

# COURSE GUIDE

START A CAREER IN  
THE REAL ESTATE  
INDUSTRY



# WELCOME TO THE LEARNING TEAM

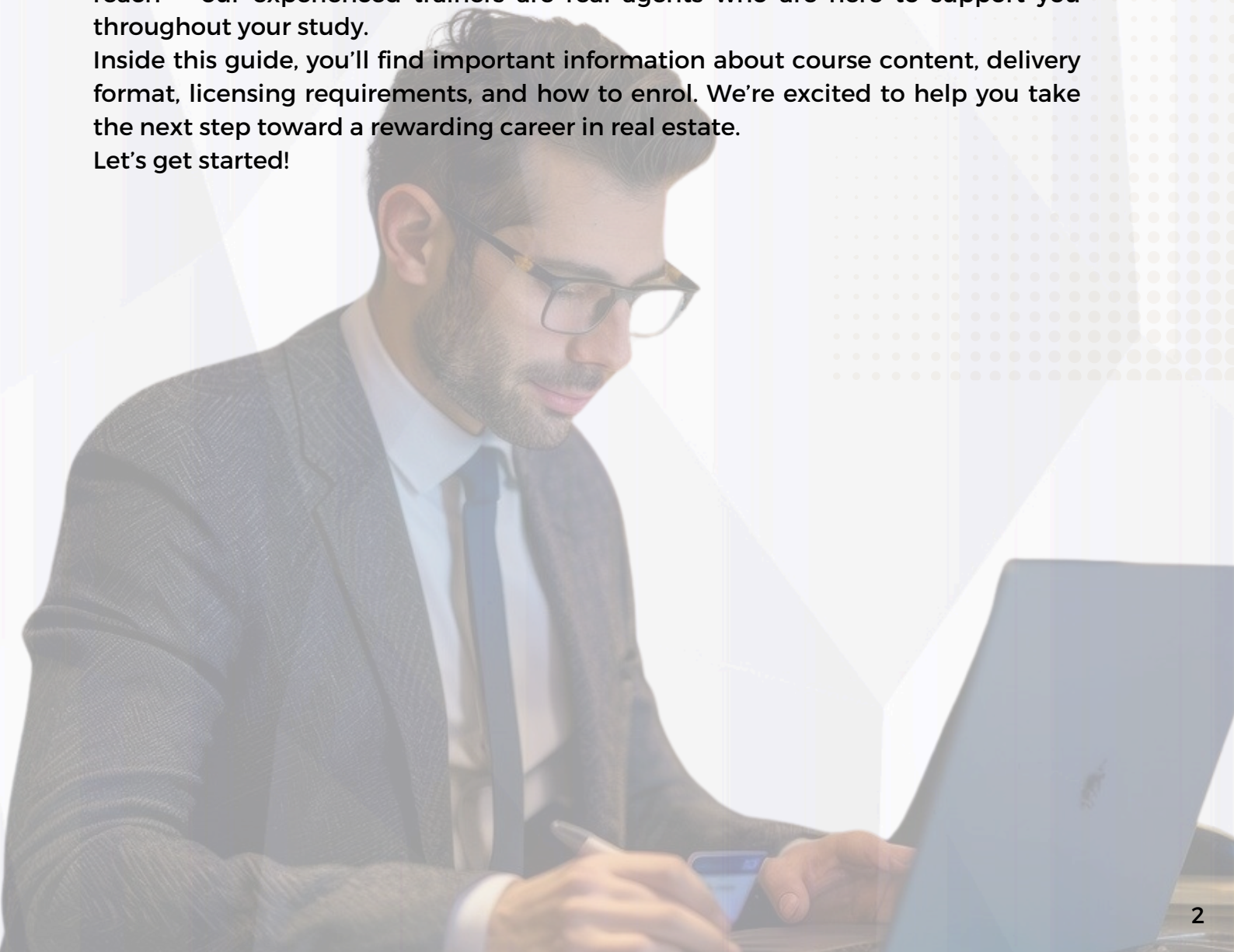
Thank you for your interest in studying with The Learning Team. We are a Queensland-based Registered Training Organisation (RTO 46386) dedicated to helping future agents succeed in real estate in Queensland.

This Course Guide has been designed to give you a clear overview of all of our courses and the various career pathways they unlock. Whether you're looking to become a licensed real estate agent and own your own business, a buyer's agent to add to your skill set, or property manager superstar, we have the course for you.

At The Learning Team, we specialise in training for the Queensland market because we are Queenslanders but our courses are still Nationally Recognised Qualifications. Our courses are flexible and delivered online, but we're never out of reach – our experienced trainers are real agents who are here to support you throughout your study.

Inside this guide, you'll find important information about course content, delivery format, licensing requirements, and how to enrol. We're excited to help you take the next step toward a rewarding career in real estate.

Let's get started!



# WHAT COURSES TLT OFFER

## Our courses are Nationally Recognised.

CPP41419 Certificate IV in Real Estate Practice

- Sales Associate Course
- Upgrade Course
- Buyers Agents Skill set
- Continuing Professional Development Type 1 Unit

### Students are provided with

- Learner resources, handouts, notes, references
- Student Study Schedule
- Additional research and reference sources
- Access to eSkilled online LMS Login/Password details

### Students must provide:

- Computer/Laptop with video camera, software to support webinars, smart phone to enable video recording.
- MS Office or equivalent
- Software and hardware to access wi-fi and the internet



### COURSE FEES

Check our website for the most up to date course fees and payment plan options

The Learning Team supports Recognition of Prior Learning (RPL) and Credit Transfer of education already completed.

More information can be found in the Student Handbook on how to apply for RPL which is located on our website

### Training Package

The CPP Property Services Training Package is available to all students and trainers.

### Legislation

Current legislation is available online at [www.austlii.edu.au](http://www.austlii.edu.au) and [www.legislation.qld.gov.au](http://www.legislation.qld.gov.au).





# CPP41419 CERTIFICATE IV IN REAL ESTATE PRACTICE

## Is This Course Right for You?

The CPP41419 Certificate IV in Real Estate Practice is designed for people who want to build a meaningful career in real estate, whether you're just starting out or already working in the industry and looking to take the next step.

This course is ideal for professionals who work across residential and commercial property, including those involved in business broking and stock and station transactions. It covers key areas of practice such as property law, legal agency requirements, compliance, ethical standards, and consumer expectations, all of which are essential for operating confidently in the Queensland real estate market.

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## Who Typically Enrols?

This qualification suits a range of current and aspiring real estate professionals, including:

- Real Estate Agents & Sales Representatives
- Property Managers & Body Corporate Managers
- Buyer's Agents & Sub-Agents
- Business Brokers, Business Agents & Franchise Brokers
- Principal Licencees

Whether your goal is to work in sales, property management, buyer advocacy or business broking, this course will help equip you with the skills and qualifications needed for success.

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## Licensing & Regulatory Information

Real estate is a regulated industry in Australia. Licensing and certification requirements vary across states and territories, so it's important to check with the relevant authority in your area. In Queensland, successful completion of the CPP41419 Certificate IV in Real Estate Practice is a key requirement for applying for a real estate licence.

If you are completing the CPPREP5010 Manage operational finances in the property industry unit as part of your program, this will also meet a licensing requirement for some real estate roles in Queensland.

You can find full licensing information on the [Queensland Government website](#).

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## Course Duration & Commitment

The Learning Team's Certificate IV is designed to be Self Paced and can be completed over 12 months. This includes structured study, training, assessment, and independent research.

You'll need to be prepared to:

- Commit time and effort to your learning
- Engage with our team regularly for support
- Apply yourself to complete tasks and assessments to a satisfactory standard

We're here to support you – but your success depends on your willingness to invest in your future.

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## What You'll Receive

Upon successful completion, you'll be awarded:

- CPP41419 Certificate IV in Real Estate Practice
- Statement of Attainment for CPPREP5010 Manage operational finances in the property industry

## Important Eligibility Notes

- This course is not available to students currently in Australia on a student visa
- Students should be currently employed or intending to work in a suitable real estate environment



# CPP41419 CERTIFICATE IV IN REAL ESTATE PRACTICE

## COURSE DETAIL

CODE	UNIT	
CPPREP4001	Prepare for professional practice in real estate	CORE
CPPREP4002	Access and interpret ethical practice in real estate	CORE
CPPREP4003	Access and interpret legislation in real estate	CORE
CPPREP4004	Establish marketing and communication profiles in real estate	CORE
CPPREP4005	Prepare to work with real estate trust accounts	CORE
CPPREP4101	Appraise property for sale or lease	ELECTIVE A
CPPREP4102	Market property	ELECTIVE A
CPPREP4103	Establish vendor relationships	ELECTIVE A
CPPREP4104	Establish buyer relationships	ELECTIVE A
CPPREP4105	Sell property	ELECTIVE A
CPPREP4121	Establish landlord relationships	ELECTIVE B
CPPREP4122	Manage tenant relationships	ELECTIVE B
CPPREP4123	Manage tenancy	ELECTIVE B
CPPREP4124	End tenancy	ELECTIVE B
CPPREP4125	Transact in trust accounts	ELECTIVE B
CPPREP4503	Present at hearings in real estate	ELECTIVE
CPPREP4506	Manage offsite and lone worker safety in real estate	ELECTIVE
CPPRE5006	Manage operational finances in the property industry	ELECTIVE
	<b>Office of Fair Trading Licencing Requirement Additional Unit</b>	
CPPRE5010	Manage customer service activities in the property industry	ELECTIVE



# Ready to Take the Next Step?

Complete your real estate qualifications with The Learning Team and unlock broader career opportunities across Queensland's property industry. With flexible online study, expert support, and real-world relevance. Enrol online today at [www.tlt.net.au](http://www.tlt.net.au)



RTO 46386



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[www.tlt.net.au](http://www.tlt.net.au)