalty and support. As a result we developed this program to show our appreciation. The program is based on a points system. Once our clients become eligible to claim a prize, all they need to do is contact Kate or Anthony to claim their points.

The best part is ... POINTS NEVER EXPIRE!

### Points are allocated as follows:

- 25 Points for each year they remain a client of Strata Data Realty
- 50 Points for any new property they engage Strata Data Realty to manage
- 50 Points for each new client they refer that results in them becoming a client

- 10 Points for each customer service survey they fill out and return throughout the year

Clients also receive a bottle of champagne and go into a draw to win corporate box seats at AAMI stadium to either an Adelaide Crows or Port Power football game when they refer another client.

### The prizes are as follows:

- 300 Points: Overnight accommodation voucher for the value of \$200.00 at an exclusive Adelaide Hotel
- 200 Points: Dinner voucher to the value of \$150.00 at a quality Adelaide restaurant
- 100 Points: Bonus gift hamper and Coles Myer gift voucher to the value of \$70.00
- 50 Points: Movie tickets for two.

If you are interested in our rental property management service please contact **Kate** on **0421 381 206** or **Anthony** on **0421 584 651**

### Disclaimer:

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