

# REAL ESTATE STUDY 2010

Prepare to Excel

Course3			
Course 3	REAL ESTATE OVERVIEW	<b>Week 1</b>	
<b>Monday</b>	Work in the Real Estate Industry/ Risk Management	June 7	
<b>Tuesday</b>	Identify Legal & Ethical Requirements	June 8	
<b>Wednesday</b>	Interpret legislation to complete Agency Work	June 9	
<b>Thursday</b>	Student free day	June 10	
<b>Friday</b>	Student free day	June 11	
	PROSPECTING AND LISTING	<b>Week 2</b>	
<b>Monday</b>	Student free day - QUEEN'S BIRTHDAY	June 14	Public Hol
<b>Tuesday</b>	Student free day	June 15	
<b>Wednesday</b>	Student free day	June 16	
<b>Thursday</b>	Appraise Property	June 17	
<b>Friday</b>	List Property for Sale	June 18	
	MARKETING	<b>Week 3</b>	
<b>Monday</b>	Market Property for Sale	June 21	
<b>Tuesday</b>	Establish & Build Client Agency Relationship	June 22	
<b>Wednesday</b>	Establish & Build Client Agency Relationship	June 23	
<b>Thursday</b>	Student free day	June 24	
<b>Friday</b>	Student free day	June 25	
	BUSINESS & PROPERTY DEVELOPMENT	<b>Week 4</b>	
<b>Monday</b>	Work in the Business Broking Industry	June 28	
<b>Tuesday</b>	Develop Strategic Business Plan	June 29	
<b>Wednesday</b>	Present Property Reports	June 30	
<b>Thursday</b>	Present Property Reports - half day	July 1	
<b>Friday</b>	Student free day	July 2	
	DOCUMENTATION	<b>Week 5</b>	
<b>Monday</b>	Student free day	July 5	Sch Hols
<b>Tuesday</b>	Student free day	July 6	Sch Hols
<b>Wednesday</b>	Identify Legal & Ethical Requirement of Prop Sales....	July 7	Sch Hols
<b>Thursday</b>	Identify Legal & Ethical Requirement of Prop Sales....	July 8	Sch Hols
<b>Friday</b>	Identify Legal & Ethical Requirement of Prop Sales....	July 9	Sch Hols
	PROPERTY SELLING	<b>Week 6</b>	
<b>Monday</b>	Prepare for Auction	July 12	Sch Hols
<b>Tuesday</b>	Negotiate Effectively in Property Transactions	July 13	Sch Hols
<b>Wednesday</b>	Sell & Finalise the Sale of Property by Private Treaty	July 14	Sch Hols
<b>Thursday</b>	Student free day	July 15	Sch Hols
<b>Friday</b>	Student free day	July 16	Sch Hols
	PROPERTY MANAGEMENT	<b>Week 7</b>	
<b>Monday</b>	Property Management (SOA Final Day)	July 19	
<b>Tuesday</b>	Property Management (Cert IV Students ONLY)	July 20	
<b>Wednesday</b>	Property Management (Cert IV Students ONLY)	July 21	
<b>Thursday</b>	Student free day	July 22	
<b>Friday</b>	Student free day	July 23	

NB: If a student is undertaking a traineeship or full Certificate IV in Property Services (RE) there are three subjects to be completed by external study: Market the Agency, Develop Work Priorities and Implement Customer Service Strategies in the Property Industry.