

Training Plan Sales

COURSE: CPP41419 - Certificate IV in Real Estate Practice

UNIT CODE	UNIT TITLE				
	NOTE: In Assessment Type note the method used to establish competency, either RPL, A or B.				
	NSW Assistant Agent qualifications (5 units)				
1. CPPREP4001	Prepare for professional practice in real estate				
2. CPPREP4002	Access and interpret ethical practice in real estate				
3. CPPREP4003	Access and interpret legislation in real estate				
4. CPPREP4004	Establish marketing and communication profiles in real estate				
5. CPPREP4005	Prepare to work with real estate trust accounts				
	Group A – Residential Property Sales (NSW Prescribed bundle) (5 units)				
6. CPPREP4101	Appraise property for sale or lease				
7. CPPREP4102	Market property				
8. CPPREP4103	Establish vendor relationships				
9. CPPREP4104	Establish buyer relationships				
10. CPPREP4105	Sell property				
	Group B – Residential Property Management (NSW Prescribed bundle) (5 units)				
11. CPPREP4121	Establish landlord relationships				
12. CPPREP4122	Manage tenant relationships				
13. CPPREP4123	Manage tenancy				
14. CPPREP4124	End tenancy				
15. CPPREP4125	Transact in trust accounts				
	Elective Sales (3 units)				
16. CPPREP4161	Undertake pre-auction processes				
17. CPPREP4504	Deliver presentations to clients in real estate Deliver presentations to clients in real estate				
18. CPPREP4163	Complete post-auction process and contract execution				

