



Sales Representative Registration

What is a Sales Representative?

Sales Representatives have great satisfaction in helping people buy and sell properties whilst enjoying a flexible schedule and being rewarded for their hard work.

Do you have great communication skills, a caring and honest character, and a genuine desire to help people? These are some of the attributes that make a successful Sales Representative where you can impact lives and be part of a community.

Sales Representatives engage with clients, list and market properties, conduct open inspections, negotiate transactions and more.

Pathways to Registration

Sales Representative **19 units** **\$2,850**

Property Man. to Sales Rep. **14 units** **\$2,100**

Bundle 1 (3 Licences)

Sales Rep. + Property Manager
 + Auctioneer

(Certificate IV & Statement of Attainment)

\$3,900 you save \$450

Bundle 2 (2 Licences)

Sales Rep. +
 Property Manager

\$3,650 you save \$400

Bundle 3 (2 Licences)

Sales Rep. +
 Auctioneer

(Certificate IV & Statement of Attainment)

\$2,950 you save \$200

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
- Please read our Learner Handbook and Schedule of Fees & Charges, available at 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





Sales Representative

19 units

\$2,850

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| <ul style="list-style-type: none"> 1 CPPREP4001 Prepare for professional practice in real estate 2 CPPREP4002 Access and interpret ethical practice in real estate 3 CPPREP4003 Access and interpret legislation in real estate 4 CPPREP4004 Establish marketing and communication profiles in real estate 5 CPPREP4005 Prepare to work with real estate trust accounts 6 CPPREP4101 Appraise property for sale or lease 7 CPPREP4102 Market property 8 CPPREP4103 Establish vendor relationships 9 CPPREP4104 Establish buyer relationships 10 CPPREP4105 Sell property | <ul style="list-style-type: none"> 11 CPPREP4161 Undertake pre-auction processes 12 CPPREP4163 Complete post-auction processes & contract execution 13 CPPREP4201 Appraise commercial property 14 CPPREP4261 Appraise business for sale 15 CPPREP4264 Manage the sales process in business broking 16 CPPREP4504 Deliver presentations to clients in real estate 17 BSBDIV301 Work effectively with diversity 18 CPPREP5007 Develop a strategic business plan in the property industry 19 CPPREP5008 Market the property agency |
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Property Manager to Sales Representative

14 units

\$2,100

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| <ul style="list-style-type: none"> 1 CPPREP4001 Prepare for professional practice in real estate 2 CPPREP4004 Establish marketing and communication profiles in real estate 3 CPPREP4101 Appraise property for sale or lease 4 CPPREP4103 Establish vendor relationships 5 CPPREP4104 Establish buyer relationships 6 CPPREP4105 Sell property 7 CPPREP4161 Undertake pre-auction processes 8 CPPREP4163 Complete post-auction processes & contract execution | <ul style="list-style-type: none"> 9 CPPREP4201 Appraise commercial property 10 CPPREP4261 Appraise business for sale 11 CPPREP4264 Manage the sales process in business broking 12 CPPREP4504 Deliver presentations to clients in real estate 13 CPPREP5007 Develop a strategic business plan in the property industry 14 CPPREP5008 Market the property agency |
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Bundle & Save!

Bundle 1 (3 Licences)

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(Certificate IV & Statement of Attainment)

\$3,900 you save \$450

Bundle 2 (2 Licences)

Sales Rep. + Property Man.

\$3,650 you save \$400

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Sales Rep. + Auctioneer

(Certificate IV & Statement of Attainment)

\$2,950 you save \$200

Become a Land Agent

Want to take your Real Estate career to the highest level by owning a Real Estate agency?

Land Agent (36 units) \$5,950
(Diploma & Statement of Attainment) **you save \$150**

Sales Rep. to Land Agent (18 units) \$3,250

