

Getting the best result with Grace

By **HANNAH BUSCH**

REAL Estate Agents from Hervey Bay and Maryborough flocked to a seminar yesterday hosted by an international advertising expert.

Agencies including Carter Cooper, Raine and Horne, Sprake Real Estate, Ray White and 11 others joined guest speaker Ian Grace at the Hervey Bay RSL for the APN sponsored event.

APN, publisher of the Fraser Coast Chronicle, is holding 14 seminars across Queensland to help real estate agents better understand advertising and marketing.

Mr Grace displayed the advertising system he created and has presented in the US, the UK, Canada and New Zealand.



EXPERT ADVICE: Ian Grace talks to Fraser Coast Real Estate Agents at the Hervey Bay RSL. PHOTO: KARLEILA THOMSEN FRA120411REALEAS

He said real estate agents should always aim to get the best result for their seller and build trust with their market.

The Brisbane-born advertising expert has been presenting his system for more than 15 years.



DELIVERY: Students Charli Stackman and Declan Burns celebrate the arrival of new science books and CDs with acting principal David Burns. PHOTO: RHIANNA BLACKER

Tools for budding scientists

TINANA State School's dedication to the Australian Academy of Science's Primary Connections science program has paid off, after it received a free set of educational tools yesterday.

But the days of the program could be limited due to a lack of funding from the Federal Government.

Yesterday, Jenny Graves from the Australian Academy of Science presented the free set of Primary Connections books and CDs to the small Tinana school, in celebration of the program's 300,000th set being ordered.

"We can only hope that these resources will reveal some special young scientists," she said.

Acting principal David Burns was delighted to receive the gift.

"It's a very special day," he said. "It's a hard subject to teach



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if you don't have a science background. Primary Connections helps teachers become confident to efficiently teach students."

The package the school received yesterday was worth hundreds of dollars but even more to the students and teachers.

"It is a great way to get kids involved in science," Mr Burns said.

The Primary Connections program was used by more than half of Australian primary schools, and studies conducted by the academy had shown the educational tools improved

teacher confidence and children's enthusiasm for science.

"It's about helping teachers who may not have a science background," Prof Graves said.

"Also, keeping it interactive and interesting for students."

However, the future of Primary Connections was uncertain after the Federal Government indicated funding would not be extended to complete its development.

Prof Graves said the national curriculum had changed and four units no longer aligned with the Primary Connections program which was essential for its success.

It would cost more than \$1.5million to make the four units conform to the national curriculum - money that Government funding will not cover.

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