

# TRAINEESHIPS

## What are the benefits of a traineeship?

Traineeships are valuable on two levels.

- From an agency perspective, by up-skilling staff though traineeships employees are motivated to achieve a higher company standard. In addition to this, the potential Federal Government funding that can be claimed through the traineeship can contribute to the learning and development budget of the agency and assist with on-going and consistent training.
- From an individual perspective, the Certificate IV in Property Services (Real Estate) completed through the traineeship is a nationally recognised qualification and is a valuable addition to any employee's CV and skill set.

## What is the difference between a cadet and a trainee?

**Trainee:** A staff member completing the Certificate IV in Property Services (Real Estate) who has had a training contract put in place by an Australian Apprenticeship Centre which has been lodged with the Department of Education and Training (DET).

**Not a trainee:** A new staff member completing the Registration course with an arrangement to be mentored by a senior agent.

The Real estate Industry Award (2010) defines a traineeship as a system of training that has been lodged with the Department of Education, Training and Employment.

This means that trainees and their employers have a training contract (this is different to an employment contract) which has been drawn-up by an Australian Apprenticeship Centre and registered with DET. In addition to this, trainees must be completing a certificate level qualification, in this case the Certificate IV in Property Services (Real Estate). If an employee does not have a training contract and is not completing a formal qualification they are not a trainee but might be considered a 'cadet'.

## Why would I consider a traineeship instead of just the Registration course or a Full licence?

While a Registration or Real Estate Agent Licence course will fulfil the legal requirements to be a real estate practitioner, a traineeship takes things further. Trainees have the opportunity to not only learn the nuts and bolts of the real estate profession through 24 units of competency based training but are also mentored by real estate professionals who are committed to quality in a structured workplace training program. By combining theory and practical learning, trainees are given relevant workplace skills that benefit both themselves and their employers by raising the standards of the real estate profession. The real question is why wouldn't you consider a traineeship?

## Why choose an REIQ traineeship?

As the representative body for the real estate profession, the REIQ is in a unique position to provide real estate training that is highly regarded by the profession. Our training is presented by real estate professionals and is backed up by well researched, comprehensive support materials. In addition to this, the REIQ is able to offer a dedicated Traineeship team, committed to supporting our trainees throughout their traineeships.



**Brisbane:**  
(07) 3249 7347

**Sunshine Coast:**  
(07) 5479 6272

## What is the course and how much will it cost?

The qualification REIQ trainees complete is a Certificate IV in Property Services (Real Estate) which has 24 units of study. Each of the 5 streams of traineeship the REIQ offers (Sales and Auctioneering, Property Management, Agency Support, Licensing and Commercial) include the seven units required for registration with the Office of Fair Trading. To view the units covered in each stream go to: <http://www.reiq.com/courses-training/traineeships> and click on the stream you are interested in.

### **Traineeship fees:**

REIQ member: \$2,200

Non-member: \$3,000

### **Instalment plan**

Instalment plans of 50%, with 1st instalment payable at the time of enrolment are available.

**PLEASE NOTE:** all future training will be suspended immediately if the 1st or 2nd instalment is not paid on time.

### **Additional Trainees:**

For any additional traineeships signed up at the same time the discounted package fee of \$1850 for REIQ members will apply or \$1650 for those that have completed CPP07 Registration units. Non-members would pay \$2650 and \$2450 respectively.

## Who is eligible for Government Funding?

There can be Federal financial incentives for traineeships but this is not where the value of a traineeship lies. The REIQ has subsidised the fees for the Certificate IV in Property Services (Real Estate) when it is being completed under traineeship arrangements because we believe that it provides real estate professionals with the best supported way to gain additional skills and grow their career.

It is important to recognise that Federal funding for training is not only dependent on the training program itself but also has specific criteria for the eligibility of candidates. The main criteria that can effect funding of a traineeship are an employee's;

- Citizenship status
- Prior qualifications
- Employment status

### **Federal government incentives** (eligibility criteria applies)

Commencement Incentive Payment for full-time trainees (paid 6 months after commencement) \$1,500

Completion Incentive Payment for full-time trainees (paid on completion of traineeship) \$2,500.

Additional incentive payments may be available for school-based or mature aged trainees.

For more information on incentive payment eligibility you can contact your local Australian Apprenticeships Centre (ACC) on 13 38 73. Please note that you will need to have specific traineeship candidate details to check against the eligibility criteria.

## How do I get things started?

**Employers:** Once you have recruited your candidate you can contact your local REIQ office to speak with one of our Traineeship Representatives.

**Trainees:** We recommend that you canvas your local agencies to see if any would be willing to take you on as a trainee. To find REIQ accredited agencies in your area, go to [reiq.com](http://reiq.com) and search under the 'Find an agent' page.



National Provider Code: 5420  
All units from CPP40307 Certificate  
IV in Property Services (Real Estate)

This is a controlled document  
and becomes uncontrolled when  
downloaded or reproduced.  
January 2018