



trainingagents

Your Leading Real Estate Training Company





Training Agents has quickly become the preferred training provider for Real Estate professionals looking to enhance their qualifications as well as people new to the industry who are looking to embark on the challenge of a new career.

Training individuals and Agencies and assisting them in reaching new heights, our highly experienced staff have been involved with all facets of the Real Estate industry. Our years of industry knowledge is exhibited through our training techniques with our practical assessments all being based on real life experiences in the Real Estate industry.

Specialising in this designated field, Training Agents sole focus is that of training and developing Real Estate professionals regardless of whether they have just entered the industry or are an accomplished agent looking to advance to the next level.

Offering the diversity of online or distance training, face to face in your office or classes in our state of the art training facility, we aim to deliver the highest quality training programmes at a convenient time and location to suit your needs.

Matthew

SHALHOUB



Over the past 22 years in the Real Estate business, Matthew Shalhoub has earned himself a reputation as a highly committed Real Estate professional. Since leaving behind a successful Real Estate career Matthew has become recognised as one of the industry's leading Real Estate Auctioneers heading up the Under The Hammer team as well as a highly adept Real Estate trainer and coach.

As Principal of Training Agents, Matthew is actively involved with the continuous improvement and development of resources. He places an emphasis on being up to date with legislative and industry changes, and ensures his training staff are equipped to deliver current, quality and compliant training.

An accomplished Real Estate and business coach, Matthew has worked alongside some of the industry's leading individuals and corporate agencies to reach unprecedented levels of monitored success in short periods of time.



Matthew Shalhoub Principal

Over the past 22 years in the Real Estate business, Matthew has earned himself a reputation as a highly committed Real Estate professional. As Principal of Training Agents, Matthew is actively involved with the continual development of resources and believes it is imperative that all staff remain at the pinnacle of information and legislative changes.



Anna Maratta Trainer

A natural teacher and mentor, Anna's delivery of Real Estate courses has been extremely well received. Her excellent communication skills go a long way in making the training journey a seamless and pleasant one for all of her clients. Anna's nurturing nature creates an exceptionally pleasant training environment which enables a higher learning intake.



James Hurley Trainer

When he is not conducting auctions, James enjoys sharing his vast experience and knowledge of the industry. His warm and friendly persona is widely received making each training course a carefree experience. Having worked in the Real Estate industry for the past 10 years James has a wealth of experience to pass on to his students.



Jason Kazanis Trainer

Following a prominent career as a radio presenter, Jason turned his attention to the Real Estate industry along with obtaining his certificate in Training & Assessment. His unique style and charisma bodes well in ensuring the process is an enjoyable and educational experience for students obtaining their qualification.



Alexia Pettenon Trainer

Working in Real Estate for the past 20 years, Alexia's understanding of the industry allows her to be a successful mentor and trainer. Her corporate experience effectively rounds off her knowledge of best business practice. With natural people skills and a kind personality, Alexia conducts enjoyable and productive training sessions.



Adrian Brookman Trainer

Beginning his Real Estate career in 1995, Adrian has built up an impeccable reputation as a high achiever within the industry. His dynamic approach has proven to be successful in achieving top results. As a qualified trainer Adrian is happy to pass on his wealth of knowledge and experience through delivery of all Real Estate courses.



Arthur Chrisimos Trainer

Commencing his career in 2002, Arthur has built up an impressive resume and understands all aspects of running a successful Real Estate business. His extensive market knowledge combined with his warm and calming approach results in great teaching techniques, putting his students at ease and achieving success.



Nina Rodgers Training & Administration Manager

As the first point of contact for all enquiries, Nina provides support to our clients and trainers while also managing the administration processes. Her impeccable organisation skills and experience in RTOs ensures our clients receive optimal care and an easy process in obtaining their Real Estate qualification.

Certificate of Registration



Start a Career in Real Estate

If you are looking to enter the Real Estate industry you will need to complete training which will allow you to apply to NSW Fair Trading for a Certificate of Registration. This is essential if you are looking to be employed in a sales, property management or client services role.

You will receive a Statement of Attainment after successfully completing this course, which is the document you will need to submit to NSW Fair Trading.

Training Agents offers flexibility when it comes to successful course completion. Students have the options of in house classes, distance learning or correspondence, or a combination of the two. Offering unparalleled support, successful candidates will be prepared and ready for their new career in the Real Estate Industry.

Investment

In house Training	\$595.00
Correspondence/Online	\$495.00

Real Estate Licensing



CPP40307 Certificate IV in Property Services (Real Estate)

Successful completion of our Real Estate training will allow you to apply to NSW Fair Trading to become a licensed Real Estate Agent. We offer expert support to students allowing them to gain the comprehensive knowledge and skills required to excel in the Real Estate Industry. Participants who successfully complete the programme will receive a Certificate IV in Property Services (Real Estate).

Experienced Agents are invited to partake in a free RPL Assessment which will determine how much of their industry experience is able to be recognised as prior learning towards the allocated units. Our programme is designed to recognise any experience gained in the Real Estate Industry and utilise that towards the final qualification.

Our course delivery is based on practical experience from our team of qualified and highly experienced trainers while using the latest resources.

Investment

Course Enrolment	\$2,800.00
Auctioneer Accreditation	\$ 880.00

CPD Training



12 CPD Points Made Easy

We appreciate the time restraints that come with a busy schedule so have made completing your 12 CPD points simple and efficient. You can complete your CPD online or send an enquiry with your desired topic and you will receive all the necessary paperwork via email to complete your CPD points via correspondence.

Course on Offer:

Accurate Appraisals

Conflict Resolution

Effective Communication Skills

Ethics & Professional Responsibility

Focus on Open Homes

KPIs Goals & Prospecting

Market Property

Negotiation Skills

Private Treaty Sales

Property Management

Risk Management

Sales & Auction Compliance

Sales Skills

Workplace Harassment

We also offer group training sessions for offices with 6 or more students.

Auctioneer Training



Working with Under The Hammer Auction Academy

Become a professional and learn from the best. The Under The Hammer Auction Academy will give you one-on-one training with some of the industries leading auction professionals. For auctioneers of all levels of experience, our Auctioneer Academy is the best in the industry, covering the important auction skills and processes in a practical environment.

This course is ideal for people who already have their auction accreditation and are wanting to develop their skills.

Course Outline:

- Setting the correct Auction structure
- Effective property descriptions
- Handling challenging and difficult situations
- Keeping momentum during slow & delayed Auctions

- Improving Auction vocabulary
- Fluent and effective number calling
- Tone, pitch and body language

All training sessions are audio and video recorded for reference and development purposes.

Real Estate Coaching



Take your Business to the Next Level

Training Agents works with clients who are looking to increase productivity and profitability within their existing business. Our programmes are designed to cater to agents with all levels of experience within the industry. Whether its an individual one-on-one session, or a group training session we cater our workshops to accommodate your needs to ensure that maximum benefit for the client.

Coaching Options Available:

- Group sales and office meetings
- One-on-one mentoring programmes
- Business coaching and consulting

In order to maximise results and ascertain which is the best programme for you we recommend a free consultation and assessment of you and your business needs. Our rates are affordable and are designed to allow maximum return on investment.

Recognition of Prior Learning

When completing the Real Estate Licensing education requirement, candidates have the opportunity to apply for exemptions of units of competency, based on prior learning or proven industry experience. This is known as an RPL (Recognition of Prior Learning) assessment. Please find below examples of documentation that may assist in streamlining this process.

General Information:

Copies of any previous transcripts from an education facility showing completion of any modules or courses (verified by JP or similar).

A detailed work history/resume outlining what your role was in each workplace.

Letter from your current Real Estate employer outlining your position and job duties (Original and Signed).

Copies of any CPD certificates obtained.

Possible Sales Exemptions:

Copies of a complete sale file. This would include a completed agency agreement, any vendor correspondence, copies of marketing used and a sales advice (verified).

An appraisal report using recent sales.

Marketing proposal for property marketing.

Any client testimonials.

Property brochures for private treaty and/or Auction listings.

Possible Property Management Exemption

Detailed history of employment in Property Management and roles in each office.

Copy of any rental property advertising.

Copy of a completed tribunal application.

Copy of completed tenancy agreement, front and back pages only.

Please make sure any private information is removed from these copies.



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