

Real Estate Sales Traineeships

The REIQ offers the following Certificate IV Traineeship specifically related to Real Estate Sales:

The Certificate IV in Property (Real Estate) Sales Traineeship (PRD40101) is a comprehensive introduction to the sales function in a real estate agency. Trainees undertaking this Level IV traineeship will be provided credits for the competencies required for registration as a salesperson. This traineeship is most suited to those individuals who are actively pursuing a career as a salesperson and who are commencing work in real estate in this capacity. There is a minimum age limit of 18 to undertake this level traineeship due to registration requirements.

The Level IV traineeship covers the following competencies:

- Obtain property listings - PRDRE13A
- Undertake property sale by private treaty - PRDRE15A
- Lease property - PRDRE18A
- Prepare and execute documentation - PRDRE39A
- Provide property appraisal - PRDRE11A
- Implement personal marketing plan - PRDRE30A
- Establish and expand client base - PRDRE12A
- Market property - PRDRE14A
- Clarify and confirm property information reports - PRDPOD62A
- Manage agency risk - PRDRE10A
- Present and explain property reports - PRDRE22A
- Perform and record property management activities and transactions - PRDRE37A
- Monitor sales process - PRDRE16A
- Plan meetings to enable the stated objectives of the meetings to be met - BSAORG402B
- Participate in, lead and facilitate work teams - BSXFMI404A
- Provide property development and marketing services - PRDRE21A
- Conduct property sales by auction - PRDRE26A

This level IV traineeship requires trainees to spend 18.5 days of contact training at the REIQ during the 12 month traineeship period. Trainees will be required to complete written assessments for all competencies contained in the traineeship. The Level IV traineeship provides all the educational requirements needed to apply for registration with the Office of Fair Trading.

Please contact the REIQ Professional Development department on
(07) 3249 7347 for information pertaining to costs.

Current as at 22nd February 2005