



### CPD COURSES

#### **Gosford**

Sales & Prop Mgmt  
**Tue 22nd Nov**

#### **Dee Why**

Sales & Prop Mgmt  
**Thu 24th Nov**

#### **Sydney**

Commercial & Retail  
Sales & Leasing  
**Thu 1st Dec**

#### **Castle Hill**

Sales & Prop Mgmt  
**Thu 1st Dec**

#### **Sydney**

Strata Management  
**Tue 13th Dec**

#### **Sydney**

Sales (AM)  
or Prop Mgmt (PM)  
**Thu 15th Dec**

#### **Newcastle**

Sales & Prop Mgmt  
**Wed 25th Jan**

#### **Ballina**

Sales & Prop Mgmt  
**Mon 20th Feb**

#### **Bathurst**

Stock & Station (AM) or  
Sales & Prop Mgmt (PM)  
**Mon 20th Feb**

## Training Reforms

This month has seen the release of NSW Fair Trading's Real Estate and Property Services Industry Reform paper. The reform paper is not a discussion paper, meaning that it is not an open for input document; it is the product of previous industry consultation and contains the proposed changes for the industry. This document will affect each and every one of the agents holding a licence or certificate of registration under the Property, Stock and Business Agents Act 2002.

The reforms are split into the following categories:

- Licensing and Qualifications;
- Continuing Professional Development;
- Conduct and Accountability;
- Audit processes;
- Disciplinary Powers; and
- Future of Real Estate & Property Sector

While the majority of the reforms will impact each agent in some way, there are a number of the reforms that will impact your training, in terms of continuing development as well as your qualifications to work within the industry.

As we provide you with the educational services for your profession, let's focus on those reforms, which are:

### **Certificate of Registration**

- There will be 3 additional Units of Competency required for achieving the Certificate of Registration qualification. These Units have not yet been specified but will focus on an increase in skill level for Certificate holders;
- Certificate holders will be required to transition to a licence within four years of obtaining their Certificate of Registration;
- The reforms will specify the types of activities a Certificate holder can undertake in their role.

### **Licence Holders**

- The on-site residential property manager, business and buyers agents licence will be incorporated into the real estate agents licence.

# CPD 2 HOUR SEMINARS

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

**Full 12 points!!**

**Campbelltown**  
Sales & Prop Mgmt  
**Wed 23rd Nov**

**Castle Hill**  
Sales & Prop Mgmt  
**Fri 25th Nov**

**Sydney**  
Strata Management  
**Mon 28th Nov**

**Bankstown**  
Sales & Prop Mgmt  
**Tue 29th Nov**

**Gosford**  
Sales & Prop Mgmt  
**Wed 7th Dec**

**Parramatta**  
Sales & Prop Mgmt  
**Wed 7th Dec**

**Sydney**  
Trust Accounting  
**Mon 12th Dec**

**Sydney**  
Business Broking  
**Wed 14th Dec**

**Wollongong**  
Sales & Prop Mgmt  
**Fri 16th Dec**

**Sydney**  
Sales & Prop Mgmt  
**Wed 1st Feb**

**Penrith**  
Sales & Prop Mgmt  
**Tue 7th Feb**

- As a provider of your educational services, we are still giving feedback to Fair Trading that business agents still need to be separate as the skill set is quite different from that required for general property transactions.

## Licensee-In-Charge

- There will be an additional category of licence, which is a Licensee-in-Charge Licence;
- To obtain your Licensee-in-Charge authority, a licence holder will be required to complete either the Diploma level qualification from the Property Services Training package or hold a Certificate IV in Property Services as well as an equivalent qualification in business management. Applicants will also be required to have completed at least two years' experience with a licensed business and be able to provide evidence of that experience to Fair Trading.

## Continuing Professional Development

- For certificate holders, annual CPD for the first 4 years will be 6 Units of Competency from a Certificate IV qualification until the qualification is completed
- Annual CPD for licensees and licensees-in-charge will be increased from 4 hours to 6 hours. I.e. reduced from 3 points/hour to 2 points/hour
- Licensees-in-charge must also complete an additional 3 hours CPD focusing on business skills
- The 6 hour requirement for CPD for licensees and licensees-in-charge is divided into 3 hours for the compulsory topics and 3 hours for the elective topics
- The compulsory topics will only be able to be offered by an industry body. For you as an ACOP client, this will remain a seamless process for your CPD, as we work in conjunction with the Estate Agents Co-operative Ltd (EAC), which will mean that you will have access to the best of both worlds – industry expertise and a registered training provider to link with your qualifications.

Our office will be closed for the Festive Season from 12pm on Wednesday 21st December 2016 and will re-open at 8:30am on Thursday 5th January 2017.



## CERTIFICATE OF REGISTRATION COURSES

### Castle Hill

Mon 5th – Wed 7th Dec

### Newcastle

(Dist Ed + 1 day workshop)

Tue 6th Dec

### Sydney

Mon 12th – Wed 14th Dec

### Sydney

(Dist Ed + 2 day workshop)

Sat 21st – Sun 22nd Jan

### Parramatta

Mon 23rd–Wed 25th Jan

### Gosford

(Dist Ed + 1 day workshop)

Tue 24th Jan

### Bathurst

(Dist Ed + 1 day workshop)

Tue 21st Feb

### Goulburn

(Dist Ed + 1 day workshop)

Thu 23rd Feb

## FINANCE AND MORTGAGE BROKING COURSES

### Cert IV in Finance & Mortgage Broking Sydney

Mon 23rd - Wed 25th Jan

### Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

### Sydney

Thu 26th - Fri 27th Jan

While the above reforms are only a small section of the proposed changes, and some of the other reforms will have a major impact on your agency practices, it is important to note that these reforms are not coming into place immediately. In fact they may take at least 12 months to be formalised. Over the next couple of newsletters we will explore some of the other areas of the reforms and ensure to keep you updated of any changes or notifications that are released regarding the future of your industry.

'Til next time,

Wishing you every success in your business ventures,

Rosy Sullivan

### *Last Certificate of Registration Course for 2016*

Sydney CBD

Mon 12th - Wed 14th December

## News from the Office

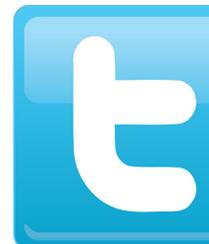
The past fortnight has been yet another busy one for the College. Alas there has only been one birthday and we haven't even celebrated it yet as Jane Morgan, our Trust Accounting trainer has not been in the office for the mandatory cake.

Our trainers have been around the State again these last weeks, including Batemans Bay, Scone, Coffs Harbour, Bathurst, Moree and Parramatta.

Everyone in the office is pleased (and relieved) to welcome Megan back to work after her two and a half week holiday in Hawaii. She has come back full of energy and ready to help all of her trainers and Smart and Skilled students - the students and ACOP missed her.

Lastly, the College is now decorated within an inch of its life - you'd be forgiven for starting to sing "it's beginning to look a LOT like Christmas" as you enter the College doors! And of course we are playing the Michael Buble Christmas CD (well Rosy is anyway). Come and check out our fabulous decorations.

## Social Media



## Property Licence Courses

**Experienced Agents  
Property Licence  
Program**

**Sydney CBD**  
Mon 5th - Fri 9th Dec

**Trust Accounting  
Sydney CBD**

Mon 5th - Wed 7th Dec

**Property Management  
Sydney CBD**

Wed 9th - Fri 11th Dec

**Business Broking  
Agency Practices  
Sydney CBD**

Thu 8th - Fri 9th Dec

**Sales for Real Estate  
Sydney CBD**

Tue 14th - Fri 17th Feb

**Strata Management  
Agency Practices  
Sydney CBD**

Tue 31st Jan - Fri 3rd Feb

**Stock & Station  
Agency Practices  
Sydney CBD**

Mon 8th - Fri 12th May

**Financial Management  
Sydney CBD**

Mon 23rd - Tue 24th Jan

**Staff Management  
Sydney CBD**

Thu 23rd - Fri 24th Feb

**Auctioneer  
Accreditation  
Sydney CBD**

Fri 2nd Dec

# Spring Licensing Special

Check your eligibility in less than 2 minutes.



## Check Eligibility

### Don't forget to renew

The College regularly receive calls from agents who have unwittingly let their licence or certificate expire.

Whilst in most cases it is a simple fact of having to complete your CPD training or perhaps you have completed the training but did not renew with Fair Trading on time, there is the odd occasion where it could potentially require you to complete further training - particularly where there has been a change of legislation since the time you last renewed.

Rather than being in a position where you are required to complete additional training, it is advised that you take advantage of NSW Services online renewal service, which allows you to renew your qualifications and update your information. Simply follow the link at [https://www.onegov.nsw.gov.au/GLS\\_Portal/snsw/Renew/Details](https://www.onegov.nsw.gov.au/GLS_Portal/snsw/Renew/Details)

It is important to remember that it is your responsibility to update and renew your own licence or certificate - not your employers. Set a reminder in your calendar. While we will always tell you where and when the next CPD session is in your area, not everyone completes their CPD training around the same time every year or necessarily around the time that their authority requires renewal.

If you have a spare couple of minutes visit the new online system and ensure your details are correct. Go to NSW Services online at <https://www.onegov.nsw.gov.au/publicregister/#/publicregister/categories>