



CPD COURSES

Sydney
Sales (AM)
or Prop Mgmt (PM)
Thu 13th Apr

Queanbeyan
Sales & Prop Mgmt
Wed 19th Apr

Sydney
Strata Mgmt
Wed 19th Apr

Sydney
Commercial & Retail
Sales & Leasing
Wed 26th Apr

Coffs Harbour
Sales & Prop Mgmt (AM)
or Strata Mgmt (PM)
Wed 26th Apr

Dee Why
Sales & Prop Mgmt
Fri 28th Apr

Blue Mountains
Sales & Prop Mgmt
Wed 3rd May

Castle Hill
Sales & Prop Mgmt
Fri 5th May

Port Macquarie
On-site Residential
Prop Mgmt
Mon 8th May

CPD...what, when, why and how

Continuing Professional Development (CPD) is one of the main on-going obligations an agent must undertake on a yearly basis. Almost every profession has the requirement for on-going education and training.

The legislation and all guidance materials released by NSW Fair Trading, state that an agent must complete 12 points of CPD training in the agent's calendar year and that those 12 points essentially can, at a minimum, be obtained in a period of no less than 4 hours.

An article that was released this week from Domain.com.au explored some numbers from a Fair Trading audit that showed 1 in 5 agents audited had not completed their CPD training.

If CPD was a new concept then it could be understandable that maybe you can forget or not know that you have to complete the training. However, it is not new and when you renew your Certificate of Registration or Licence on an annual basis, you are required to answer whether you have completed your CPD training or not. This means, based on statistics from Fair Trading that 1 in 5 of the agents audited selected the box to say they have completed the training, when in fact they have not.

Continuing Professional Development should be used, and was designed to ensure, that agents are able to keep up-to-date with the legislative changes within your industry. You work in an industry that is constantly changing and the ways that you learn about the changes and how to implement these changes within your office should be coming from your CPD training.

What is somewhat more disturbing than not doing your CPD training, is "doing" your CPD training that has no industry relevance, no legislative guidance and no learning for your job role.

Many CPD providers are allowing their agents to participate in a ten minute CPD session where the assessment component of that training is a customer service survey about the RTO. This is not going to help you understand the legislative and regulative issues in your industry, it is not going to help you avoid underquoting or even understand deficiencies in your agency compliance.

Choosing to attend a training session on what you should wear for the job and how to consistently call contacts on your phone for the

CPD 2 HOUR SEMINARS

(8am - 10am unless otherwise specified)
Pre-reading required.

Full 12 points!!

Bankstown
Sales & Prop Mgmt
Wed 12th Apr

Gosford
Sales & Prop Mgmt
Wed 12th Apr

Sydney
Sales & Prop Mgmt
Tue 18th Apr

Parramatta
Sales & Prop Mgmt
Fri 21st Apr

Sydney
Trust Accounting
Mon 1st May

Liverpool
Sales & Prop Mgmt
Mon 1st May

Parramatta
Strata Mgmt
Fri 19th May

Penrith
Sales & Prop Mgmt
Fri 19th May

Campbelltown
Sales & Prop Mgmt
Thu 25th May

Sydney
Sales & Prop Mgmt
Fri 2nd Jun

Sydney
Strata Mgmt
Tue 6th Jun

first three hours of your morning is not going to keep you compliant or teach you what the industry changes are and what you as agent are facing in the coming year, and what it will mean for your business. The point of attending this training is to learn and develop your skills and knowledge as an agent.

Our trainers this year are giving a recap of some of the legislative changes that have occurred in the last 12-18 months for the property industry and are amazed at the number of agents that are not aware of changes regarding property inspection reports, just to mention one topic. These changes occurred in August of last year and have been fully enforceable from that time. This is the point of attending industry and legislative specific training. It might not sound exciting but it will keep you from being fined or losing your ability to work within the industry.

While some training providers will offer you training at a much lower rate, you need to always remember that you get what you pay for. Pay for someone who is qualified to discuss the industry, pay for someone who has researched the legislation and pay for someone that actually cares about their agents knowing what is the right and wrong way to conduct their business within the property industry.

This newsletter may sound like an advertisement for our CPD..... and I guess it is. But we strongly believe that what we offer will add value to your daily work and assist you in providing a more consumer friendly and higher quality customer service.

'Til next time,
Wishing you every success in your business ventures,
Rosy Sullivan

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Every second Wednesday night
5.30pm - 8.30pm

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Sydney CBD

acop.edu.au

CERTIFICATE OF REGISTRATION COURSES

Sydney

Mon 26th – Wed 28th Apr

Coffs Harbour

(Dist Ed + 1 day workshop)

Fri 28th Apr

Sydney

(Dist Ed + 2 day workshop)

Sat 29th – Sun 30th Apr

Parramatta

Mon 1st – Wed 3rd May

Batemans Bay

(Dist Ed + 1 day workshop)

Tue 23rd May

Gosford

(Dist Ed + 1 day workshop)

Wed 24th May

Castle Hill

Mon 29th – Wed 31st May

Mudgee

(Dist Ed + 1 day workshop)

Thu 8th Jun

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Mon 8th - Wed 10th May

Dip of Finance & Mort Broking Mgmt

Upgrade for existing

Cert IV holders

Sydney

Thu 11th - Fri 12th May

From the Office

Looking back at the CPD courses held over the past fortnight, it's hard to find a place the College hasn't been! We've been to Castle Hill, Mudgee, Turrumurra, Dubbo, Parramatta, Manly, Ermington, Orange, Bathurst, Charlestown, Wollongong, Tamworth, Balgowlah and last but not least, here in our Sydney CBD office. We haven't limited ourselves to just NSW either. This week we've had an enthusiastic group of students down in Melbourne completing our Experienced Agents Property Program, all working towards their Victorian Estate Agent's Licence.

Rosy and John have had a very busy fortnight outside of the office, assisting the Cambodian Child Protection Unit (CPU) and their recent Australian Delegation, which included members of the Cambodian National Police Command (CNP). The purpose of the delegation and the meetings conducted was to further advance relationships and create awareness of the excellent work the CPU and CNP are doing in co-operation to combat serious crimes committed against children. Rosy and John offered their assistance in the organisation of the tour and occasions to show the visiting delegation some of what Sydney has to offer.

If you've had a look the ACOP Facebook page recently, you would have noticed a range of new videos featuring our College Principal, Rosy Sullivan. These videos provide useful information for agents in relation to the latest changes in the property industry and also keep you up the date with the property courses we have on offer in your area. So make sure you check it out and stay up to date.

CPD Courses

ACOP offers CPD courses in different formats

Workshops

Distance Education

Online

*We also conduct in-house courses for small or large groups.
Ring 1300 88 48 10 for a quote. We come to you.*

Enrol Now

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

Property Licence Courses

Experienced Agents
Property Licence
Program
Sydney CBD
Tue 18th - Fri 21st Apr

Trust Accounting
Sydney CBD
Tue 18th - Wed 19th Apr

Property Management
Sydney CBD
Thu 20th - Fri 21st Apr

Business Broking
Agency Practices
Sydney CBD
Thu 27th - Fri 28th Apr

Sales for Real Estate
Sydney CBD
Tue 29th May - Fri 1st Jun

Strata Management
Agency Practices
Sydney CBD
Tue 2nd - Fri 5th May

Stock & Station
Agency Practices
Sydney CBD
Mon 8th - Fri 12th May

Financial Management
Sydney CBD
Wed 12th - Thu 13th Apr

Staff Management
Sydney CBD
Wed 7th - Thu 8th Jun

Auctioneer
Accreditation
Sydney CBD
Thu 1st Jun

Certificate IV in Finance and Mortgage Broking

Monday 8th - Wednesday 10th May

Diploma of Finance and
Mortgage Broking Management (Upgrade)

Thursday 11th - Friday 12th May

MAKE 2017 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2017 the year that you get the qualification and obtain a full property licence

ACOP provides licensing training programs, and will recognise your prior learning and experience, for the following licence categories:

- ★ real estate agent's licence
- ★ strata manager's licence
- ★ business agent's licence
- ★ stock and station agent's licence
- ★ buyer's agent's licence
- ★ on-site residential property manager's licence

If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.

Social Media

