

NATIONALLY ACCREDITED QUALIFICATION

Ask about
our new
Online study
option!



Certificate IV in Property Services (Real Estate)

This qualification meets the educational requirements for registration as
a Registered Sales Representative (RSR) in SA*.



In South Australia a RSR can work in Real Estate as an employee of a Registered Land Agent (RLA).

Our Certificate IV in Property Services (Real Estate) includes two units that meet the educational requirements to register as a Land Auctioneer and a unit delivering Buyer's Agent skills.

Once you have completed your course and received your Testamur you can register as a Registered Sales Representative at CBS SA*.



**When registering with the South Australian regulators Consumer and Business Services as a Sales Representative you will also be required to produce a current National Police Certificate (NPC). Registration requirements are at: www.cbs.sa.gov.au/forms-and-publications/forms/ Follow the links to Real estate/Land agents in "Occupational licensing".*

ABOUT THIS NATIONALLY ACCREDITED QUALIFICATION

Course Description:

CPP40307 Certificate IV in Property Services (Real Estate) contains 24 units and reflects the role of employees who work in real estate and who comply with legislation and ethical requirements of real estate activities.

Choose a flexible study option. Enrol at any time:

- You can choose the study option that best suits you: a) **Online Learning**; b) **Distance only**; c) **Distance and Day Classes** or d) **Distance and Night Classes**. Visit www.retac.com.au or phone us for more information.
- Enrol and start your course whenever you want.
- This qualification can be completed in 5 weeks to 12 months.
- Our qualified trainers are experienced in Real Estate and support and mentor you during your training.
- Our mentoring includes advice on job seeking strategies and finding the right real estate employer based on your employment goals.

CONTACT US FOR MORE INFORMATION



Location: Suite 30, The Watson, 33 Warwick St, Walkerville, SA 5081
Web: www.realestatetrainingacademy.com.au E: info@retac.com.au
Post: PO Box 329, Glenside, SA 5065
Facebook: facebook.com/realestatetrainingacademy.com.au
Tel: 0418 853 579 or 0413 925 880

CPP40307 Certificate IV Property Services (Real Estate)

Course Content and Assessment Methods:

You will gain real estate related competencies and concepts including real estate documentation and laws; acting as a buyer's agent; preparing and presenting property reports; listing, marketing and selling property; preparing for and conducting auctions; listing, marketing, monitoring and managing property for lease; business broking; managing risk and conflict in real estate and monitoring a safe work place.

Assessments include multiple-choice, short to medium answer questions, case studies and a role play.

Entry Requirements:

- Be at least 18 years of age.
- Have access to a printer, the internet and a laptop, desktop PC, tablet or similar device capable of internet browsing, emailing and word processing (Microsoft Office is preferred).
- Must be a permanent resident or citizen of Australia, or be on a visa subclass that does not have study restrictions.

Important Information:

- Testamurs will only be issued after successful course completion *and* after all fees are paid.
- Please read the Learner Handbook and Schedule of Fees and Charges available on our website.
- Our training rooms are air-conditioned and modern and there is parking available.

Enrolling is EASY!

- Visit www.retac.com.au and click on the Enrol tab
- You can visit our office and our friendly staff can assist you.

Competitive Course Fee

- Course fee: \$3,600
- \$800 deposit required at enrolment.
- Payment plan is available



CONTACT US FOR MORE INFORMATION



REAL ESTATE
TRAINING ACADEMY
RTO 41499

Location:

Web:

Post:

Facebook:

Tel:

Our Innovative Training and Assessment Structure:

Training and assessment is delivered in Clusters and each Cluster groups one or more units that share a common work function. Clustering units ensures training and assessment targets the essential workplace skills and knowledge relating to that work function.

Clustering offers a more efficient model as it reduces duplication.

CLUSTER	UNIT(S)
1 - The real estate industry	• CPPDSM4080A Work in the real estate industry
2 - Legislation in real estate industry	• CPPDSM4009B Interpret legislation to complete agency work
3 - Property management	• CPPDSM4007A Identify legal and ethical requirements of property management to complete agency work • CPPDSM4011A List property for lease • CPPDSM4013A Market property for lease • CPPDSM4010A Lease property • CPPDSM4016A Monitor and manage lease or tenancy agreement
4 - Property reports	• CPPDSM4018A Prepare and present property reports
5 - Property sales	• CPPDSM4008A Identify legal and ethical requirements of property sales to complete agency work • CPPDSM4003A Appraise property • CPPDSM4012A List property for sale • CPPDSM4014A Market property for sale
6 - Buy, sell and finalise	• CPPDSM4001A Act as a Buyer's Agent • CPPDSM4022A Sell and finalise the sale of property by private treaty
7 - Auction	• CPPDSM4019A Prepare for auction and complete sale • CPPDSM4004A Conduct auction
8 - Business Broking	• CPPDSM4079A Work in the business broking sector
9 - Negotiations and manage risk	• CPPDSM4015B Minimise agency and consumer risk • CPPDSM4017A Negotiate effectively in property transactions
10 - Strategic planning and marketing	• CPPDSM5012A Develop a strategic business plan in the real estate industry • CPPDSM5032A Market the agency
11 - Relationships and manage conflict*	• CPPDSM4005A Establish and build client-agency relationships • CPPDSM4056A Manage conflict and disputes in the property industry
12 - Safety in the workplace*	• CPPDSM4057A Monitor a safe workplace in the property industry

*Delivered by Distance and online study mode only



NATIONALLY RECOGNISED
TRAINING

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