



CPD COURSES

Castle Hill
Sales & Prop Mgmt
Thu 2nd Oct

Sydney
Commercial & Retail
Sales & Leasing
Wed 8th Oct

Sydney
Strata
Wed 15th Oct

Tamworth
Sales & Prop Mgmt
Fri 17th Oct

Orange
Sales & Prop Mgmt
Mon 20th Oct

Sydney
Sales or Prop Mgmt
Fri 24th Oct

Coffs Harbour
Sales & Prop Mgmt or
Strata
Mon 3rd Nov

Batemans Bay
Sales & Prop Mgmt
Fri 7th Nov

Sydney
Business Broking
Thu 6th Nov

Trainingwhat for

As a training and education provider, we are often asked “why bother”. Now many people complete their training simply to gain a qualification that is required for them to get a job or to meet a regulatory requirement. Obviously, we think that training is the core of any business.

Training is often viewed as the panacea of all problems that an organisation may face. This is not always the case. Many problems can be fixed with better systems and improved management practices. Good policies and procedures go a long way in improving the practices within a business.

I believe that training and development brings benefits to both the employer and the employee. The very act of participating in planned learning experiences builds the skills, knowledge and technical skills of individuals, which results in an overall raised level of business competence. A very important side product of skills and knowledge-based training is that it helps to improve efficiency and can motivate employees to do well. This helps to make positive changes to the way in which they work and make decisions. Development takes training to a higher level which supports individuals to use their training to meet their individual needs and ambitions. By training and developing its staff well, an organisation can put itself into a position to develop a positive business advantage over its competitors.

Training and development equips individuals with the skills they need to achieve their targeted role in the business.

Although training is a cost to a business, it is also an investment. It helps the employer to link those individuals who have the appropriate technical skills and business competencies with the roles they are best able to do. It ensures that as a person moves from one position within an organisation to another position, that he or she is succeeded by the best possible replacement. This is at the heart of succession management. By acquiring technical skills and business competencies, employees can plan their career path. This gives them responsibility for achieving their career ambitions. It also helps to create the future leaders of the organisation. Such a planned career



www.acop.edu.au
enquiries@acop.edu.au

**CPD
2 HOUR
BREAKFAST
SEMINARS**

Full 12 points!!

Gosford

Sales & Prop Mgmt
Wed 1st Oct

Sydney

Evening Seminar
Sales & Prop Mgmt
Tue 7th Oct

Sydney

Sales & Prop Mgmt
Thu 9th Oct

Sydney

Strata
Fri 10th Oct

Bankstown

Sales & Prop Mgmt
Fri 10th Oct

Parramatta

Sales & Prop Mgmt
Thu 16th Oct

Windsor

Sales & Prop Mgmt
Fri 17th Oct

Liverpool

Sales & Prop Mgmt
Thu 23rd Oct

Newcastle

Sales & Prop Mgmt
Tue 28th Oct

Castle Hill

Strata
Thu 30th Oct

path for the employees also makes for a smoother running workplace for the employer, with reduced down-time in training individuals to fill vacant positions.

With all of these good reasons in mind, it is the perfect opportunity to consider what government-funded training is available. The whole system of funding for training is changing in 2015 and announcements about what this will mean for specific industries will be released in the next few months. In the meantime, newly employed professionals in the property and finance industries have the opportunity to apply for government funding in order to gain their regulatory required qualifications.

In Australia, we have a system of Vocational Education and Training (VET) that supports this link between identification of skills required for specific functions in an industry, with the training requirements for those functions clearly nominated on a national level. Registered Training Organisations (RTOS) – like the Australian College of Professionals have the authority to conduct training for specific industries. Employers can work with RTOs in the development of tailored training programs to best meet the needs of their employees.

An employer needs to plan their business, in order to identify not only the current needs of the business in terms of employees and the functions that they need to perform, but the future needs of the business in terms of additional areas of business and career progression for staff in order to retain good employees.

At the moment in Australia, there is a keen focus under the Skilling Australia Program to build an educated and skilled workforce and ensure that there are opportunities for all Australians to experience the benefits of employment.

Traineeships (for people aged from 16 to 64) are available for people to gain vocational skills in order to gain or continue working in an industry. There are financial incentives available to the employee and also to the employers, dependent upon the eligibility level of the employee. Eligibility has many variables, ranging from how long the individual has been employed, through to their age, their previous training or education, and their current employment status. It is certainly the first option that should be explored in order to access any available government funding for training.

So, if you are looking to upgrade your skills or support your staff in developing their careers, contact us to discuss if you are eligible for a government-funded option.

And remember what my old mum used to say (often), that “no matter what happens in your life - your training, development and general education is one thing that can never be taken away from you”.

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

CERTIFICATE OF REGISTRATION COURSES

Castle Hill

Tue 7th – Thu 9th Oct

Newcastle

(Dist Ed + 1 day workshop)

Thu 9th Oct

Tamworth

(Dist Ed + 1 day workshop)

Thu 16th Oct

Sydney

Mon 20th – Wed 22nd Oct

Orange

(Dist Ed + 1 day workshop)

Tue 21st Oct

Sydney

(Dist Ed + 2 day workshop)

Sat 25th - Sun 26th Oct

Coffs Harbour

(Dist Ed + 1 day workshop)

Tue 4th Nov

Batemans Bay

(Dist Ed + 1 day workshop)

Thu 6th Nov

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking
Sydney

Wed 15th - Fri 17th Oct

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Wed 22nd - Thu 23rd Oct

News from the Office

In the past few weeks the College has conducted training for a record number of students in the Certificate of Registration course. In one week we had 80 students attend our offered face to face courses, with almost the same amount of students choosing the Distance Education learning option. On top of all that, our experienced agent's property program was conducted at Castle Hill, we have held numerous CPD sessions all over NSW once again and we are sending Rosemary to the country to Tamworth to run a specialised CPD seminar later this week.

We can finally say we have all our travellers back. Megan Sullivan has returned from four months of travelling with her boyfriend Matt - Megan attended seven World Cup games, visited twelve countries, three continents, thirty eight cities, caught twenty four flights, twenty one bus trips, slept in forty different beds and has now returned to the college as the Traineeships Co-ordinator. So, if Megan starts speaking any language other than English whilst on the phone to you, please kindly remind her that she is no longer on holidays. Oh, and of course we had a cake to celebrate the return of Megan.

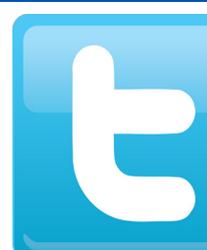
In other news, the Manly Seas Eagles are out of the footy finals which means low College morale for the majority of the staff. Only Ben Phoebus has a skip in his step as his beloved Penrith Panthers have made it through to the finals. Rosy went to see Andrea Bocelli with our friends from the Smooth FM team in their corporate box at All Phones arena. We celebrated Braden Dew's (Executive Head of Production) 19th birthday and also John Sullivan's birthday. Yep with a cake for both, 3 cakes in 2 weeks is about the average cake intake for the College.



Online CPD now available for Real Estate Sales, Property Management, Business Broking, Strata, Stock and Station and On-site Residential Property Management.

\$99

Social Media



Property Licence Courses

Experienced Agents
Property Licence
Program
Castle Hill

Mon 29th Sep - Fri 3rd Oct

Trust Accounting
Castle Hill

Mon 29th Sep - Wed 1st Oct

Property Management
Castle Hill

Wed 1st - Fri 3rd Oct

Business Broking
Agency Practices
Sydney

Thu 2nd - Fri 3rd Oct

Sales for Real Estate
Castle Hill

Tue 18th - Fri 21st Nov

Strata Management
Agency Practices
Sydney

Tue 11th - 14th Nov

Stock & Station
Agency Practices
Sydney

Mon 3rd - Fri 7th Nov

Financial Management
Sydney

Thu 23rd - Fri 24th Oct

Staff Management
Sydney

Wed 15th - Thu 16th Oct

Is it Time You Upgraded to Your Licence?

ACoP runs an Experienced Agents Property Licence Program which, in conjunction with Recognition of Prior Learning (RPL) assessment, will enable you to complete your Real Estate Licence qualification in 5 days with take home assessments.

We will also assist you with completion and submission of your licence application to NSW Fair Trading free of charge.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

Stock & Station Agency Practices Course

for existing Real Estate, Strata and Business Broking Licensees

Monday 3rd to Friday 7th November
at Sydney CBD.

Ring **1300 88 48 10** to book!

Why not try online CPD for \$99?



Australian College
of Professionals

The College trainers will be conducting Certificate of Registration and CPD courses in city and country areas of NSW in 2014.

Ring 1300 88 48 10 to book

or

visit our website - www.acop.edu.au

Customised and in-house CPD courses are available. We come to you!

Real Estate, Strata, Business Broking, On-site Residential or Stock & Station.

In Sydney, courses are run at Bankstown, Castle Hill, the CBD at St Andrew's House, Liverpool, Northern Beaches and Parramatta.

