

REAL ESTATE AGENT LICENCE UPGRADE COURSE

Already have your 7 current Registration units of competency (from CPP07 Property Services Training Package) and want to be a business owner or principal licensee?



Start now!

With the REIQ's online study options and regularly scheduled tutorials or contact classes, you can start any time.



Variety

Once you have your qualifications there are a variety of career paths to explore, including sales agent, property manager, corporate support, principal or business owner and auctioneer plus many more!



No degree required!

Unlike other professions, you don't need to study for three years plus at University to get started. A comprehensive licence upgrade course takes only nine days plus assessments, and that's the most time consuming option!



Be employer or employee

If independence appeals to you – with a Real Estate Agent Licence you can open your own business, whether it's a large agency with a number of employees working out of a shopfront, or just yourself working from home. If you'd prefer to work for someone else there are also plenty of opportunities to do just that.



Exceptional service is rewarded

Real estate is a people focussed business, where "word of mouth" recommendations and referrals from past clients carry a lot of weight. Plenty of successful real estate professionals will tell you it's their networks of happy past clients that have led to their current thriving businesses.

Have you already completed the 7 current Registration units of competency (from the CPP07 Property Services Training Package)?

YOU NEED ONLY:

1. Complete the REIQ Licence Upgrade Course (pick the study option that suits you from the choices listed over the page).
2. Get a result of 'competent' on your course assessments, and the REIQ will give you a "Statement of Attainment".
3. Apply to the Office of Fair Trading for your Real Estate Agent Licence.

WHO WE ARE

We want you to have a highly successful career.

The Real Estate Institute of Queensland (the REIQ) exists to represent and support the real estate profession. By training you well and making you the best agent you can be, we believe the real estate profession can be populated by inspired, educated and committed individuals who love what they do and have the results to prove it.

We offer the best quality registration and licensing training, delivered by highly experienced professionals, at extremely competitive rates. If you want to succeed in real estate, we are here to help.

The REIQ's team of expert trainers are dedicated and highly skilled industry professionals, who provide the very best of

industry knowledge, expertise and practical experience. Course support materials are available in print and online and are designed as a comprehensive easy reference guide.

TOP 11 REASONS TO CHOOSE THE REIQ FOR REAL ESTATE REGISTRATION COURSES

1. Learn from the experts
2. Study where and when it suits you - tutorials and classes available throughout Queensland or study online.
3. Online assessments (5 business day marking turnaround)
4. Pay by the month available
5. Help with assessments in person, by email and by phone
6. ALL the info you need to know
7. 24hr Online Marking Guarantee available
8. Career networking and recruitment opportunities
9. Online student resource library including videos and comprehensive learning resources
10. Finish at your own pace
11. FREE *Career Planning and Job Seeking Skills for Rookies* courses for ALL REIQ students

REIQ MEMBERSHIP

Student membership allows REIQ students ongoing access to the Institute's wealth of knowledge during and after their training has finished, including discounts on training, updates on legislative changes, best practice guidelines and market conditions plus the Kickstart Program. Students may become members at the time of enrolling in their Registration or Licensing course.

E | membership@reiq.com.au or P | 3249 7347 for information.

LICENSING UPGRADE COURSE - 12 UNITS OF COMPETENCY

PROPERTY MANAGEMENT BLOCK UNITS

- CPPDSM4011A List property for lease
- CPPDSM4007A Identify legal and ethical requirements of property management to complete agency work
- CPPDSM4016A Monitor and manage lease or tenancy agreement
- CPPDSM4046A Manage tenancy disputes

SALES BLOCK UNITS

- CPPDSM4003A Appraise property
- CPPDSM4019A Prepare for auction and complete sale
- CPPDSM4005A Establish and build client-agency relationships
- CPPDSM4018A Prepare and present property reports

TECHNOLOGY AND MARKETING BLOCK UNITS

- CPPDSM4013A Market property for lease
- CPPDSM4014A Market property for sale

FINANCE BLOCK UNITS

- CPPDSM4006A Establish and manage agency trust accounts
- BSBSMB406A Manage small business finances

Note: You must have completed the 7 current CPP07 Registration units to be eligible to enrol in the Real Estate Agent Licence upgrade option. If you haven't yet done any study, you'll need to complete the full REIQ Real Estate Agent Licence Course (19 units) or apply for RPL if you have current real estate experience.

See the back page of this brochure for locations and course dates.

OUR TRAINERS



Connie McKee



Nick Brown



Melissa Sullivan



Kim Coffey



Marie Williams



Robyn Glasgow



Samara Bedwell



David Crerar



Ranita Patel



Rachael
Wilschefski



Jason Bedwell



Selinda Randal



Malcom Riley



Peter Brewer



Peter Meyers



Helen Habgood

TESTIMONIALS

I just had the pleasure of completing my Real Estate Licence through the REIQ. I found the trainers to be thorough, professional, and extremely knowledgeable and diligent. While I do have 20-years business experience and tertiary qualifications, I did not have specific real estate experience. After completing your course I now feel confident to open my own real estate business. I'd like to thank you for the quality level of your courses and instructors, and I'll be sending my staff to the REIQ for training in future.

Geraldine W, December 2016

REIQ are phenomenal! They provide students, like myself, the flexibility to set their own achievable pace for learning and their whole team are incredibly supportive. After attending the four-day sales registration course recently at REIQ Gold Coast, I cannot stress highly enough the value you get from attending the face-to-face classes. You are in the presence of very knowledgeable industry professionals who can speak from vast experience. If you are considering a career within the Real Estate industry - I would encourage you to attend one of REIQ's free information sessions!

Rebecca G, 29 June 2017



CHOOSE HOW YOU STUDY



1 ONLINE STUDY \$1300 (\$1200 REIQ MEMBERS)

- Start any time
- Self-paced
- Online assessments
- No minimum timeframe

OR

2 FAST 3 DAY TUTORIALS \$1450 (\$1350 REIQ MEMBERS)

- If you're short on time but still want to learn from REIQ's experienced training team
- Self-paced study with 3 day face-to-face tutorials (offered regularly throughout QLD)

OR

3 COMPREHENSIVE 9 DAY CLASSES \$1650 (\$1550 REIQ MEMBERS)

- For those who want to make the most of their new career
- Attend the Property Management, Finance, Sales and Technology and Marketing Blocks

OR

4 WEEKEND INTENSIVE LICENCE UPGRADE (3 DAYS) \$1450 (\$1350 REIQ MEMBERS)

- For those who can't make it during the business week
- 3 day intensive weekend classes with REIQ's experienced training team
- Brisbane & Gold Coast

INTENSIVE WEEKEND LICENCE UPGRADE CLASSES

(3 days) 8.30am - 5.30pm daily

BRISBANE

17 - 18 March & 24 March
16 - 17 June & 23 June

GOLD COAST

24 - 25 March & 21 April
30 June - 1 July & 7 July



FAST 3 DAY TUTORIALS CLASSES

9.00am - 4.30pm daily

BRISBANE

31 January - 2 February
28 February - 2 March
21 - 23 March
2 - 4 May
30 May - 1 June
27 - 29 June

SUNSHINE COAST

14 - 16 February
11 - 13 April
20 - 22 June

TOOWOOMBA

16 - 18 May

GOLD COAST

31 January - 2 February
28 February - 2 March
21 - 23 March
2 - 4 May
30 May - 1 June
27 - 29 June

COMPREHENSIVE 9 DAY CLASSES IN 4 BLOCKS- choose the dates to suit your schedule

BRISBANE

PM BLOCK	SALES BLOCK	FINANCE BLOCK	TECH & MARKETING BLOCK
15 - 17 January	22 - 24 January	18 - 19 January	25 January
26 - 28 February	5 - 7 March	1 - 2 March	8 March
16 - 18 April	1 - 3 May	19 - 20 April	4 May
4 - 6 June	11 - 13 June	7 - 8 June	14 June

GOLD COAST

PM BLOCK	SALES BLOCK	FINANCE BLOCK	TECH & MARKETING BLOCK
5 - 8 February	13 - 15 February	8 - 9 February	16 February
16 - 18 April	26 - 28 March	19 - 20 April	29 March
21 - 23 May	5 - 7 June	24 - 25 May	8 June

SUNSHINE COAST

PM BLOCK	SALES BLOCK	FINANCE BLOCK	TECH & MARKETING BLOCK
5 - 7 March	12 - 14 March	8 - 9 March	15 March
4 - 6 June	25 - 27 June	7 - 8 June	28 June

TOOWOOMBA

PM BLOCK	SALES BLOCK	FINANCE BLOCK	TECH & MARKETING BLOCK
11 - 13 June	18 - 20 June	14 - 15 June	21 June