

SALES BLOCK **COURSE** JANUARY-JUNE 2017

3 day Sales **BLOCK** course



The REIQ's SALES BLOCK course offers vital sales skills for success in the real estate industry. Spanning property appraisals, auction sales and marketing skills, SALES BLOCK provides some excellent practical hints and tips for those interested in sales.

The SALES BLOCK course can be studied on its own or in conjunction with REIQ's other block courses, REGISTRATION, PROPERTY MANAGEMENT, FINANCE and TECHNOLOGY AND MARKETING which together contain the 19 competencies needed to obtain the Full real estate licence.

Students completing the SALES BLOCK course will gain four credits towards a full real estate agent's licence qualification.

Study options

The SALES BLOCK course can be studied by attending three days in class or you may prefer to study the competencies online. Enrolment forms are available on our website | www.reiq.com or phone us on (07) 3249 7347 for more information.

Students studying in class will be issued with hard copy manuals when they attend each competency. Both contact class and online students complete their assessments online. If you prefer printed assessments an additional \$50 fee applies. Online students have the option of receiving their manuals in hard copy for an additional \$50.

Additionally, REIQ offers a wide range of ongoing specialist and tailored training sessions and conferences for real estate professionals. Visit our website at reiq.com for further information and calendars for upcoming events and specialised courses.

The REIQ Student Handbook containing information on REIQ's policies, procedures and fees is available at reiq.com

COMPREHENSIVE 3 DAY CLASS DATES:

BRISBANE	23 - 25 January	20 - 22 March	15 - 17 May
GOLD COAST	20 - 22 February	19 - 21 April	14 - 16 June
SUNSHINE COAST	13 - 15 March		
TOOWOOMBA	14 - 16 June		

\$650 REIQ members
\$750 non-members

Daytime Classes
or
Online

CPPDSM4019A Prepare for auction and complete sale

- Selling by auction
- Auction documentation
- The marketing campaign
- the auction sale
- Servicing the auction listing

CPPDSM4003A Appraise property

- The property market
- Direct comparison methodology
- Property pricing
- The Comparative Market Analysis
- Research and property appraisal
- Determining rental price

CPPDSM4005A Establish and build client - agency relationships

- Communicating effectively with clients
- Client agency relationship management strategies
- Personal marketing strategies
- Building ongoing relationships with clients

CPPDSM4018A Prepare and present property reports

- Identifying building styles
- Construction materials and methods
- The property inspection
- Inspecting managed property
- Building and maintenance options



FOR MORE INFORMATION OR TO ENROL:

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All units of competency from
CPP40307 Certificate IV in Property Services
(Real Estate)

National Provider Code No. 5420

