There is no greater honour bestowed upon an individual then having a licence granted by Government in their chosen field. It is a sign to the world that a person has the skills, knowledge and expertise to do the job.

On 1 July 2012 property licensing will change in this country. A national licensing regime will be launched on the real estate community. Every state will have the same category of licence, the same requirements for getting one, the same standards and the same ability to black ban those who don’t comply with those standards. What we don’t know is what these requirements or standards are. A national discussion paper was due to be published by now, but is nowhere to be seen yet. What licenses you will need to conduct your business after 1st July 2012 is unknown, and what you need to get those license(s) is a mystery.

Currently, getting a licence is at its most streamlined process in history. There are 4 simple requirements to getting a licence:

- You must be over 18;
- You must be a fit and proper person;
- You must not be a disqualified person and;
- You must have undertaken particular qualifications.

At the moment, the ability for people to obtain qualifications is at its fairest. A person can obtain a qualification by successfully completing a course(s) or by demonstrating that they have the knowledge, skills and/or experience to perform the tasks in their chosen field. This latter process is called Recognition of Prior Learning (RPL). If you have been performing those particular tasks, a registered training organisation can grant you exemptions from courses because of your experience.

Let’s look at real estate for example. There are 24 competencies that must be obtained in order to apply for a real estate agent’s licence.
We have bundled these 24 competencies into 6 modules:

- Certificate of Registration;
- Sales;
- Property Management;
- Trust Accounting;
- Cash Flow Management and;
- Staff Management

For a person who has worked in sales for a considerable period of time, they would be given an exemption or RPL from the sales module of the real estate licence program. An exemption from the trust accounting module would also apply for property managers and administrators who have handled the trust account. Further, for a person who has run their own business, they can obtain exemptions from cash flow management staff development.

Some people say that this is an easy way to get a licence but, for those who have never had the experience, it is as difficult as it has ever been. Quicker yes, but the accelerated learning courses are not easy. Alternatively, if a person has done the job, a course will teach them nothing except boring theory. Giving a person’s practical experience credibility is not only appropriate but is wise from an educational sense.

This is the time when we know what hoops we have to jump through to get a licence. For those who want control of their own destiny and the honour bestowed upon them of having their own licence, this is the time to do it because we know exactly where the goal posts are.

**Cheers,**

**Bailey Compton**

**and The team at ACP/Leverage!**