

# Business Broking units



REIQ offers a range of courses designed to offer both experienced business brokers, and newcomers to the industry, an insight into many aspects of business broking. REIQ's range of Business Broking units detailed below are part of the National Property Services Training Package, meaning students are assessed against the learning outcomes for each unit, and upon achieving competency, are awarded a statement of attainment for their completion of that unit. These units are also available for study by Distance Education.

**Discount package price for all six Business Broking units:  
Members \$1000 Non Members: \$1140**

## **CPPDSM4079A – Work in the Business Broking Sector**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 26 October (Gold Coast), 17 November (Sunshine Coast), 27 September (Brisbane)**

- Modelling high standards of performance
- Developing and maintaining professional competencies
- Personal and professional development in business broking
- Interpreting and applying financial, legal and procedural requirements

## **CPPDSM4061A – Obtain Prospects for Listing**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 27 October (Gold Coast), 18 November (Sunshine Coast), 28 September (Brisbane)**

- Identifying and developing marketing opportunities
- Strategies to encourage client patronage
- Securing client patronage
- Databases and record keeping

## **CPPDSM4029 – Appraise Business**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 29 September (Brisbane)**

- Researching the market
- Appraising the business
- Completing the appraisal
- Appraisal documentation and reports

## **CPPDSM4053A – List Business for Sale**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 28 October (Gold Coast), 19 October (Sunshine Coast), 3 November (Brisbane)**

- Establishing client and agency requirements
- Establishing business status
- Completing the listing
- Marketing and advertising budget

## **CPPDSM4069A – Promote and Market Listed Business**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 4 November (Brisbane)**

- Developing the business profile
- Developing the buyer profile
- Preparing marketing material
- Implementing marketing options
- Reviewing and reporting on marketing activities

## **CPPDSM4060A – Negotiate Sale and Manage Sale to Completion/Settlement**

**Member \$220 Non Member \$240 Duration 1 Day**

**Next scheduled for 2010: 5 November (Brisbane)**

- Qualifying buyers
- Providing information to buyers
- Managing negotiation
- Executing the contract
- Managing contract to settlement

Course calendars and enrolment forms for all regions are obtainable from REIQ Professional Development on 3249 7347.