

## Harcourts Academy and REINZ National Certificate Commencement Programme

**Did you know** that if you are about to attend the Academy Sales Programme, you can gain 23 credits towards the National Certificate in Real Estate, in association with the REINZ ITO and their On Job Training package?

There are 48 credits required to complete the National Certificate in Real Estate (based on the Salesperson having completed the new Salesperson's Course prior to 1 May 2008. Salespeople who complete their Salesperson's Course post 1 May 2008 have an extra 7 credits' to complete).

Upon completion of the Academy Sales Programme and the REINZ assessments for the unit standards below, the participant will have gained 23 of the required 48 credits.

Programme delivery at the Academy training room is completed within 3 to 7 days; REINZ assessment is completed on average within three months.

### Programme Unit Standards

| Unit standard number | Unit standard name   | Level | Credit |
|----------------------|--|-------|--------|
| 15500                | Establish a presence in the real estate market   | 4     | 4      |
| 23156                | Demonstrate knowledge of basic real estate marketing   | 3     | 3      |
| 23443                | Develop property descriptions of residential properties                                      | 4     | 4      |
| 23139                | Demonstrate knowledge and use of listing form and of appraising property.                    | 4     | 4      |
| 23140                | Develop marketing plans for real estate; qualify purchasers, and present property for sale.  | 4     | 4      |
| 23150                | Prepare sale and purchase agreements for complex situations relating to residential property | 4     | 4      |
| Total                |  |       | 23     |

### Cost

The total cost for the 23 credits is \$368.00 including GST. Each enrolled participant will receive a Study Guide and Assessment Activity for each unit standard once they have completed a training agreement and paid the course fee.

### Qualification Pathways

Harcourts people who have completed the Sales Programme and gained competency in the six unit standards (23 credits) will only have 25 credits to complete their National Certificate in Real Estate, the first step in gaining their AREINZ qualification.

Cost: The remaining 25 credits would cost a further \$400.00 including GST

Cost: The remaining 32 credits would cost a further \$512.00 including GST (for those completing Salesperson's post 1 May 2008 have extra 7 credits to complete)

For more information visit the REINZ display stand or online at [www.reinz.co.nz](http://www.reinz.co.nz)