

Business Broking Traineeship

The REIQ logo consists of a red square with the white text "REIQ" inside.

The Certificate IV in Property Services (CPP40307) Business Broking is a comprehensive introduction for trainees wishing to work in the Business Broking sector. Trainees undertaking this Level IV traineeship will gain the required qualifications to apply for their Registration under the Property Agents and Motor Dealers Act. Trainees learn the essentials for a successful career in the real estate industry, focusing on the elements particular to the business broking sector. The 24 units in this traineeship encompass the fundamentals of listings and prospecting, legislation, marketing of businesses, negotiation skills and business appraisals along with gaining necessary communication and general business skills.

Units

CPPDSM4080A – Work in the real estate sector
CPPDSM4008A – Identify legal and ethical requirements of property sales
CPPDSM4007A – Identify legal and ethical requirements of PM
CPPDSM4009A – Interpret legislation to complete the work
CPPDSM4015A – Minimise agency and consumer risk
CPPDSM4012A – List property for sale
CPPDSM4022A – Sell and finalise the sale of property by private treaty
CPPDSM4010A – Lease property
CPPDSM4006A – Establish and manage agency trust accounts
CPPDSM4014A – Market property for sale
CPPDSM4003A – Appraise property
CPPDSM4019A – Prepare for auction and complete sale
CPPDSM4018A – Prepare and Present Property Reports
CPPDSM4005A – Establish and Build Client Agency Relationships
CPPDSM4017A – Negotiate Effectively in Property Transactions
CPPDSM4032A – Arrange Valuation of Facilities and Assets
CPPDSM4036A – Broker Sale of Industrial, Commercial and Retail Property
CPPDSM4061A – Obtain Prospects for Listing
CPPDSM4079A – Work in the Business Broking Sector
CPPDSM4029 – Appraise Business
CPPDSM4053A – List Business for Sale
CPPDSM4069A – Promote and Market Listed Business
CPPDSM4060A – Negotiate Sale and Manage Sale to Completion/Settlement
BSMRKG407A – Make a Presentation

This Level IV Traineeship consists of 19.5 days of contact training at the REIQ during the 24 month traineeship period. Some trainees may be eligible to undertake their traineeship studies by Distance Education. Trainees will be required to complete written assessments for all competencies contained in the traineeship.

A summary of the Employability Skills developed through the full Certificate IV in Property Services (Real Estate) qualification can be viewed at http://www.reiq.com.au/pdfs/CareerInfo/Employability_Skills_Qualification_Summary_CPP40307.pdf