



21 June 2008

**NING? WHAT'S THAT?**

**"Training gives knowledge, knowledge gives confidence and confidence gives victory" - Julius Caesar**

G'day there

The internet has been responsible for many things, not the least of which has been some terms and/or trading names that have now entered the lexicon of the English language.

One such example is that of "Google", originally a trading name for an internet company but now a term that is used universally to mean "searching the internet" for certain information.

Another one, and around which this Bulletin is based is "Ning", a name that is at the moment a trading name but one which is already having its effect with our Fountain Auction Academy (FAA) being just one example.

It is through the services of Ning that we are now offering an on line FAA Membership which now comes with facilities of:-

- **a Discussion Forum** where you can enter your own questions, answers and/or topics for discussion on auctions.
- **direct member to member contact** where you can make contact with other FAA members, irrespective of their agency, and discuss with them auction scenarios, problems etc.
- **a Document Library** where you will be able to download various forms, auction marketing skills information sheets and e-books on auction.
- **video and audio instructional facilities** that you as a member can access whenever and wherever as often as you like
- **have direct contact with myself** and gain additional auction, business skills and motivational information and/or opinions
- **teleseminars** for FAA members only. These will normally be of around 45 minutes duration and they will cover both relevant topics to the auction business as well as interviews between myself and leading auction agents and their staff from across initially Australia and New Zealand and later on the USA as well.

In order to avoid the growing plague of spam problems that is besetting so much of the Internet, I have opted to make this part of our website "invitation only".

As it is now being constructed, we are looking at having this as a free feature of the Academy until the end of September and from then on there will be a monthly charge levied should you opt to remain a member.

If you would like to **take up our free 3 month membership offer**, simply hit the reply button and in the subject line write "Ning".

Either Sam or I will then email you an invitation to join and on receipt of this, you simply click on the hyperlink it contains and type in your email address and your password (which is entirely of your making) and you have become a member.

We currently have members drawn from First National, Ray White, Wiseberry and independents.

I am confident that there will be real value in this for both our clients and ourselves and I am sure the cross pollination of ideas from members will continue to create the atmosphere of learning and striving for auction excellence which is the foundation on which our Academy is based.

Carpe Diem

Tony

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(Author: *[The Complete Guide to Selling Real Estate by Auction](#)* and the e-books *[The Vendor's Guide to Selling Real Estate by Auction](#)*) and *[Success starts with a Dream](#)*

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