



## CPD COURSES

### Dubbo

Stock & Station

**Wed 28th Mar**

### Sydney

Business Broking

**Wed 4th Apr**

### Tamworth

Sales & Property Mgmt

**Thu 5th Apr**

### Castle Hill

Sales & Property Mgmt

**Fri 6th Apr**

### Sydney

Real Estate Sales

**Thu 12th April**

### Grafton

Sales & Property Mgmt

**Wed 11th Apr**

### Sydney

Property Management

**Thu 12th Apr**

### Sydney

Commercial & Retail Leasing

**Fri 13rd Apr**

### Coffs Harbour

Sales & Property Mgmt

**Thu 19th Apr**

### Dee Why

Sales & Prop Mgmt

**Fri 20th Apr**

## Attention all agents wishing to sell businesses

The NSW Property Industry Reforms are set to come into force later this year and with their implementation we will see the removal of the Business Agent's category of licence and certificate of registration.

All business agents will have to transition to real estate certificates and licences which will be subject to a grace period, which should be better explained once the Regulations have been finalised.

In the second reading of the Bill on the 21st of November 2017, Matt Kean, Minister for Innovation and Better Regulation stated the following:

".... The buyers agents licence, the business agents licence and the on-site residential property managers licence will all be integrated into one licence, the real estate agents licence. Holders of the licences to be merged will be grandfathered onto the real estate agent's licence with appropriate restrictions so that their business operations will not be affected.

The required competency units for the Certificate IV in Property Services (Real Estate) that must be completed to obtain the real estate agents licence under the new framework will be revised to ensure they reflect the wider functions that these licence holders may undertake.

Current holders of the licence types to be integrated will be grandfathered onto a real estate agent's licence. This will avoid any interruption to routine business operations from the licensing reforms. The range of activities for grandfathered licence holders will be restricted unless they complete the additional competency units required to qualify for a full real estate agent's licence which will be required in the revised qualifications order."

This sentiment in the second reading speech is reflected in the Bill which has been passed by both houses of parliament, as the functions detailed for a real estate agent include business agent functions. So, what we do know is, to get your real estate licence in the future will be more complex and will involve not just obtaining your Certificate IV in Property Services (Real Estate) but will also require a demonstrated ability or competence in the areas of real estate, that is, property management and sales.

You will need to be able to show your experience levels in both areas, not just have your Licensee-In-Charge tick a box to suggest that you have that experience.

# CPD 2 HOUR SEMINARS

(8am - 10am unless otherwise specified)  
Pre-reading required.

**Full 12 points!!**

## **Parramatta**

Sales & Prop Mgmt  
**Thu 29th Mar**

## **Wollongong**

Sales & Prop Mgmt  
**Thu 5th Apr**

## **Bankstown**

Sales & Prop Mgmt  
**Wed 11th Apr**

## **Gosford**

Sales & Prop Mgmt  
**Fri 13th Apr**

## **Sydney**

(5-7pm)  
Sales & Prop Mgmt  
**Tue 17th Apr**

## **Coffs Harbour**

(1.30-3.30pm)

## **Strata**

**Thu 19th Apr**

## **Parramatta**

Sales & Prop Mgmt  
**Thu 19th Apr**

## **Sydney**

Strata Management  
**Fri 27th Apr**

## **Sydney**

Sales & Property Mgmt  
**Tue 8th May**

## **Penrith**

Sales & Prop Mgmt  
**Fri 18th May**

It will not be an easy process for those of you working on a business agents certificate of registration to obtain a property licence. You will not generally have that property management experience or property sale experience, as your business agents certificate of registration does not allow you to do these functions.

Our recommendation is the following:

If you are a business agent holding a business agent certificate of registration, commence your studies to the Certificate IV in Property Services (Real Estate) as soon as you can to enable you to apply for your licence before the Reforms come into force.

To obtain this qualification the Australian College of Professionals are able to offer a number of options ranging from in-class to online study as well as government funding options for those who qualify. We also offer Recognition of Prior Learning (RPL) and Recognition of Current Competence (RCC) which may assist you in reducing the amount of modules you will be required to complete to obtain that qualification.

'Til next time,

Wishing you every success in your business ventures,

## **Diploma of Leadership and Management**

BSB51915

Units taken from nationally accredited training qualifications from the BSB Business Services Training Package.

Every second Wednesday night  
5.30pm - 8.30pm

## **NEW Skills Course for 2018**

### **NCAT (The Reality of Tribunal)**

A one (1) day skills workshop facilitated by Lisa Jemmeson, Senior Associate, Litigation, Jemmeson & Fisher and Rosy Sullivan, College Principal, ACOP

The workshop will focus on the practical skills and knowledge required to present matters at the NSW Civil and Administrative Tribunal.

## CERTIFICATE OF REGISTRATION COURSES

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

### Tamworth

(Dist Ed + 1 day workshop)

**Fri 6th Apr**

### Sydney

**Mon 9th – Wed 11th Apr**

### Sydney

(Online + Weekend Workshop)

**Sat 14th - Sun 15th Apr**

### Coffs Harbour

(Dist Ed + 1 day workshop)

**Fri 20th Apr**

### Parramatta

**Mon 30th Apr – Wed 2nd May**

### Batemans Bay

(Dist Ed + 1 day workshop)

**Tue 22nd May**

## FINANCE AND MORTGAGE BROKING COURSES

Units taken from nationally accredited training qualifications from the FNS Financial Services Training Package.

### Cert IV in Finance & Mortgage Broking Sydney

**Mon 30th Apr- Wed 2nd May**

### Dip of Finance & Mort Broking Mgmt

Upgrade for existing

Cert IV holders

### Sydney

**Thu 3rd - Fri 4th May**

# From the Office

Hi all, what a wonderful whirlwind two weeks we have had here at the College.

Once again there has not been a free training day (including weekends) in our Sydney rooms, with all our trainers spread from Gosford, Liverpool, Goulbourn, Castle Hill, Parramatta, Double Bay, Wagga Wagga, Dee Why, Sydney Olympic Park and multiple CPD in-house courses for individual agencies.

In industry news, Rosy Sullivan has been on the road with the EAC Insight tour delivering several captivating sessions on legislative changes in the property industry. She has been to Newcastle, The Entrance, Sydney, Parramatta and Campbelltown with 27 more events to go.

Our office is always full of excitement but just a little more so recently!

Firstly most of the Team headed up to the Central Coast to celebrate Megan and Matt's engagement party. The party did not disappoint at all, with our Sarah declared as the ACOP party starter! The newly engaged Megan delivered a beautiful speech and showcased her natural ability for public speaking - we may even see her in the training rooms in the future.

For the other big news in the office this week, our Training Manager Steph was swept off her feet by the man of her dreams Corey, when he got down on one knee and asked the girl of his dreams Steph to marry him! Steph was absolutely excited and surprised but ecstatically screamed 'YES' before they took off to visit best friends in Darwin for a few days. Thankfully they both returned back safely with big smiles and were luckily not caught up in the Cyclone.

In other news, Rachele, Sarah and Chanelle all went along to the awesome Mr "natural" Ed Sheeran concert at ANZ stadium and now have a whole new level of respect for red heads, while Rosy and her close friend Brian (from Cambodia) and our trainer Kristine were all next door at the amazing Bruno Mars concert enjoying the corporate hospitality that NOVA radio had to offer.

A huge last two weeks to say the least, with the College thriving on both business and personal fronts.

Have a terrific fortnight friends

## Enrol Now

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

## Property Licence Courses

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

### Financial Management Sydney CBD

Mon 23rd - Tue 24th Apr

### Staff Management Sydney CBD

Thu 26th - Fri 27th Apr

### Stock & Station Agency Practices Sydney CBD

Mon 16th - Fri 20th Apr

### Strata Management Agency Practices Sydney CBD

Mon 21st - Thu 24th May

### Sales for Real Estate Sydney CBD

Tue 3rd - Fri 6th April

### Auctioneer Accreditation Sydney CBD

Mon 16th Apr

### Trust Accounting + Insurance (Strata ) Sydney CBD

Fri 25th May

### Trust Accounting (Sydney Evening)

16th, 17th, 23rd & 24th Apr

### Parramatta

Mon 9th - Wed 11th Apr

### Property Management (Sydney Evening)

3rd, 5th & 9th Apr

### Parramatta

Thu 12th - Fri 13th Apr

## FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 30th April- Wednesday 2nd May

## FNS50315 Diploma of Finance and Mortgage Broking Management

Thursday 3rd - Friday 4th May

## MAKE 2018 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2018 the year that you get the qualification and obtain a full property licence

ACOP provides licensing training programs, and will recognise your prior learning and experience, for the following licence categories:

- ★ real estate agent's licence
- ★ strata manager's licence
- ★ business agent's licence
- ★ stock and station agent's licence
- ★ buyer's agent's licence
- ★ on-site residential property manager's licence

If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.

## Social Media

