



Dynamic Learning Services Pty Ltd RTO No 40467  
Suite 1, 176 The Entrance RD, Erina NSW 2250  
Phone: (02) 4365 0040  
Email: admin@dynamiclearningservices.com.au



## South Australia Licensing and Certificate of Registration

### Real Estate Specialists

#### **Sales Representative License– is this for you.....**

Sales representatives work for land agents and are involved in selling and leasing land and businesses. Sales representatives must be registered with Consumer and Business Services. Existing sales reps who want to also do property management must apply to have the property management condition added to their registration. Registered land agents don't need a separate registration if they are working as a sales representative.

#### **Property Manager– is this for you....**

Anyone employed by a land agent who manages residential or commercial properties. Existing sales reps who manage properties need to apply to have the property manager condition added to their existing registration. You need to be registered to sign agency agreements, perform appraisals, conduct inspections and negotiate leases.

#### ***MODES OF DELIVERY***

- Face to face in the workplace
- Correspondence in a self-paced model (using text-based resources in a self-paced model and supported by our dedicated trainers)
- Online (supported by our dedicated trainers).
- Recognition of Prior Learning (for people who have evidence to support their current competence in the relevant units of competency which comprise the qualification).



**OPEN  
HOUSE**

## SA Licensing Course– Sales Representative

The units in the Dynamic Learning Services program are listed below:

### Statement of Attainment:

- CPPDSM4003A Appraise property
- CPPDSM4005A Establish and build client-agency relationships
- CPPDSM4007A Identify legal and ethical requirements of property management to complete agency work
- CPPDSM4008A Identify legal and ethical requirements of property sales to complete agency work
- CPPDSM4009B Interpret legislation to complete agency work
- CPPDSM4010A Lease property
- CPPDSM4012A List property for sale
- CPPDSM4014A Market property for sale
- CPPDSM4015B Minimise agency and consumer risk
- CPPDSM4017A Negotiate effectively in property transactions
- CPPDSM4018A Prepare and present property reports
- CPPDSM4019A Prepare for auction and complete sale
- CPPDSM4022A Sell and finalise the sale of property by private treaty
- CPPDSM4079A Work in the business broking sector
- CPPDSM4080A Work in the real estate industry
- CPPDSM5012A Develop a strategic business plan in the real estate industry
- CPPDSM5032A Market the agency

RTO 40467



DYNAMIC LEARNING SERVICES



**CERTIFICATE OF  
REGISTRATION**

Dynamic Learning Services Pty Ltd RTO No 40467  
Suite 1, 176 The Entrance RD, Erina NSW 2250  
Phone: (02) 4365 0040  
Email: [admin@dynamiclearningservices.com.au](mailto:admin@dynamiclearningservices.com.au)

**Statement of Attainment:**

- CPPDSM4007A Identify legal and ethical requirements of property management to complete agency work
- CPPDSM4009B Interpret legislation to complete agency work
- CPPDSM4010A Lease property
- CPPDSM4011A List property for lease
- CPPDSM4013A Market property for lease
- CPPDSM4015B Minimise agency and consumer risk
- CPPDSM4016A Monitor and manage lease or tenancy agreement
- CPPDSM4017A Negotiate effectively in property transactions
- CPPDSM4020A Present at tribunals

**Pricing:**

**Certificate of Registration- \$499 online or \$595 Tutorial  
Licensing Course- \$1500 online or \$1900 online with mentor**

**ADDITIONAL COSTS TO LICENSING  
BODY**

**Certificate of Registration:**  
Consumer Affairs Victoria  
Consumer and Business Services  
SA

Licence Fee: \$515

**Licensing Course:**

Consumer and Business Services  
SA

Licence Fee: \$569

**Pathways**

Qualifications that may be considered after successful completion include:

CPP51119 Diploma of Property Services (Agency Management)

**Entry Requirements**

Students must be at least 18 years of age.

Students must undergo a Language, Literacy & Numeracy evaluation prior to commencement of studies.

Further detailed information on your course, fees and charges, relevant student policies and procedures and to view the student handbook, please visit our website at [www.dynamiclearningservices.com.au](http://www.dynamiclearningservices.com.au) or contact Dynamic Learning Services on 02 4365 0040.