



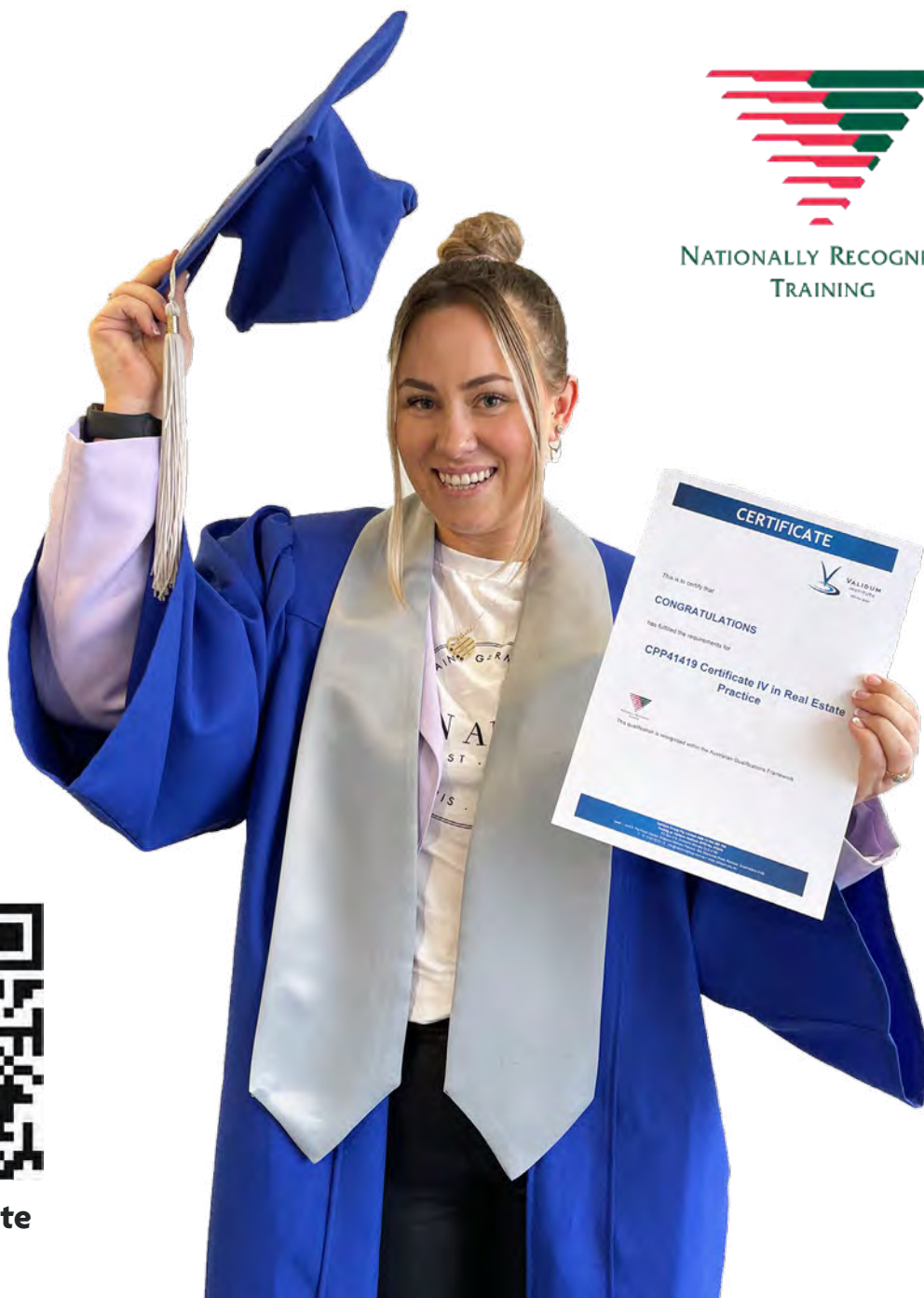
VALIDUM  
INSTITUTE

REAL ESTATE TRAINING

RTO NO. 41224

## QUEENSLAND COURSE GUIDE

# Get Started in Real Estate



Visit our website

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# Careers in Real Estate

The real estate industry is a complex and exciting environment that is constantly changing, so you will never get bored!

So if you are looking for financial stability, freedom and a great lifestyle with a job that has a flexible work-life balance, then maybe a real estate career is for you.

**Qualified real estate professionals operate across a range of roles and specialty areas, including:**

- > Salesperson
- > Property Manager
- > Auctioneer
- > Buyer's Agent
- > Business Broker
- > Business Development Manager
- > Resident Letting Agent
- > Administration Assistant
- > Sales Assistant / Associate
- > PM Assistant / Associate
- > Real Estate Agency Principal / Business Owner



# How to Start Work In Real Estate

To start work in the Queensland real estate industry, you must hold a [Salesperson Registration Certificate or Real Estate Agent Licence with the Queensland Office of Fair Trading](#).

- Don't let the name 'Salesperson Registration Certificate' fool you! Working under a Registration Certificate also allows you to operate as a property manager in leasing/renting, similar to a Real Estate Agent Licence.
- To be eligible for a Salesperson Registration Certificate or a Real Estate Agent Licence, you must:
  - Be at least 18 years old
  - Have no criminal convictions or have been bankrupt or insolvent
  - Complete the required training course
- For any questions about eligibility in Queensland real estate licensing, contact the [Office of Fair Trading \(OFT\)](#) on 13 74 68.
- Real Estate Licensing requirements differ in each state and territory. However, you can apply for mutual recognition to transfer your Queensland Licence and work interstate if need be. Contact the real estate licensing body in your chosen state for more information.

# Your Real Estate Pathways

Validum provides customised support to get you job ready and on the pathway to becoming a skilled and knowledgeable real estate agent or property manager.



## Pathway 1

### Real Estate Salesperson (Registration Certificate)

- > Buy, sell, exchange or rent houses, businesses, land or any interest in these
- > Manage your place of business (except the principal place of business), unless you are registered with conditions
- > Negotiate on behalf of a buyer, seller, landlord or exchange or rent houses, businesses or land
- > Show property to potential buyers or tenants
- > Inspect and assess property for sale or rent
- > Advertise a property for rent or sale
- > Open up a property for inspection for sale or rent

## Pathway 2

### Full Real Estate Agent Licence

- > Own or manage a real estate agency
- > Buy, sell, exchange or rent houses, businesses, land or any interest in these
- > Negotiate on behalf of a buyer, seller, landlord or exchange or rent houses, businesses or land
- > Show property to potential buyers or tenants
- > Inspect and assess property for sale or rent
- > Collect rent on behalf of a landlord
- > Advertise a property for rent or sale
- > Open up a property for inspection for sale or rent
- > Manage an apartment complex and sell any units independently, without having to work through an established agency
- > Operate a trust account on behalf of sellers and buyers and landlords

## CHOOSE YOUR COURSE

# Queensland Real Estate Registration Certificate Course

The Registration Certificate course is for those wanting to start in the real estate industry by working in an existing agency as a real estate salesperson or property manager.

<b>Course Duration</b>	You have 6 months to complete the course. (Students have completed the course in as little as 1 week full time or 3-4 weeks part time)
<b>Potential Career Outcomes</b>	<ul style="list-style-type: none"><li>&gt; Property manager and associate/assistant role</li><li>&gt; Salesperson and associate/assistant role</li><li>&gt; Active support staff in marketing and property staging</li></ul>
<b>Delivery/Support</b>	Blended Learning - learning material and assessments are accessed and completed online within your student portal. Unlimited trainer support by phone, email, video webchat or face-to-face personal tutoring.
<b>Assessments</b>	<ul style="list-style-type: none"><li>&gt; 12 units of competency</li><li>&gt; 7 sets of Assessments</li><li>&gt; Multiple-choice and short answers questions</li><li>&gt; 4 video roleplays</li><li>&gt; Open-book &amp; competency-based assessment</li><li>&gt; Unlimited resubmissions</li></ul>



# Units in the Registration Certificate Course (12 units)

- > **CPPREP4001** Prepare for professional practice in real estate
- > **CPPREP4002** Access and interpret ethical practice in real estate
- > **CPPREP4003** Access and interpret legislation in real estate
- > **CPPREP4004** Establish marketing and communication profiles in real estate
- > **CPPREP4005** Prepare to work with real estate trust accounts
- > **CPPREP4101** Appraise property for sale or lease
- > **CPPREP4102** Market property
- > **CPPREP4103** Establish vendor relationships
- > **CPPREP4104** Establish buyer relationships
- > **CPPREP4105** Sell property
- > **CPPREP4121** Establish landlord relationships
- > **CPPREP4123** Manage tenancy



## CHOOSE YOUR COURSE

# Queensland Full Real Estate Agent Licence Course

**(Includes the CPP41419 Certificate IV in Real Estate Practice)**

A licenced real estate agent looks after the selling and buying and/or renting of houses. You can also work as an independent contractor and contract your services to an established agency, or start your own agency.

<b>Course Duration</b>	You have 12 months to complete the course. (Students have completed the course in as little as 3 weeks full time or 2-3 months part time)
<b>Potential Career Outcomes</b>	<ul style="list-style-type: none"><li>&gt; Real Estate Business Owner</li><li>&gt; Principal Licensee</li><li>&gt; Independent Contractor</li><li>&gt; Private (Sole Trader)</li><li>&gt; Real Estate Agent</li><li>&gt; Buyer's Agent</li><li>&gt; Property Manager</li></ul>
<b>Delivery/Support</b>	Blended Learning - learning material and assessments are accessed and completed online within your student portal. Unlimited trainer support by phone, email, video webchat or face-to-face personal tutoring.
<b>Assessments</b>	<ul style="list-style-type: none"><li>&gt; 19 units of competency</li><li>&gt; 10 sets of Assessments</li><li>&gt; Multiple-choice and short answers questions</li><li>&gt; 6 video roleplays</li><li>&gt; Open-book &amp; competency-based assessment</li><li>&gt; Unlimited resubmissions</li></ul>



# Units in the Real Estate Agent Licence Course (19 units)

- > **CPPREP4001** Prepare for professional practice in real estate
- > **CPPREP4002** Access and interpret ethical practice in real estate
- > **CPPREP4003** Access and interpret legislation in real estate
- > **CPPREP4004** Establish marketing and communication profiles in real estate
- > **CPPREP4005** Prepare to work with real estate trust accounts
- > **CPPREP4101** Appraise property for sale or lease
- > **CPPREP4102** Market property
- > **CPPREP4103** Establish vendor relationships
- > **CPPREP4104** Establish buyer relationships
- > **CPPREP4105** Sell property
- > **CPPREP4121** Establish landlord relationships
- > **CPPREP4122** Manage tenant relationships
- > **CPPREP4123** Manage tenancy
- > **CPPREP4124** End tenancy
- > **CPPREP4125** Transact in trust accounts
- > **CPPREP4503** Present at hearings in real estate
- > **CPPREP4506** Manage off-site and lone worker safety in real estate
- > **CPPREP5006** Manage operational finances in the property industry
- > **CPPREP5010** Manage customer service activities in the property industry

# What Makes Validum Different

Validum is committed to preparing our students for successful real estate careers.



**NO EXAMS**  
Open Book Assessments  
Unlimited Resubmissions



**PAYMENT PLANS**  
Available



**FREE One-on-one**  
Personalised  
Trainer Support



**Online or In-Person**  
Delivery



**NATIONALLY RECOGNISED**  
Courses covering OFT  
requirements



**FREE Priority**  
Marking  
(on request)



**Study on Any**  
Device (PC, Mac,  
iOS, Android)



**FREE Recognition**  
of Prior Learning



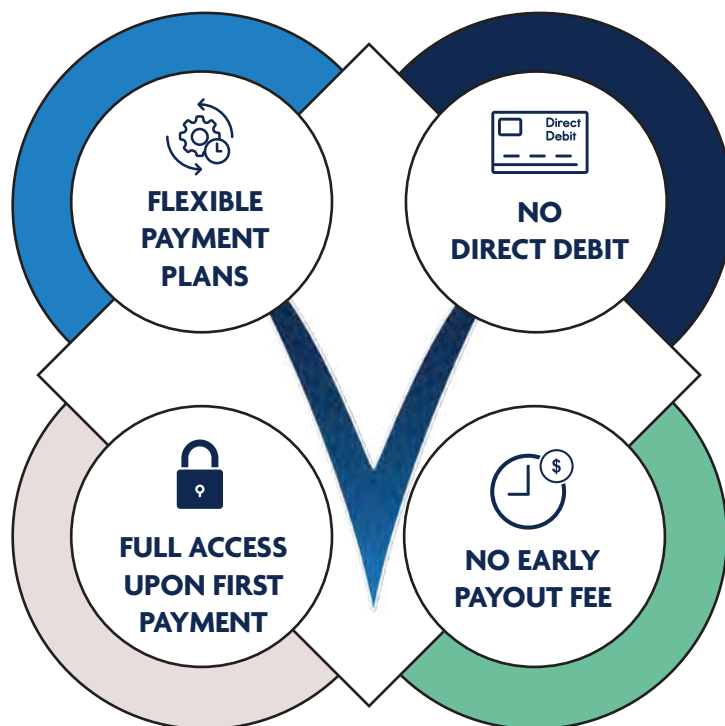
**FREE Laptop /**  
Wi-Fi use while  
in Institute\*

*\* Subject to Availability - Bookings are Essential*

# Payment Plans Available\*

Validum offer customised payment plans to suit your budget.

You can get started whenever you are ready – visit our website [www.validum.edu.au](http://www.validum.edu.au) to begin your real estate journey.



\*Terms & Conditions Apply

## Have Questions?

Contact Shelby from our Enrolments Team for your personal consultation.

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# Contact Us



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