

BROCHURE



VICTORIA

Agents' Representation Course

GROWING OUR PEOPLE



RTO Provider Number: 31139

Harcourts Academy

Agents' Representative Course.

THE TRAINING PROGRAMME

- Will provide participants with the knowledge, skills and attitudes to build a successful career in real estate sales
- Incorporates the 3 core units of competency required for an agents' representative from the CPP40307 Certificate IV in Property Services (Real Estate).
- Combines 'what to know' education with practical 'how to do' instruction
- Is delivered by certified professional trainers qualified in accelerated learning techniques to enhance learning retention and student engagement
- Provides a path to ongoing opportunities in real estate
- It is recognised nationally throughout Victoria
- Harcourts - The Academy RTO 31139, offers mutual recognition and credit transfer, plus recognition of prior learning.

FOR ALL COURSE ENQUIRIES CONTACT

Telephone: 1300 856 773

Harcourts Academy Training Centre

Internet: www.harcourtsacademy.com

3/95 Coventry Street

Email: victoria@harcourts.net

SOUTH MELBOURNE, VIC, 3205

WHO SHOULD DO THIS PROGRAMME

1. Those who wish to become agents' representatives in Victoria. Usually this group will have had little or no experience in the industry.
2. Existing real estate salespeople moving interstate or from another country wishing to register as an agents' representative.
3. People from other sectors of the real estate industry wishing to further develop their knowledge or skills in specific areas.
4. Manager wishing to have a clearer understanding of what their new recruits are learning.

DURATION OF THE PROGRAMME

A three-day programme consisting of three full days of in-class training at our Head Office, and approximately five to six hours of reading and computer-assessed online tasks to be completed before the three days in-class.

THE PATHWAY TO A SUCCESSFUL CAREER IN REAL ESTATE

Based on articulation and credit transfer arrangements, the potential exists for candidates to enter a programme to obtain their full CPP40307 Certificate IV in Property Services (Real Estate) with advanced standing, as well as into the CPP50307 Diploma of Property Services (Agency Management).

SPECIFIC UNITS FROM THE CPP40307 CERTIFICATE IV IN PROPERTY SERVICES (REAL ESTATE)

CPPDSM4007A Identify Legal and Ethical Requirements of Property Management to Complete Agency Work

Knowledge of the core legal and ethical requirements associated with property management. This includes awareness of legislation roles and responsibility, plus the recording and completion of property management documentation.

CPPDSM4008A Identify Legal and Ethical Requirements of Property Sales to Complete Agency Work

Knowledge of the core legal and ethical requirements associated with property sales. This includes awareness of legislation roles and responsibility, plus the administration and completion of sales documentation.

CPPDSM4080A Work in the Real Estate Industry

A basic understanding of the industry and how to work ethically and effectively in a real estate agency. This includes ethical and conduct standards, core functions of an agency, plus regulatory framework and industry requirements.

WHAT THIS GIVES YOU

Successful completion enables you to become registered as an agents' representative in Victoria

Candidates completing the required units of competency from the CPP40307 Certificate IV in Property Services (Real Estate) will be able to submit their statement of attainment to their local governing body in application to become registered as an agents' representative.

AGENTS' REPRESENTATIVE COURSE. (VIC)

Date:		Attendee Name:	
Supplier:	Harcourts Victoria Pty Ltd ABN 37 108 874 979	Attendee home Address:	
Contact:	Harcourts Victoria	Attendee Mobile:	
Phone:	1300 856 773	Attendee Email:	
Email:	victoria@harcourts.net	Dates of Programme:	13th, 14th & 15th June
Where did you hear about our us?			
<input type="checkbox"/> Harcourts Victoria Website <input type="checkbox"/> Social Media <input type="checkbox"/> Harcourts Office <input type="checkbox"/> Word of Mouth <input type="checkbox"/> Radio <input type="checkbox"/> Newspaper			

COURSE		PRICE
AGENTS' REPRESENTATIVE COURSE. STATEMENT OF ATTAINMENT (SOA) The following three units will be delivered during the programme. Please select those for which you wish to receive national recognition by way of a statement of attainment.		\$700
SELECT	CORE UNITS REQUIRED FOR SALESPERSON REGISTRATION	
✓	CPPDSM4007A – Identify legal and ethical requirements of property management to complete work	
✓	CPPDSM4008A – Identify legal and ethical requirements of property sales to complete work	
✓	CPPDSM4080A – Work in the real estate industry	
TOTAL PAYABLE (GST exempt)		\$700.00

Harcourts Academy

www.harcourtsacademy.com

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