

THE ACADEMY

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NEW ZEALAND
Sales Programme
and National Certificate
in Real Estate
(Salesperson)

the academy
harcourts training systems



NATIONAL CERTIFICATE IN REAL ESTATE (SALESPERSON)

WHO SHOULD DO THIS PROGRAMME

People who wish to become registered real estate salespersons in New Zealand. Usually this group will have had little or no experience in the industry.

The secondary client group will be existing real estate salespersons moving from another country wishing to register as a salesperson in New Zealand.

Thirdly, people from other sectors of the real estate industry wishing to further develop their knowledge or skills in specific areas; e.g. personal assistants, registered salespersons, real estate franchise owners and managers wanting to up-skill or remain current in real estate practice.

THE TRAINING PROGRAMME

Will provide participants with the knowledge and skills to demonstrate competency in the 11 unit standards required for real estate salesperson registration.

It is recognised nationally throughout New Zealand.

THE FIRST STEP IN YOUR CAREER IN REAL ESTATE

- Certificate of Competence
- REAA Licence
- Rewarding Future

SPECIFIC UNIT STANDARDS

- Unit Standard 23134 Demonstrate knowledge of land ownership, transfer of ownership, and titles
- Unit Standard 23135 Demonstrate knowledge of the law of contract and the law of agency
- Unit Standard 23136 Demonstrate knowledge of misleading and deceiving conduct and misrepresentation
- Unit Standard 23138 Demonstrate knowledge of council zoning and building law needed to act as a real estate salesperson
- Unit Standard 23141 Demonstrate understanding of legal matters affecting real estate licensees
- Unit Standard 26149 Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Act 2008
- Unit Standard 26150 Demonstrate knowledge of methods for sale of real estate in New Zealand
- Unit Standard 15500 Establish a presence in the real estate market
- Unit Standard 26148 Demonstrate knowledge and use of inspection, appraisal and agency agreement for real estate property
- Unit Standard 23140 Develop marketing plans for real estate, qualify customers, and present properties for sale
- Unit Standard 23137 Demonstrate knowledge of the sale and purchase agreement and facilitate sale of real estate

THE PATHWAY TO A SUCCESSFUL CAREER IN REAL ESTATE

A process of blended learning – online, classroom and in the field. Successful completion grants you with a National Certificate in Real Estate (Salesperson) Level 4; the qualification required to register and work as a real estate salesperson in New Zealand.

WHAT THIS GIVES YOU

Successful completion grants you with a National Certificate in Real Estate (Salesperson) Level 4; enabling you to become registered as a real estate salesperson in New Zealand.

Candidates completing the stated 11 Unit Standards will be able to submit their certificate of competence to the Real Estate Agents Authority (REAA) in application to become registered as a real estate salesperson.

SALES PROGRAMME

GETTING STARTED THE HARCOURTS WAY

This programme is designed for people new to real estate sales, sales consultant assistants and buyer assistants. A blended learning programme incorporating online learning, in-class training and in-the-field projects. 'Getting Started The Harcourts Way' provides knowledge and practical skills to reach unlimited levels of success.

WHAT YOU WILL LEARN

- To develop real estate success attitudes and strategies
- To mind your own business - planning and goal setting
- To generate leads for future business through consultative techniques
- To make superstar presentations and sales
- To build repeat and referral business through client management systems
- To develop skills for managing yourself and achieving life balance
- To maximise the benefits of Harcourts technology, communication and marketing tools for self-promotion, service and efficiency

WHAT YOU RECEIVE

Access to online reading and tasks	Magnetic name badge	Satchel
7 days of instructor lead training	Listing compendium	Self-promotional material
Academy information manuals	Academy student workbooks	i-Start 24 Booklet
Harcourts scarf or tie	Harcourts lapel badge	