

Review of real estate training packages

CURRENT QUEENSLAND TRAINING		PROPOSED QUEENSLAND TRAINING	
REAL ESTATE SALESPERSON			
CPPDSM4008A	Identify legal and ethical requirements of property sales to complete agency work	CPPREP4001	Prepare for professional practice in real estate
CPPDSM4009	Interpret legislation to complete work in the property industry	CPPREP4002	Access and interpret ethical practice in real estate
CPPDSM4010A	Lease property	CPPREP4003	Access and interpret legislation in real estate
CPPDSM4012A	List property for sale	CPPREP4004	Establish marketing and communication profiles in real estate
CPPDSM4015B	Minimise agency and consumer risk	CPPREP4005	Prepare to work with real estate trust accounts
CPPDSM4022A	Sell and finalise the sale of property by private treaty	CPPREP4101	Appraise property for sale or lease
CPPDSM4080A	Work in the real estate industry	CPPREP4102	Market property
		CPPREP4103	Establish vendor relationships
		CPPREP4104	Establish buyer relationships
		CPPREP4105	Sell property
		CPPREP4123	Manage Tenancy

CURRENT QUEENSLAND TRAINING

PROPOSED QUEENSLAND TRAINING

REAL ESTATE AGENT

BSBSMB406	Manage small business finances
CPPDSM4003A	Appraise property
CPPDSM4005A	Establish and build client-agency relationships
CPPDSM4006A	Establish and manage agency trust accounts
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
CPPDSM4009	Interpret legislation to complete work in the property industry
CPPDSM4010A	Lease property
CPPDSM4011A	List property for lease
CPPDSM4012A	List property for sale
CPPDSM4013A	Market property for lease
CPPDSM4014A	Market property for sale
CPPDSM4015B	Minimise agency and consumer risk
CPPDSM4016A	Monitor and manage lease or tenancy agreement
CPPDSM4018A	Prepare and present property reports
CPPDSM4019A	Prepare for auction and complete sale
CPPDSM4022A	Sell and finalise the sale of property by private treaty
CPPDSM4046A	Manage tenancy disputes
CPPDSM4080A	Work in the real estate industry

CPPREP4001	Prepare for professional practice in real estate
CPPREP4002	Access and interpret ethical practice in real estate
CPPREP4003	Access and interpret legislation in real estate
CPPREP4004	Establish marketing and communication profiles in real estate
CPPREP4005	Prepare to work with real estate trust accounts
CPPREP4101	Appraise property for sale or lease
CPPREP4102	Market property
CPPREP4103	Establish vendor relationships
CPPREP4104	Establish buyer relationships
CPPREP4105	Sell property
CPPREP4121	Establish landlord relationships
CPPREP4122	Establish tenant relationships
CPPREP4123	Manage tenancy
CPPREP4124	End tenancy
CPPREP4125	Transact in trust accounts
CPPREP4506	Manage off-site and lone worker safety in real estate
CPPREP5006	Manage operational finances in the property industry
CPPREP5010	Manage customer service activities in the property industry

CURRENT QUEENSLAND TRAINING

PROPOSED QUEENSLAND TRAINING

LIMITED REAL ESTATE AGENT LICENCE—BUSINESS LETTING

CPPDSM4010A	Lease property
CPPDSM4011A	List property for lease
CPPDSM4013A	Market property for lease
CPPDSM4016A	Monitor and manage lease or tenancy agreement

CPPREP4001	Prepare for professional practice in real estate
CPPREP4002	Access and interpret ethical practice in real estate
CPPREP4003	Access and interpret legislation in real estate
CPPREP4004	Establish marketing and communication profiles in real estate
CPPREP4005	Prepare to work with real estate trust accounts
CPPREP4102	Market Property
CPPREP5201	Develop and maintain commercial property market intelligence
CPPREP4202	Establish and maintain vendor and lessor relationships and networks
CPPREP4204	Establish commercial property lease

LIMITED REAL ESTATE AGENT—AFFORDABLE HOUSING

CPPDSM3008A	Maintain and protect condition of managed properties
CPPDSM4006A	Establish and manage agency trust accounts
CPPDSM4016A	Monitor and manage lease or tenancy agreement

CPPREP4001	Prepare for professional practice in real estate
CPPREP4002	Access and interpret ethical practice in real estate
CPPREP4003	Access and interpret legislation in real estate
CPPREP4004	Establish marketing and communication profiles in real estate
CPPREP4005	Prepare to work with real estate trust accounts
CPPREP4502	Support providers of social and community housing

CURRENT QUEENSLAND TRAINING

PROPOSED QUEENSLAND TRAINING

RESIDENT LETTING AGENT

BSBSMB406 Manage small business finances

CPPDSM4006A Establish and manage agency trust accounts

CPPDSM4007A Identify legal and ethical requirements of property management to complete agency work

CPPDSM4010A Lease property

CPPDSM4015B Minimise agency and consumer risk

CPPDSM4016A Monitor and manage lease or tenancy agreement

CPPREP4001 Prepare for professional practice in real estate

CPPREP4002 Access and interpret ethical practice in real estate

CPPREP4003 Access and interpret legislation in real estate

CPPREP4004 Establish marketing and communication profiles in real estate

CPPREP4005 Prepare to work with real estate trust accounts

CPPREP4101 Appraise property for sale or lease

CPPREP4102 Market property

CPPREP4121 Establish landlord relationships

CPPREP4122 Establish tenant relationships

CPPREP4123 Manage tenancy

CPPREP4124 End tenancy

CPPREP4125 Transact in trust accounts

CPPREP4181 Manage onsite residential property

CURRENT QUEENSLAND TRAINING

PROPOSED QUEENSLAND TRAINING

AUCTIONEER

BSBSMB406 Manage small business finances

CPPDSM4004A Conduct auction

CPPDSM4006A Establish and manage agency trust accounts

CPPDSM4014A Market property for sale

CPPDSM4019A Prepare for auction and complete sale

CPPREP4001 Prepare for professional practice in real estate

CPPREP4002 Access and interpret ethical practice in real estate

CPPREP4003 Access and interpret legislation in real estate

CPPREP4004 Establish marketing and communication profiles in real estate

CPPREP4005 Prepare to work with real estate trust accounts

CPPREP4161 Undertake pre-auction processes

CPPREP4162 Conduct and complete sale by auction

CPPREP4163 Complete post-auction process and contract execution

CPPREP4125 Transact in trust accounts

CHATTEL AUCTIONEER

BSBSMB406 Manage small business finances

CPPDSM4004A Conduct auction

CPPDSM4019A Prepare for auction and complete sale

CPPDSM4038A Conduct goods, chattels or equipment clearing sale or auction

CPPREP4505 Value goods, chattels, plant and equipment

CPPREP4509 Auction goods, chattels or equipment