

# Sales Representative Registration

## Qualifications

For unconditional registration as a Registered Land Sales Representatives, satisfactory completion in one of the qualifications listed below.

### Option One

Completion of, or status granted in, units *forming part of* the **CPP40307 Certificate IV in Property Services OR (Real Estate) or CPP50307 Diploma of Property Services (Agency Management)** from the CPP07 Property Services Training Package

CPPDSM4003A	Appraise property
CPPDSM4005A	Establish and build client-agency relationships
CPPDSM4007A	Identify legal and ethical requirements of property management to complete agency work
CPPDSM4008A	Identify legal and ethical requirements of property sales to complete agency work;
CPPDSM4009A	Interpret legislation to complete agency work
CPPDSM4010A	Lease property
CPPDSM4012A	List property for sale
CPPDSM4014A	Market property for sale
CPPDSM4015A	Minimise agency and consumer risk
CPPDSM4017A	Negotiate effectively in property transactions
CPPDSM4018A	Prepare and present property reports
CPPDSM4019A	Prepare for auction and complete sale
CPPDSM4022A	Sell and finalise the sale of property by private treaty
CPPDSM4079A	Work in the business broking sector
CPPDSM4080A	Work in the real estate industry
CPPDSM5012A	Develop a strategic business plan in the real estate industry
CPPDSM5032A	Market the agency

### Option Two

Completion of, or status granted in, the following subjects offered by the **University of South Australia** as *part of* the course for the degree of **Bachelor of Business (Property)** or the degree of **Bachelor of Business in Property**:

- (i) One of: Introduction to Law; or  
Foundations to Business law; or  
Business Law; or  
Property Law 1 and 2;
- AND
- (ii) One of: Law of Property; or  
Fundamentals of Property Law; or  
Property Law 3 and 4;
- AND
- (iii) One of: Property Management and Agency; or  
Property Agency and Management ; or  
Property Asset Management; or  
Property Management; or  
Property Agency; or  
Real Estate Management and Agency Practice; or  
Property Studies 2 and 3 AND Property Fieldwork 1 and 2;
- AND
- (iv) One of: Property Utilisation and Sustainability; or  
Land Use, Planning and Sustainability; or  
Physical Aspects of Real Estate,

If the date of completion or the granting of status in any of the subjects referred to in paragraphs (i) and (ii) above is on or after 1 January 1995;

AND

- (v) One of: Real Estate Documentation 1 (or Conveyancing 1),

If the date of completion or the granting of status in the subject 'Real Estate Management and Agency Practice' referred to in paragraph (iii) (B) above was on or after 1 January 1999 and on or before 31 December 2006 inclusive.

### Option Three

A qualification entitling the person to be registered as a Land Agent under the *Land Agents Act 1994*. Refer to the Land Agents Qualifications Guideline for further information,

### Option Four

Satisfactory completion of, or status granted in, the following subjects offered by the University of South Australia as *part* of the course for the Graduate Diploma in Property or Master of Business (Property) or Mast of Business in Property:

- (i) Law of Property G; or  
Fundamentals of Property Law G; or  
Property Law 2M; or  
Property Law 1G and 2G;

**AND**

- (ii) Property Agency G; or  
Property Management and Agency; or  
Property Agency and Management G; or

**OR**

*all of the following:*

- Property Development and Building Development G; and  
Commercial Property Management G; and  
Conveyancing Law G.

**If the date of completion or the granting of status is on or after 1 January 1999, one of**

- (i) Conveyancing 1 G; or  
Real Estate Documentation G

**AND**

- (ii) Real Estate Management and Agency Practice G;

**OR**

*all of the following:*

- Property Development and Building Development G; and  
Commercial Property Management G; and  
Conveyancing Law G.

**if the date of completion or the granting status is before 1 January 1999, one of**

- (a) Real Estate Management and Agency Practice G AND Conveyancing 1G; or  
(b) Real Estate Marketing AND Property Case Studies.

### Option Five

Satisfactory completion of **the PRD40101 Certificate IV in Property (Real Estate)** from the PRD01 Property Development and Management Training Package conferred by a Registered Training Organisation registered to deliver the qualification together with a Statement of Attainment showing satisfactory completion of, or status granted in, the following units of competency:

PRDRE10A Manage agency risk;  
PRDRE11A Provide property appraisal;  
PRDRE12A Establish and expand client base;  
PRDRE13A Obtain property listings;  
PRDRE14A Market property;

PRDRE15A Undertake property sale by private treaty;  
PRDRE16A Monitor sales process;

PRDRE18A Lease property;  
PRDRE22A Present and explain property reports;  
PRDRE26A Conduct property sale by auction;  
PREERE30A Implement personal marketing plan;  
PRDRE37A Perform and record property management activities and transactions;  
PRDRE39A Prepare and execute documentation;  
PRDPOD62A Clarify and confirm property information requirements.

## Other options

- Held a registration as a **sales representative**, or **Manager**, or, **land agent** under the repealed *Land Agents, Brokers and Valuers Act 1973* **immediately before** the commencement of the *Land Agents Act 1994* on 1 June 1995.
- Satisfactory completion of the course of instruction approved by the Industrial and Commercial Training Commission in relation to the declared vocation "Customer Servicing (Real Estate Operations–Sales)" under the *Industrial and Commercial Training Act 1981*.
- Satisfactory completion of a course accredited under the *Tertiary Education Act 1986* in relation to the Certificate in Real Estate Operations (Sales Consulting).
- Certificate IV in Business (Real Estate Sales) conferred by the Department of Education, Training and Employment (TAFE SA) or the former Department for Employment, Training and Further Education.
- Certificate IV in Business (Real Estate Sales) conferred by the Real Estate Industry Training Centre (being a body registered under Part 3 of the *Vocational Education, Employment and Training Act 1994* as a provider of an accredited course for that certificate).
- Certificate IV in Business (Real Estate Sales) conferred by Training Education Systems (SA) Pty Ltd trading as Training and Education Systems South Australia/The Real Estate Training College (being a body registered under Part 3 of the *Vocational Education, Employment and Training Act 1994* as a provider of an accredited course for that certificate).
- Certificate in Real Estate Sales conferred by the Department of Education, Training and Employment (TAFE SA) or the former Department of Employment, Training and Further Education.

## For more information

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