

## WHY SLATTERY

# SKILL AND EXPERTISE

Our auctioneers are expert salesmen with highly tuned skills in understanding buyer behaviour patterns. They understand the behavioural psychology of an auction, and engage bidders by tapping into emotions that are activated by the auction process. By promoting greater competition and creating demand and urgency, our auctioneers are able to achieve the best possible results for our clients.

From listing your assets to managing inquiries and closing deals, our team are experienced professionals who leverage their expertise to optimize your sales strategy and achieve the best possible outcomes.

Through our in-house training program, our senior auctioneers pass on their knowledge and experience to the next generation. We encourage all our auctioneers to join professional associations, including the Auctioneers and Valuers Association of Australia.

Accurate assessment and successful remarketing of assets requires specialist knowledge of both the asset class and industry in which those assets are used. We recruit with this requirement in mind, and look to continually add diverse experience to our team.

Our valuers are not generalists. Rather, each valuer has a primary and secondary field of expertise, which is unmatched in our industry.

All formal valuations undertaken by Slattery Valuations must meet the Uniform Standard of Professional Appraisal Practice (USPAP) standards, which are a minimum set of appraisal standards mandated by the US congress. Presently, the valuation of plant and equipment in Australia is not required to meet any legislated or industry appraisal standards.



In the absence of equivalent training and qualifications in Australia, our valuers undertake regular training in the United States with leading industry groups: Association of Machinery and Equipment Appraisers (AMEA) based in Virginia; National Aircraft Appraisers Association (NAAA) Detroit; International Society of Transport Aircraft Trading (ISTAT) Chicago; and Society of Accredited Marine Surveyors (SAMS) Florida. Our valuers are the only Australian members of these world-class organisations.