



# 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)

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## How is the qualification achieved?



## 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 long will it take?

Skills' Real Estate Salesperson programme is designed to be completed within six months.

## 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](http://www.skills.org.nz/salesperson)**

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