

REAL ESTATE
TRAINING & SERVICES NSW

CPP51122

Diploma of Property (Agency Management)

Take your real estate career to new heights

Obtain this certification to become a principal licensee, manager or director in real estate. Learn how to meet compliance and ethical requirements, and establish a safe, operational agency.

This course will teach you how to become a Principal Licensee and a Class One Licence holder. Learn how to efficiently manage teams and business operations, as well as gaining insight on how to be an effective leader.



Skill level
Class 2 and above



Course length
1 year



Course delivery
Flexible



Prerequisites
Cert IV in Real Estate Practice



Location
**Online,
Mixed Mode,
Classroom**



Certificate of completion
Diploma



CPPREP5001

Manage Compliance in the Property Industry

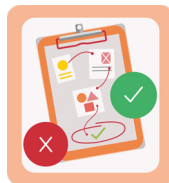
Learn the skills and knowledge required to analyse, develop, implement, manage and evaluate compliance.



CPPREP5002

Establish and Monitor Property Industry Trust Account Management Practices

Learn the skills and knowledge required to manage property industry trust accounts through establishing, monitoring and reviewing the application of Agency controls for opening, operating, monitoring and closing Trust Accounts.



CPPREP5003

Manage Ethical Practice in the Property Industry

Learn the skills and knowledge required to manage ethical practice systems through determining requirements and implementing, monitoring and evaluating systems.



CPPREP5004 **Manage a Safe Workplace in the Property Industry**

Learn the skills and knowledge required to establish, maintain and evaluate a work health and safety management system.



CPPREP5005 **Manage Teams in the Property Industry**

Learn the skills and knowledge required to manage and evaluate agency teams through implementing strategies, evaluating performance and more.



CPPREP5006 **Manage Operational Finances in the Property Industry**

Learn the skills and knowledge required to manage and evaluate agency operational finances by developing and implementing strategies for your operational finance system.





CPPREP5007

Develop a Strategic Business Plan in the Property Industry

Learn the skills and knowledge required to develop a business strategy to position your agency in the property market by identifying and analysing business opportunities and potential demands.



BSBLDR522

Manage People Performance

Learn the skills and knowledge required to manage the performance of staff by recognising the link between performance management and performance development.



BSBLDR602

Provide Leadership Across the Organisation

Learn the skills and knowledge required to demonstrate senior leadership behaviour and personal and professional competence by inspiring and motivating others to achieve organisational goals.



BSBOPS502

Manage Business Operational Plans

Learn the skills and knowledge required to develop and monitor the implementation of operational plans to support efficient and effective workplace practices and organisational productivity and profitability.



CPPREP5008

Market the Property Agency

Learn the skills and knowledge required to research, develop and implement a marketing strategy to market your agency through identifying and analysing business opportunities and potential demand for agency services.



CPPREP5010

Manage Customer Service Activities in the Property Industry

Learn the skills and knowledge required to analyse, manage and evaluate customer service activities.



Enrolment Process

Simply enrol via the website, or you can contact our office direct to complete the enrolment form. For the complete process you will need to provide evidence of identity and completion of any prerequisites.

Career Pathway

Most likely you are a Class 2 agent with three or more years of practice, and you want to either run or own an agency, become a licensee-in-charge (LIC) and/or be a Class 1 agent.

The Diploma is required to become a Class 1 agent.

Contact Us



Phone
02 8007 4544



Enquiries
admin@realestate-training.com.au



Address
Suite 1, 86 South St Granville NSW 2142

