Flexibility
Some real estate jobs allow you to work from home or vary your hours to fit in with your family.

Start now!
With the REIQ’s online study options and regularly scheduled tutorials or contact classes, you can start any time.

Variety
Once you have your qualifications there are a variety of career paths to explore, including sales agent, property manager, corporate support, principal or business owner and auctioneer plus many more!

Hard work is rewarded
If you’re working as a sales agent, the harder you work and the better your service generally means the more you can earn! With a great attitude and good work ethic, and the right skills and tools there’s no ceiling to your potential earnings.

No degree required!
Unlike other professions, you don’t need to study for three years plus at University to get started. A comprehensive registration course takes only four days plus assessments, and that’s the most time consuming option!

Be employer or employee
If independence appeals to you – with a Real Estate Agent Licence you can open your own business, whether it’s a large agency with a number of employees working out of a shopfront, or just yourself working from home. If you’d prefer to work for someone else there are also plenty of opportunities to do just that.

Exceptional service is rewarded
Real estate is a people focussed business, where “word of mouth” recommendations and referrals from past clients carry a lot of weight. Plenty of successful real estate professionals will tell you it’s their networks of happy past clients that have led to their current thriving businesses.
WHO WE ARE

We want you to have a highly successful career.

The Real Estate Institute of Queensland (the REIQ) exists to represent and support the real estate profession. By training you well and making you the best agent you can be, we believe the real estate profession can be populated by inspired, educated and committed individuals who love what they do and have the results to prove it.

We offer the best quality registration and licensing training, delivered by highly experienced professionals, at extremely competitive rates. If you want to succeed in real estate, we are here to help.

The REIQ’s team of expert trainers are dedicated and highly skilled industry professionals, who provide the very best of industry knowledge, expertise and practical experience. Course support materials are available in print and online and are designed as a comprehensive easy reference guide.

TOP 11 REASONS TO CHOOSE THE REIQ FOR REAL ESTATE AGENT LICENCE COURSES

1. Learn from the experts
2. Study where and when it suits you - tutorials and classes available throughout Queensland or study online.
3. Online assessments (5 business day marking turnaround)
4. Pay by the month available
5. Help with assessments in person, by email and by phone
6. ALL the info you need to know
7. 24hr Online Marking Guarantee available
8. Career networking and recruitment opportunities
9. Online student resource library including videos and comprehensive learning resources
10. Finish at your own pace
11. FREE Career Planning and Job Seeking Skills for Rookies courses for ALL REIQ students

LICENSE COURSE

19 UNITS OF COMPETENCY

REGISTRATION UNITS
CPPDSM4080A  Work in the real estate industry
CPPDSM4009B  Interpret legislation to complete agency work
CPPDSM4012A  List property for sale
CPPDSM4008A  Identify legal and ethical requirements of property sales to complete agency work
CPPDSM4010A  Lease property
CPPDSM4022A  Sell and finalise the sale of property by private treaty
CPPDSM4015B  Minimise agency and consumer risk

PROPERTY MANAGEMENT BLOCK UNITS
CPPDSM4011A  List property for lease
CPPDSM4007A  Identify legal and ethical requirements of property management to complete agency work
CPPDSM4015A  Monitor and manage lease or tenancy agreement
CPPDSM4046A  Manage tenancy disputes

SALES BLOCK UNITS
CPPDSM4003A  Appraise property
CPPDSM4019A  Prepare for auction and complete sale
CPPDSM4005A  Establish and build client-agency relationships
CPPDSM4018A  Prepare and present property reports

TECHNOLOGY AND MARKETING BLOCK UNITS
CPPDSM4013A  Market property for lease
CPPDSM4014A  Market property for sale

FINANCE BLOCK UNITS
CPPDSM4006  Establish and manage agency trust accounts
BSBSMB406  Manage small business finances

When you’ve successfully completed this course you can apply to the Office of Fair Trading for a Real Estate Licence.

National Provider Code: 5420 | All units from CPP40307 Certificate IV in Property Services (Real Estate) | No GST applies to Nationally Recognised Training.

REAL ESTATE AGENT LICENCE COURSES | courses@reiq.com.au | 07 3249 7347

myrealestatejobs.com.au | 1300 MYREIQ

CHOOSE HOW YOU STUDY

ONLINE STUDY $1700 ($1500 REIQ MEMBERS)
• Self-paced online study
• Online assessments
• Start anytime
OR
FAST 6 DAY TUTORIALS $1900 ($1700 REIQ MEMBERS)
• If you’re short on time but still want to learn from REIQ’s experienced training team
• Self-paced study with 6 day face-to-face tutorials (assessment day on day 7)
OR
COMPREHENSIVE 12 DAY CLASSES $2200 ($2000 REIQ MEMBERS)
• For those who want to make the most of their new career
• 12 days of comprehensive classes with REIQ’s experienced training team

CAREER NETWORKING & RECRUITMENT EVENTS

REIQ Registration students can attend Career Networking Lunches with agents from REIQ Accredited Agencies who are looking for well-trained, enthusiastic real estate rookies. These events are FREE of charge and are exclusively available to REIQ accredited agencies and to students who are currently studying or who have successfully completed their course recently with REIQ.

BRISBANE
10 August
14 September
11 October
15 November

GOLD COAST
2 August
13 September
19 October
30 November

National Provider Code: 5420 | All units from CPP40307 Certificate IV in Property Services (Real Estate) | No GST applies to Nationally Recognised Training.

REAL ESTATE AGENT LICENCE COURSES | courses@reiq.com.au | 07 3249 7347

myrealestatejobs.com.au | 1300 MYREIQ
OUR TRAINERS

Connie McKee  Nick Brown  Melissa Sullivan  Kim Coffey  Marie Williams  Robyn Glasgow  Samara Bedwell  David Crerar

Ranita Patel  Rachael Wiltschefski  Jason Bedwell  Selinda Randal  Malcom Riley  Helen Habgood  Peter Meyers

TESTIMONIALS

I just had the pleasure of completing my Real Estate Licence through the REIQ. I found the trainers to be thorough, professional, and extremely knowledgeable and diligent. While I do have 20-years business experience and tertiary qualifications, I did not have specific real estate experience. After completing your course I now feel confident to open my own real estate business. I’d like to thank you for the quality level of your courses and instructors, and I’ll be sending my staff to the REIQ for training in future.

Geraldine W, December 2016

REIQ are phenomenal! They provide students, like myself, the flexibility to set their own achievable pace for learning and their whole team are incredibly supportive. After attending the four-day sales registration course recently at REIQ Gold Coast, I cannot stress highly enough the value you get from attending the face-to-face classes. You are in the presence of very knowledgeable industry professionals who can speak from vast experience. If you are considering a career within the Real Estate industry - I would encourage you to attend one of REIQ’s free information sessions!

Rebecca G, 29 June 2017

REIQ MEMBERSHIP

Student membership allows REIQ students ongoing access to the Institute’s wealth of knowledge during and after their training has finished, including discounts on training, updates on legislative changes, best practice guidelines and market conditions plus the Kickstart Program. Students may become members at the time of enrolling in their Registration or Licensing course.

E | membership@reiq.com.au or P | 3249 7347 for information.
WHATS THE FIRST STEP OF YOUR LICENCE COURSE:

CHOOSE HOW YOU WOULD LIKE TO STUDY:

ONLINE
ONLINE STUDY $1700 ($1500 REIQ MEMBERS)

Are you computer savvy? Save the trees and study and complete your assessments with our self-paced online program. Everything you need for your course is provided online and if you need help at any stage our trainers are only an email or phone call away.

CLASS

Not entirely sure about online study? Would you prefer to sit down in class with a highly experienced trainer in one of training rooms? All of the learning materials are still provided online and assessments completed and submitted online (you can chose to purchase printed materials if you prefer, ask one of the enrolment officers for information). The Real Estate Agents Licence course can be studied in a 6 DAY TUTORIAL BLOCK (followed by recommended assessment day on day 7): $1900 ($1700 REIQ members) or enrol in the COMPREHENSIVE 12 DAY LICENCE CLASSES: $2200 ($2000 REIQ members)

1. Study first

REGISTRATION COURSE

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2. Study the extra units next

3 DAY LICENCE UPGRADE TUTORIALS

Study options: tutorial attending three days in class Assessment day Online

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-OR-

COMPREHENSIVE LICENCE BLOCKS (Brisbane and Gold Coast only)

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Information contained in this document is uncontrolled once printed. Please contact Professional Development for more information or if you have any questions.