



# Land Agent Registration

## What is a Land Agent?

Take your Real Estate career to the highest level by owning a Real Estate agency.

As a registered Land Agent, you can own an agency and perform all functions in Real Estate (Sales, Property Management, Auctioneer). Land Agents also manage strategic planning, managing day-to-day operations, marketing, financials, manage employees and more.

You don't have to own a Real Estate agency, many students complete their Land Agent units to maximise their knowledge and skills, work for a Real Estate agency and later decide to open their own Real Estate Agency.

## Pathways to Registration

<b>Land Agent</b>	<i>(CPP51119 Diploma &amp; Statement of Attainment)</i>	<b>36 units</b>	<b>\$5,950</b>
<b>PM to Land Agent</b>	<i>(CPP51119 Diploma &amp; Statement of Attainment)</i>	<b>23 units</b>	<b>\$4,000</b>
<b>Sales Rep. to Land Agent</b>		<b>18 units</b>	<b>\$3,250</b>
<b>Sales Rep. &amp; PM to Land Agent</b>		<b>10 units</b>	<b>\$2,000</b>
<b>Lawyer to Land Agent</b>		<b>10 units</b>	<b>\$1,750</b>

## Important Information

- Our accredited training meets the educational requirements for Real Estate licences in South Australia. For full registration requirements visit [www.sa.gov.au/topics/business-and-trade/licensing/real-estate](http://www.sa.gov.au/topics/business-and-trade/licensing/real-estate)
- Please read our Learner Handbook and Schedule of Fees & Charges, available at [www.retac.com.au](http://www.retac.com.au)
- Students must meet acceptable Language, Literacy and Numeracy (LLN) requirements and be a permanent resident or citizen of Australia, or a visa holder with no study restrictions
- Assessments consist of written responses, case studies, projects and practical demonstration of skills (form completion and role plays)
- Students require access to the internet, a personal computer or device capable of internet browsing, emailing and with a word processing app. Students will also require a device with a camera capable of video capture such as smartphone, tablet or camera
- Contact us about Credit Transfer or Recognition of Prior Learning (RPL). For RPL, fees apply
- We are located in Norwood, South Australia. Free parking is available with cafes nearby





## Land Agent

36 units

\$5,950

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|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| 1 <b>CPPREP4001</b> Prepare for professional practice in real estate      | 20 <b>CPPREP4261</b> Appraise business for sale                                                 |
| 2 <b>CPPREP4002</b> Access and interpret ethical practice in real estate  | 21 <b>CPPREP4264</b> Manage the sales process in business broking                               |
| 3 <b>CPPREP4003</b> Access and interpret legislation in real estate       | 22 <b>CPPREP4503</b> Present at hearings in real estate                                         |
| 4 <b>CPPREP4005</b> Prepare to work with real estate trust accounts       | 23 <b>CPPREP4504</b> Deliver presentations to clients in real estate                            |
| 5 <b>CPPREP4101</b> Appraise property for sale or lease                   | 24 <b>BSBTWK301</b> Use inclusive work practices                                                |
| 6 <b>CPPREP4102</b> Market property                                       | 25 <b>CPPREP5001</b> Manage compliance in the property industry                                 |
| 7 <b>CPPREP4103</b> Establish vendor relationships                        | 26 <b>CPPREP5002</b> Establish and monitor property industry trust account management practices |
| 8 <b>CPPREP4104</b> Establish buyer relationships                         | 27 <b>CPPREP5003</b> Manage ethical practice in the property industry                           |
| 9 <b>CPPREP4105</b> Sell property                                         | 28 <b>CPPREP5004</b> Manage a safe workplace in the property industry                           |
| 10 <b>CPPREP4121</b> Establish landlord relationships                     | 29 <b>CPPREP5005</b> Manage teams in the property industry                                      |
| 11 <b>CPPREP4122</b> Manage tenant relationships                          | 30 <b>CPPREP5006</b> Manage operational finances in the property industry                       |
| 12 <b>CPPREP4123</b> Manage tenancy                                       | 31 <b>CPPREP5007</b> Develop a strategic business plan in the property industry                 |
| 13 <b>CPPREP4124</b> End tenancy                                          | 32 <b>CPPREP5008</b> Market the property agency                                                 |
| 14 <b>CPPREP4161</b> Undertake pre-auction processes                      | 33 <b>BSBOPS502</b> Manage business operational plans                                           |
| 15 <b>CPPREP4163</b> Complete post-auction processes & contract execution | 34 <b>BSBLDR522</b> Manage people performance                                                   |
| 16 <b>CPPREP4201</b> Appraise commercial property                         | 35 <b>BSBHRM415</b> Coordinate recruitment and onboarding                                       |
| 17 <b>CPPREP4204</b> Establish commercial property lease                  | 36 <b>BSBFIN501</b> Managing budgets and financial plans                                        |
| 18 <b>CPPREP4233</b> Manage lessee relationships –commercial              |                                                                                                 |
| 19 <b>CPPREP4235</b> End commercial property lease                        |                                                                                                 |

## Property Manager to Land Agent

23 units

\$4,000

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|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|
| 1 <b>CPPREP4001</b> Prepare for professional practice in real estate                            | 14 <b>CPPREP5003</b> Manage ethical practice in the property industry           |
| 2 <b>CPPREP4101</b> Appraise property for sale or lease                                         | 15 <b>CPPREP5004</b> Manage a safe workplace in the property industry           |
| 3 <b>CPPREP4103</b> Establish vendor relationships                                              | 16 <b>CPPREP5005</b> Manage teams in the property industry                      |
| 4 <b>CPPREP4104</b> Establish buyer relationships                                               | 17 <b>CPPREP5006</b> Manage operational finances in the property industry       |
| 5 <b>CPPREP4105</b> Sell property                                                               | 18 <b>CPPREP5007</b> Develop a strategic business plan in the property industry |
| 6 <b>CPPREP4161</b> Undertake pre-auction processes                                             | 19 <b>CPPREP5008</b> Market the property agency                                 |
| 7 <b>CPPREP4163</b> Complete post-auction processes & contract execution                        | 20 <b>BSBOPS502</b> Manage business operational plans                           |
| 8 <b>CPPREP4201</b> Appraise commercial property                                                | 21 <b>BSBLDR522</b> Manage people performance                                   |
| 9 <b>CPPREP4261</b> Appraise business for sale                                                  | 22 <b>BSBHRM415</b> Coordinate recruitment and onboarding                       |
| 10 <b>CPPREP4264</b> Manage the sales process in business broking                               | 23 <b>BSBFIN501</b> Managing budgets and financial plans                        |
| 11 <b>CPPREP4504</b> Deliver presentations to clients in real estate                            |                                                                                 |
| 12 <b>CPPREP5001</b> Manage compliance in the property industry                                 |                                                                                 |
| 13 <b>CPPREP5002</b> Establish and monitor property industry trust account management practices |                                                                                 |

## Sales Representative to Land Agent

18 units

\$3,250

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|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|
| 1 <b>CPPREP4121</b> Establish landlord relationships                                            | 11 <b>CPPREP5003</b> Manage ethical practice in the property industry     |
| 2 <b>CPPREP4122</b> Manage tenant relationships                                                 | 12 <b>CPPREP5004</b> Manage a safe workplace in the property industry     |
| 3 <b>CPPREP4123</b> Manage tenancy                                                              | 13 <b>CPPREP5005</b> Manage teams in the property industry                |
| 4 <b>CPPREP4124</b> End tenancy                                                                 | 14 <b>CPPREP5006</b> Manage operational finances in the property industry |
| 5 <b>CPPREP4204</b> Establish commercial property lease                                         | 15 <b>BSBOPS502</b> Manage business operational plans                     |
| 6 <b>CPPREP4233</b> Manage lessee relationships –commercial                                     | 16 <b>BSBLDR522</b> Manage people performance                             |
| 7 <b>CPPREP4235</b> End commercial property lease                                               | 17 <b>BSBHRM415</b> Coordinate recruitment and onboarding                 |
| 8 <b>CPPREP4503</b> Present at hearings in real estate                                          | 18 <b>BSBFIN501</b> Managing budgets and financial plans                  |
| 9 <b>CPPREP5001</b> Manage compliance in the property industry                                  |                                                                           |
| 10 <b>CPPREP5002</b> Establish and monitor property industry trust account management practices |                                                                           |

## Sales Rep. & Property Manager to Land Agent

10 units

\$2,000

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|------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|
| 1 <b>CPPREP5001</b> Manage compliance in the property industry                                 | 6 <b>CPPREP5006</b> Manage operational finances in the property industry |
| 2 <b>CPPREP5002</b> Establish and monitor property industry trust account management practices | 7 <b>BSBOPS502</b> Manage business operational plans                     |
| 3 <b>CPPREP5003</b> Manage ethical practice in the property industry                           | 8 <b>BSBLDR522</b> Manage people performance                             |
| 4 <b>CPPREP5004</b> Manage a safe workplace in the property industry                           | 9 <b>BSBHRM415</b> Coordinate recruitment and onboarding                 |
| 5 <b>CPPREP5005</b> Manage teams in the property industry                                      | 10 <b>BSBFIN501</b> Managing budgets and financial plans                 |

## Lawyer to Land Agent

10 units

\$1,750

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|---------------------------------------------------------|--------------------------------------------------------------------------|
| 1 <b>CPPREP4101</b> Appraise property for sale or lease | 6 <b>CPPREP4161</b> Undertake pre-auction processes                      |
| 2 <b>CPPREP4102</b> Market property                     | 7 <b>CPPREP4163</b> Complete post-auction processes & contract execution |
| 3 <b>CPPREP4105</b> Sell property                       | 8 <b>CPPREP4201</b> Appraise commercial property                         |
| 4 <b>CPPREP4122</b> Manage tenant relationships         | 9 <b>CPPREP4204</b> Establish commercial property lease                  |
| 5 <b>CPPREP4124</b> End tenancy                         | 10 <b>CPPREP4235</b> End commercial property lease                       |