



REAL ESTATE SALESPERSON

Gain flexibility and independence



The real estate industry offers rewarding career opportunities in a fast-paced, exciting sector. You'll be able to set your own work schedule, be your own boss, and meet new people. You'll help others make life-changing decisions, and directly reap the rewards of your own hard work. If you are considering a career change, the skills and experience you have gained in other fields can enable you to transition easily to real estate sales.

Becoming a salesperson is the best way to get your foot in the door. By completing the Real Estate Salesperson programme with Skills, you'll get so much more than just a qualification. We provide pastoral care with dedicated Account Managers to guide you all the way from sign-up to completion. And, we know the real estate sector inside out – we set standards for the sector and we develop our real estate qualifications in consultation with real estate industry.

What qualification do I need to become a salesperson?

The **New Zealand Certificate in Real Estate (Salesperson) (Level 4)** covers the knowledge and skills that you need to sell property in New Zealand. Successful completion of the qualification will allow you to apply for a Salesperson's licence through the Real Estate Authority (REA).



What are the benefits?

- Study anytime and submit assessments at your own pace
- Work and learn directly with a real estate agency
- Get support and mentoring from your branch manager or supervisor while you learn
- Receive continued support from your assigned Skills Account Manager
- Complete the programme with valuable work experience.

What does it cost?

\$1,095*
(GST inclusive)

How long will it take?

Designed to be completed within **6 months**

*Skills makes every effort to ensure that the information provided on this flyer is accurate and up-to-date. However the information given, including fees information and the availability and structure of courses, are regularly reviewed and no warranty or representation is given about the ongoing accuracy of such information. All fees may change without notice. Skills does not accept liability for any losses or damage that happen directly or indirectly from you relying on the information on this flyer.

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How is the qualification achieved?

1

You must be working in the real estate industry OR you can enter into a Contract of Engagement with a real estate agency while you study.

2

The learning material is delivered as an online interactive package. You can tackle each topic as soon as you're ready because you will have complete access to all study materials and resources.

3

There is a face-to-face assessment at the end of the programme.

4

Qualification is awarded.

5

You can then apply to the Real Estate Authority (REA) for a Salesperson's licence.

What will I learn?

You will learn to:

- Operate as a real estate salesperson with knowledge of land ownership, land issues, building structures and council compliance
- Build and manage a database of contacts to establish and maintain a presence in the marketplace
- Conduct property inspections and appraisals
- Facilitate real estate transactions through to settlement using appropriate methods of sale
- Comply with New Zealand law and standards relevant to the real estate industry.

The assessment material:

- Is completed online, and includes a range of assessment types (such as multichoice questions, short-answer questions and upload of completed documents and other evidence)
- Includes scenario-based assessment questions involving typical situations encountered by real estate personnel
- Includes background documents to assist learners to complete the practical assessments (including information on given properties and mock forms to use)
- Includes some role play assessment to assess skills related to interaction with prospective clients and customers.

How will I learn?

Our programme uses an interactive online platform where you can learn on the go more easily. Our platform provides :

- a narrative to guide your journey
- pre-quizzes to test your knowledge and improve your confidence before you attempt assessments
- auto-marked assessments so you can progress through the programme quickly.

Why choose us?

In a competitive industry you need an edge. Skills can help you every step of the way to the top of your game as a Real Estate Salesperson. We have a few decades of experience in practical and professional training. We provide pastoral care with dedicated Account Managers to guide you all the way from sign-up to completion.

Our Account Managers

- Help keep you on track with your assessments
- Provide a point of contact during the programme
- Can address any worries you have before your face-to-face assessment.



Ready to get started?

Call us today on **0508 SKILLS (0508 754 557)**
or visit www.skills.org.nz/salesperson

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New Zealand Certificate in Real Estate (Salesperson) (Level 4)

Module outline:

Assessment	Assessment Title	Level	Credit
Module 1: Creating a Professional Presence & Methods of Selling			
1.1	Establish a personal professional presence in the real estate market	4	2
1.2	Demonstrate knowledge of building styles and materials for real estate personnel	4	3
1.3	Demonstrate knowledge of methods of sale of real estate in New Zealand	4	4
Module 2: Inspection, Appraisal and Marketing a Property			
2.1	Demonstrate knowledge and use of inspection and appraisal for real estate property	5	4
2.2	Develop marketing plans for real estate, qualify customers, and present properties for sale	4	5
2.3	Demonstrate knowledge of the law of contract and the law of agency in a real estate context	4	5
Module 3: Selling Real Estate			
3.1	Demonstrate knowledge of law relating to land titles, ownership, and transfer of land	5	4
3.2	Explain aspects of the Unit Titles Act 2010 for real estate personnel	4	2
3.3	Demonstrate knowledge of consumer protection law related to real estate practice	4	4
3.4	Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Act	4	4
Module 4: Legislation and Sale & Purchase Agreement			
4.1	Demonstrate understanding of legislation as applied to real estate licensees	5	4
4.2	Demonstrate knowledge of the resource management and building law relevant to real estate licensees	4	4
4.3	Demonstrate knowledge of the sale and purchase agreement and facilitate a sale of real estate	5	5
	Total credits		50