



Real Estate Training College

Certificate IV in Property Services (Real Estate) CPP40307



Introduction

The Certificate IV in Property Services (Real Estate) will provide you with a nationally recognised qualification. In South Australia you currently undertake the Certificate IV in Property Services (Real Estate), to qualify as a practising salesperson.

You gain that certificate through study by either:

- The Real Estate Sales Traineeship, where you find a Real Estate Agent who will employ you under a contract of training for a maximum of 12 months, with a 6 week probation period. This enables you to be trained in the workplace to national standards. You will undertake on-and off-the-job training throughout the traineeship. Trainees receive a basic training wage in accordance with the registered Real Estate Award.

OR

- Intensive or Part-time Sales Courses are available through the Real Estate Training College. These courses can be completed over 7 weeks as an intensive program or on a part-time arrangement as required. You then seek out an employer who will engage you as a sales representative.

Whichever method of gaining the educational requirements you choose, it is important that you approach Real Estate Principals to convince them that they need to employ you. You must be persistent and demonstrate what you have to offer. It is up to you to convince agents that you are going to be of benefit to the dynamic and constantly growing Real Estate Industry.

If students do not already have an employer and wish to find employment in the Real Estate industry, we can arrange introductions to key real estate employers or recruitment companies during your course.





Certificate IV in Property Services (Real Estate)

Starting Dates and Mode of Study

The College offers a rolling intake, so you can begin the Certificate IV in Property Services (Real Estate) at any time. The course can be undertaken on a full or part-time basis as well as under a traineeship program. Classes are held at the premises of the Real Estate Training College between 9am and 4pm on selected days. Request the course timetable for this year

Trainers

The trainers are practising Real Estate Agents, Lawyers, Developers and Salespeople who are leaders in their field.

Course Costs

The cost of the Certificate IV in Property Services (Real Estate) if undertaken on a part or full-time basis, is \$4,100. If undertaken as a traineeship, the course cost is \$1,500 and the balance of the cost is subsidised by the government. There is capacity to make payments by instalment upon discussion with Marilyn at the College.

Refunds

Refunds are not granted automatically, so please refer to the College refund policy for all relevant details.

Vocational Outcomes

Candidates completing the Certificate IV in Property Services (Real Estate) generally choose to begin careers as Real Estate Sales Representatives, Personal Assistants or Property Managers.

Prerequisites

School Year 10 or equivalent.

Recognition of Prior Learning

Recognition of Prior Learning (RPL) recognises an individual's current knowledge and skills learnt from other courses, life experience and/or workplace training, and measures it against the course they wish to do. If what has been learnt is relevant to the course, some parts of the course may not have to be completed.

Credit Transfer and Mutual Recognition

Credit Transfer means credit towards qualifications granted to students on the basis of outcomes gained by a student through participation in identical units of competency from courses or training packages with another Registered Training Organisation. Credit Transfer is available to any student enrolling in the Real Estate Training College.

Assessment

The Certificate is presented in a competency-based style and a candidate's competency will be assessed at all levels. The training assessment is based on written assessments, role plays, questions and practical demonstration of competency. You will complete a training plan at induction with the College that is flexible and complements your work and personal timetable.

Access and Equity

The Real Estate Training College is committed to ensuring that all members of the general public have equitable access to our courses and to a fair and non-discriminatory learning environment. Please request further information regarding College policies and procedures if you require further detail.

How to Apply

Contact the College and complete an enrolment form and induction. It is preferred that candidates have a personal appointment at the College to complete the enrolment and induction. However, this is not possible in all instances and other arrangements will be made if necessary/required.

Come and See Us at the College

All the training is done here at Level 5/31 Franklin Street Adelaide, a 5 minute walk to the Central Market and Victoria Square and just 10 minutes to the Railway Station on North Terrace.

We pride ourselves on the personalised attention and mentoring you will receive from Marilyn and Greg to make the transition to your new career stress free.

At all times you can contact the college for advice and direction regarding your study. Come and have a chat to Marilyn and Greg and find out more about what a career in Real Estate can offer you.

Contact Us

on 08 8410 4990 / 0403 124 916

or email info@RealEstateTrainingCollege.com.au

General information is available on our web site at www.RealEstateTrainingCollege.com.au

Disclaimer: The information in this document is believed to be accurate at the time of development. The Real Estate Training College takes no responsibility for the accuracy, currency, reliability and correctness of any information. Please contact the College to determine if there have been any changes to this course information.