



**Industry Training Consultants**  
real estate training specialists

## CPD Training for Class 3 Assistant Agents



**ENROL TODAY**

**ITC.NSW.EDU.AU OR 02 4001 0128**

### WHY STUDY WITH US?

Industry Training Consultants is a Registered Training Organisation (RTO#45537) offering nationally recognised training to the property agents sector in New South Wales. ITC provides more than your typical training services. We act as a consultant and advisor to many real estate agencies throughout the state and can assist in the design, development and implementation of compliance systems.

As an organisation, we believe in building a lasting business relationship by earning our clients praise and respect. We do this by providing tailored solutions to meet both organisation and individual needs, and exceptional ongoing service and support to our clients.

We understand that remaining available to our clients is of the highest priority. We are here to answer your questions in relation to our nationally accredited training programs, offer assistance and advice and have an open door policy on our business operations.



## Learning Strategy

All resource guides and assessment practicums are provided to students in hard copy (including electronically if undertaking the training by correspondence). The resource guide is used to develop a sound knowledge base of each unit of competency.

Certificate of registration holders as an assistant real estate agent must complete at least 3 units each CPD year from a valid Certificate IV qualification that is required for the issue of a Class 2 Agent licence in Real Estate (with or without restrictions).

The CPD obligations as an assistant real estate agent (formerly called a Certificate of Registration holder) must complete at least 3 units from the CPP41419 Certificate IV in Real Estate Practice. Industry Training Consultants will deliver in Year 1

- CPPREP4103 Establish vendor relationships
- CPPREP4104 Establish buyer relationships
- CPPREP4121 Establish landlord relationships

The above units of competency are also based on the nationally endorsed CPP Property Services Training Package for the real estate industry sector, and is for people/learners who want to acquire the skills needed to sell, market, lease and manage real estate/property within a property agency at level 4 – Certificate IV.

You will learn the fundamental concepts relating to property and business law, risk management, appraising property including marketing concepts and requirements. These skills will be applicable across a range of property sectors -residential, commercial and industrial.

**Note: If an individual applies for a Class 2 Agent licence using the old superseded qualification CPP40307 - Certificate IV in Property Services (Real Estate).**

- At least one unit of the qualification must have been completed prior to the commencement of the reforms, and
- They will receive a conditional licence that is subject to a restriction condition.

**For example: Class 2 Real Estate Agent conditioned to undertake sales and leasing or on-site residential property management only.**

## Time Frame

9am – 5pm (Face to Face)

## Outcome

A student who successfully completes these units will be issued with a statement of attainment and transcript, demonstrating the number of units completed.

## Cost

\$420.00 (Face to Face)  
\$300.00 (Correspondence)



NATIONALLY RECOGNISED  
TRAINING