



# Career News 2019 #8

## CareerNews Key Dates & Reminders

### ***For all Students:***

#### **Chisholm Institute**

#### **July School Holiday Workshops**

For students aged 14 - 19 years.

Times: 9.30am to 3.30pm

Where: Frankston campus

Cost \$15 which includes a light lunch.

Bookings are essential so please register here: [www.chisholm.edu.au/workshops](http://www.chisholm.edu.au/workshops)

### ***For all VCE Students:***

#### **Inside Monash Seminars**

When: Running until August.

Spend 90 minutes with an academic, a current and a past student on campus and discover what it's really like to study at Monash. To view the faculties and seminar dates visit:

<https://www.monash.edu/inside-monash>

#### **La Trobe University**

#### **'Experience Clever'**

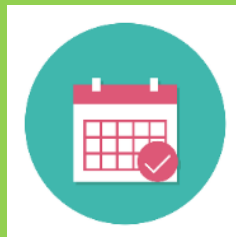
The dates/campus:

3rd July – Bendigo

5th July – Melbourne

To register visit:

<https://www.latrobe.edu.au/study/life/events/experience-clever>



## **News & Updates**

### **Win a 5-day Fashion Design Portfolio Development Workshop**



Are you in Year 12 and pursuing fashion? Why not get some extra assistance with your portfolio by entering the draw to win

a 5-day Fashion Design Portfolio Development workshop at Torrens University in Melbourne? Torrens are currently running a competition where 50 students can win the opportunity to attend their exclusive 5-day Workshop. The dates: 1st - 5th July 2019  
Times: 10-4pm  
Where: Torrens University Australia, Flinders Street Campus - 196 Flinders Street, Melbourne.

Follow this link as soon as possible if you're interested:

<https://gleam.io/tlf1z/50-winners-5-day-fashion-design-portfolio-development-workshop-for-year-12s-torrens-university-australia>

## Open Days 2019

INSTITUTION	DATE	TIME	CONTACT DETAILS
<b>Australian Catholic University</b> Melbourne Campus Ballarat Campus	Sun 11 Aug Sun 25 Aug	10am – 3pm 10am – 2pm	1300 ASK ACU Email: <a href="https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day">https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day</a>
<b>Box Hill Institute of TAFE</b> Box Hill Campus Lilydale Campus	Sun 25 Aug Sun 15 Sep	10am – 3pm 10am – 3pm	1300 269 445 <a href="http://www.boxhill.edu.au/openday">www.boxhill.edu.au/openday</a>
<b>Chisholm Institute</b> Dandenong	Mon 16 Dec	5pm - 7pm	1300 244 746 <a href="https://www.chisholm.edu.au/open">https://www.chisholm.edu.au/open</a>
<b>Deakin College</b> Geelong Campus (Waurin Ponds & Waterfront) Melbourne (Burwood) Campus <b>Deakin University</b> Geelong Campus (Waurin Ponds & Waterfront) Melbourne Burwood Warnambool	Sun 18 Aug Sun 25 Aug Sun 18 Aug Sun 25 Aug Sun 4 Aug	9am – 3pm 9am – 3pm 9am – 3pm 9am – 3pm 10am – 2pm	1800 334 733 <a href="http://openday.deakin.edu.au/">http://openday.deakin.edu.au/</a>
<b>Federation University of Australia</b>			1800 333 864 <a href="https://federation.edu.au/openday">https://federation.edu.au/openday</a>
<b>Holmesglen Institute</b> All campuses	Thur 20 June	Various	1300 639 888 <a href="https://holmesglen.edu.au/Students/Open-Days/">https://holmesglen.edu.au/Students/Open-Days/</a>
<b>JMC Academy</b>	Sat 24 Aug		1300 410 311 <a href="https://www.jmccademy.edu.au/events/open-days">https://www.jmccademy.edu.au/events/open-days</a>
<b>La Trobe College</b> Melbourne (Bundoora) <b>La Trobe University</b> Shepparton Campus Melbourne (Bundoora) Campus Albury-Wodonga Mildura Campus Bendigo Campus	Sun 4 Aug Fri 2 Aug Sun 4 Aug Sun 18 Aug Sun 14 Aug Sun 25 Aug	3pm - 7pm 10am - 4pm 10am - 2pm 4pm - 7pm 10am - 3pm	1300 135 045 <a href="https://www.latrobe.edu.au/openday">https://www.latrobe.edu.au/openday</a>
<b>Melbourne Polytechnic</b> Preston Campus	Sun 18 Aug	10am – 3pm	9269 1200 <a href="https://www.melbournepolytechnic.edu.au/open-day">https://www.melbournepolytechnic.edu.au/open-day</a>
<b>Monash University</b> Peninsula Campus Clayton & Caulfield Campuses Parkville Campus	Sat 3 Aug Sun 4 Aug Sun 18 Aug	10am – 3pm 10am – 4pm 10am – 3pm	1800 666 274 <a href="https://www.monash.edu/open-day">https://www.monash.edu/open-day</a>
<b>RMIT</b> Bundoora City & Brunswick Campuses	Sun 4 Aug Sun 11 Aug	10am – 4pm 10am – 4pm	9925 2260 <a href="https://openday.rmit.edu.au/">https://openday.rmit.edu.au/</a>
<b>Swinburne University</b> Hawthorn	Sun 28 July	10am – 4pm	1300 SWINBURNE <a href="https://www.swinburne.edu.au/">https://www.swinburne.edu.au/</a>
<b>University of Melbourne</b> Parkville Dookie Werribee	Sun 18 Aug Sun 22 Sep Sun 20 Oct	10am – 4pm 10am – 4pm 10am – 4pm	1800 801 662 <a href="https://openday.unimelb.edu.au/">https://openday.unimelb.edu.au/</a>
<b>Victoria University</b>			1300 171 755 <a href="https://openday.vu.edu.au/">https://openday.vu.edu.au/</a>
<b>William Angliss Institute of TAFE</b> City	Sat 3 Aug	10am – 3pm	1300 ANGLISS <a href="http://www.angliss.edu.au">http://www.angliss.edu.au</a>
<b>SAE Creative Media Institute</b>	Sun 11 Aug	10am – 2pm	<a href="https://sae.edu.au/news-and-events/events">https://sae.edu.au/news-and-events/events</a>
<b>Collarts (Australian College of the Arts)</b> Fitzroy, Collingwood (Wellington St & Cromwell St)	Sat 31 Aug	10am – 3pm	<a href="https://www.collarts.edu.au/open-day">https://www.collarts.edu.au/open-day</a>



## Career Focus – Real Estate Salesperson

Real Estate salespeople arrange the sale of land, residential properties (such as houses or flats), businesses, factories, shops and farms on behalf of owners. Their work can often be after hours and on weekends and involves a great deal of contact with the public and associated professionals such as; builders, valuers, solicitors, conveyancers, banking personal and local council representatives. Real Estate salespeople may specialise in areas such as residential, commercial or business sales. After gaining industry experience, some real estate professionals choose to pursue work in other related positions such as: Property Developer, Property Manager, Finance Broker, Property Broker, Valuer, Investor, Asset Manager or Property Market Analyst.

Real estate salespeople:

- Discuss the method of sale, presentation of the property, costs and inspection times with vendors (sellers)
- Estimate the current market price and suggest a reserve or minimum selling price by preparing a Comparative Market Analysis (CMA)
- List details of land or buildings for sale and arrange the advertising of properties
- Assess buyers' needs and locate properties for their consideration
- Take prospective buyers to inspect properties
- Advise on merits of properties and the terms of sale
- Arrange legal agreements between vendors and buyers
- Assist with the facilitation of finance

To be a real estate salesperson it is helpful to:

- Have good communication and negotiation skills
- Have good presentation skills
- Be well presented and have a pleasant manner
- Be able to network effectively
- Be able to work without direct supervision
- Have a sales focus
- Have good organisational skills and attention to detail
- Good working knowledge of the local area in which you work

To work in the real estate industry in Victoria, you will need to complete your 'Agents Representative' course. If your interest is to become a licensed estate agent to operate your own real estate agency, you will need to complete a Certificate IV in Property Services (Real Estate) with the REIV or a Diploma at TAFE. This can be undertaken after you have completed your 'Sub-Agents Representative' course and gained relevant industry experience, whereby you will receive RPL (Recognition of Prior Learning). Most courses are part time and have flexible study options however you will need to enquire directly with your chosen institution.

You will need to be 18 years or older to undertake these courses unless undertaking a traineeship. Some entry requirements including a language literacy and numeracy assessment and/or a pre-training review and for some institutions require you to be currently working in the industry.

Below is a list of the 'Agents Representative' courses, 'Certificate IV in Property Services (Real Estate)' and tertiary study options:

<b>'Agents' Representative' course</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Box Hill Institute</b>	Box Hill, Lilydale	Certificate IV in Property Services (Real Estate)	6 months	NA
<b>Chisholm Institute</b>	Cranbourne	Certificate IV in Property Services (Real Estate)	5 days	NA
<b>Kangan Institute</b>	Broadmeadows	Certificate IV in Property Services (Real Estate) (Partial completion- Licensed Agents Course)	4 days or alternative options	NA
<b>REIV</b>	Ballarat, Camberwell, Eltham, Frankston, Geelong, Traralgon, Werribee.	Agent's Representative Course in Real Estate	5 days	NA
<b>Swinburne</b>	Hawthorn, Online, Wantirna	Agent's Representative Course	4 weeks	NA
<b>'Licensed Agent' Courses</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Box Hill Institute</b>	Box Hill, Lilydale	Certificate IV in Property Services (Real Estate)	9 months	NA
<b>Chisholm Institute</b>	Cranbourne	Certificate IV in Property Services (Real Estate)	10 months	NA
<b>Kangan Institute</b>	Broadmeadows	Certificate IV in Property Services (Real Estate)	6 months	NA
<b>REIV</b>	Camberwell	Certificate IV in Property Services (Real Estate)	43-46 Weeks	NA
<b>Tertiary Courses</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Deakin University</b>	Cloud, Melbourne	Bachelor of Property and Real Estate	3 Years	70
		Bachelor of Property and Real Estate/Commerce	4 Years	80.70
		Bachelor of Property and Real Estate/Laws	5 Years	NA

Note: \* NA – Not applicable or under 5 offers were previously made, ATAR is based on the lowest selection rank with adjustment factors. (As subjects, course structures and requirements can vary between institutions, it is necessary to contact your chosen institution for further information).

#### **Career Profile – Real Estate Salesperson**

**Name:** Raymond Gregory **Current Position:** Self-employed

**Can you tell us where you studied, how long your course duration was and where you undertook your work experience (if any) to become qualified as a Licensed Real Estate Agent?** I studied at Chisholm Institute (Frankston campus) and studied the 'Agents Representative' course part-time for 6 months.

#### **Whilst you were studying at secondary school, did you know that real estate is what you wanted to get into?**

No, I actually completed an apprenticeship as a chef after school and worked in hospitality for a number of years before commencing work in real estate. I completed some work experience and really enjoyed it, so then enrolled in the agent's representative course.

**What do you love about your job?** I love meeting people and assisting them in one of, if not, the biggest purchases of their lives. I enjoy selling property for the best possible price. The scope of the industry is also really great. Initially, I started in new home sales and later took an interest in larger scale developments, so I now work with developers and builders in project management and property investment sales.

**What personal requirements would you say are necessary in your position?** A good work ethic is essential, a love for property and facilitating deals. Having good attention to detail through paperwork and computer literacy is also really helpful.

#### **What are the challenges of your job and the best ways to overcome those challenges?**

The hours include evenings and weekend work as this is when clients are available for inspections and appointments. As a result, your working hours can be long so it is important to manage a healthy work/life balance. Other challenges include managing people's desires with real outcomes and working to deadlines.