

5<sup>th</sup> December 2019

Mr J Wilson

Minster for Ageing  
Mr Luke Donnellan  
Retirement Villages Act Review  
Consumer Affairs  
GPO Box 123  
MELBOURNE 3001

C/- [www.engage.vic.gov.au/retirementvillagesact](http://www.engage.vic.gov.au/retirementvillagesact)

Dear Minister

Re: Retirement Villages Act Review

Reference is made to the article of Monday December 23 2019 (clearly an error) in publication The Senior – Vic seeking submissions in regard to laws pertaining to retirement Village laws.

My contribution to the review process is the following;

1. Sales brochures and material provided to entice interest and ultimately enter into contractual commitment are powerful tools.
2. Contracts when presented are cumbersome and detailed documents.
3. In the event of dispute drawing the relationship between the sales brochure and the contract is often a difficult exercise.

It is my view that a summary form of the sales material used to entice the purchaser to enter into the contract should be prepared in bullet point form and then included in the legally binding contract. The bullet points should make reference to the section of the contract where the detail of the bullet point is then further articulated in detail.

As an example of a template for the summary page it could be in a format type such as;

1. You have entered into an agreement to purchase a lease/freehold for a purchase price of \$xxxxxxx
2. You have a right to live in the property until.....
3. You will pay a commission of \$xxxxxx on selling based on the selling price.
4. You will pay a weekly fee of \$xxxx as contribution to common expenses whilst you continue to live in the property.
5. You will be responsible for maintenance and upkeep on the property.

Etc etc.

Such an inclusion in contracts would then help to remove inconsistency (and even misleading conduct) in sales information not being able to be identified in the event of any subsequent dispute.

Thank you for your consideration.

