

# TRAINING FOR SPECIALIST SKILLS

Specialist course calendar – Jan to Dec 2019

**The REIV delivers practical training and professional development for a range of industry specialisations.**

At the REIV you're learning from the industry association that represents agents across the state, providing highly professional accredited and non-accredited specialist courses.

Our training is delivered by experienced real estate professionals who remain active within the broader industry. Importantly, the REIV is a respected Registered Training Organisation (RTO) #4042, known to produce skilled and highly effective real estate agents.

## Continuing Professional Development (CPD)

CPD is an investment in your real estate career progression. In a dynamic environment where the economy, legislation and technology are constantly changing it is important for agents to evolve to stay relevant.

CPD is a requirement for practicing REIV members and a key point of difference in the industry. Training or learning that adds to your repertoire of real estate skills and knowledge is regarded as CPD.

REIV members are required to maintain 48 points over a rolling three year cycle with a minimum of 12 points accrued through REIV activity. Members can track their CPD points online at [reiv.com.au](http://reiv.com.au).

**This document is not an exhaustive list of all courses.**

Please refer to [reiv.com.au](http://reiv.com.au) for course and event updates or contact us on 03 9205 6666.



# REIV

THE DIFFERENCE

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NATIONALLY RECOGNISED  
TRAINING



# CPD CALENDAR JAN-DEC 2019

Stream	Course Name	Date	Duration	Fee (Members)	Fee (Non-Members)	CPD Points
Auction	Introduction to Auctioneering	4 Mar, 10 May, 19 Jul, 18 Oct, 6 Dec	Full Day	\$330	\$440	8
	Advanced Auctioneering	7 Jun, 22 Nov	Full Day	\$330	\$440	8
Agency & Risk	Agency & Risk - Sales Documentation	22 Feb, 3 May, 26 Jul, 11 Sept, 29 Nov	Half Day	\$180	\$240	6
	Trust Accounting Refresher	19 Mar, 3 Sept	Full Day	\$330	\$440	8
Business Broking	Business Broking Fundamentals	11 Apr, 11 Jul, 14 Nov	2 Days	\$440	\$550	16
	Commercial Property Sales Fundamentals	27 Mar, 11 Sept	Full Day	\$330	\$440	8
	Commercial Property Sales Documentation and Processes	22 May, 20 Nov	Full Day	\$330	\$440	8
Commercial Property Management	Commercial Property Management Fundamentals	13 Feb, 20 Mar, 30 Apr, 15 May, 19 June, 31 Jul, 21 Aug, 25 Sept, 30 Oct, 27 Nov	Full Day	\$330	\$440	8
	Commercial Property Management- Lease Administration	20 Feb, 1 May, 3 Jul, 4 Sept, 6 Nov, 11 Dec	Full Day	\$330	\$440	8
	Essential Safety Measures for Commercial Property Managers	13 Mar, 5 Jun, 24 Jul, 16 Oct	Half Day	\$180	\$240	4
	The Agent's Role in Commercial Lease Documentation	13 Mar, 5 Jun, 24 Jul, 16 Oct	Half Day	\$180	\$240	4
	Commercial Property Management Options and Renewals of Leases	6 Mar, 29 May, 17 Jul, 2 Oct	Half Day	\$180	\$240	4
	Commercial Property Management - Rent Reviews	6 Mar, 29 May, 17 Jul, 2 Oct	Half Day	\$180	\$240	4
	Leasing Commercial Property - Risks and Legal Obligations	24 Apr, 28 Aug, 4 Dec	Full Day	\$330	\$440	8
Owners Corporation	Introduction to Owners Corporation Management	4 Feb, 1 Apr, 17 Jun, 5 Aug, 7 Oct, 2 Dec	Full Day	\$330	\$440	8
	Intermediate Owners Corporation Management	11 Feb, 15 Apr, 1 Jul, 21 Oct, 9 Dec	Full Day	\$330	\$440	8
	Advanced Owners Corporation Management	18 Mar, 3 Jun, 26 Aug, 11 Nov	Full Day	\$330	\$440	8
Residential Property Management	Job Ready - Residential Property Management	18 Feb, 6 May, 16 Sept	3 Days	\$550	\$660	16
	Intermediate Residential Property Management	12 Feb, 23 Apr, 16 Jul, 30 Sept	Full Day	\$330	\$440	8
	Advanced Residential Property Management	21 May, 28 Oct	Full Day	\$330	\$440	8
	Residential Property Management - Tips & Insights	26 Mar, 4 Jun, 10 Sept, 19 Nov	Half Day	\$180	\$240	4
	Challenging Situations in Residential Property Management	21 Mar, 23 May, 22 Aug, 28 Nov	Full Day	\$330	\$440	8
	Preparing For and Presenting at VCAT	6 Feb, 12 Jun, 9 Oct	Full Day	\$330	\$440	8
Residential Property Sales	Job Ready Residential Property Sales	8 Apr, 12 Aug	3 Days	\$550	\$660	16
	Multi-Unit Development - Sales Fundamentals	1 Mar, 28 Jun, 20 Sep, 8 Nov	Full Day	\$330	\$440	8

Courses listed above are held at 335 Camberwell Road, Camberwell unless indicated (R) for Regional. For full course details, including locations and to register, visit [reiv.com.au](http://reiv.com.au)