

COURSE GUIDE

START A CAREER IN
THE REAL ESTATE
INDUSTRY



WELCOME TO THE LEARNING TEAM

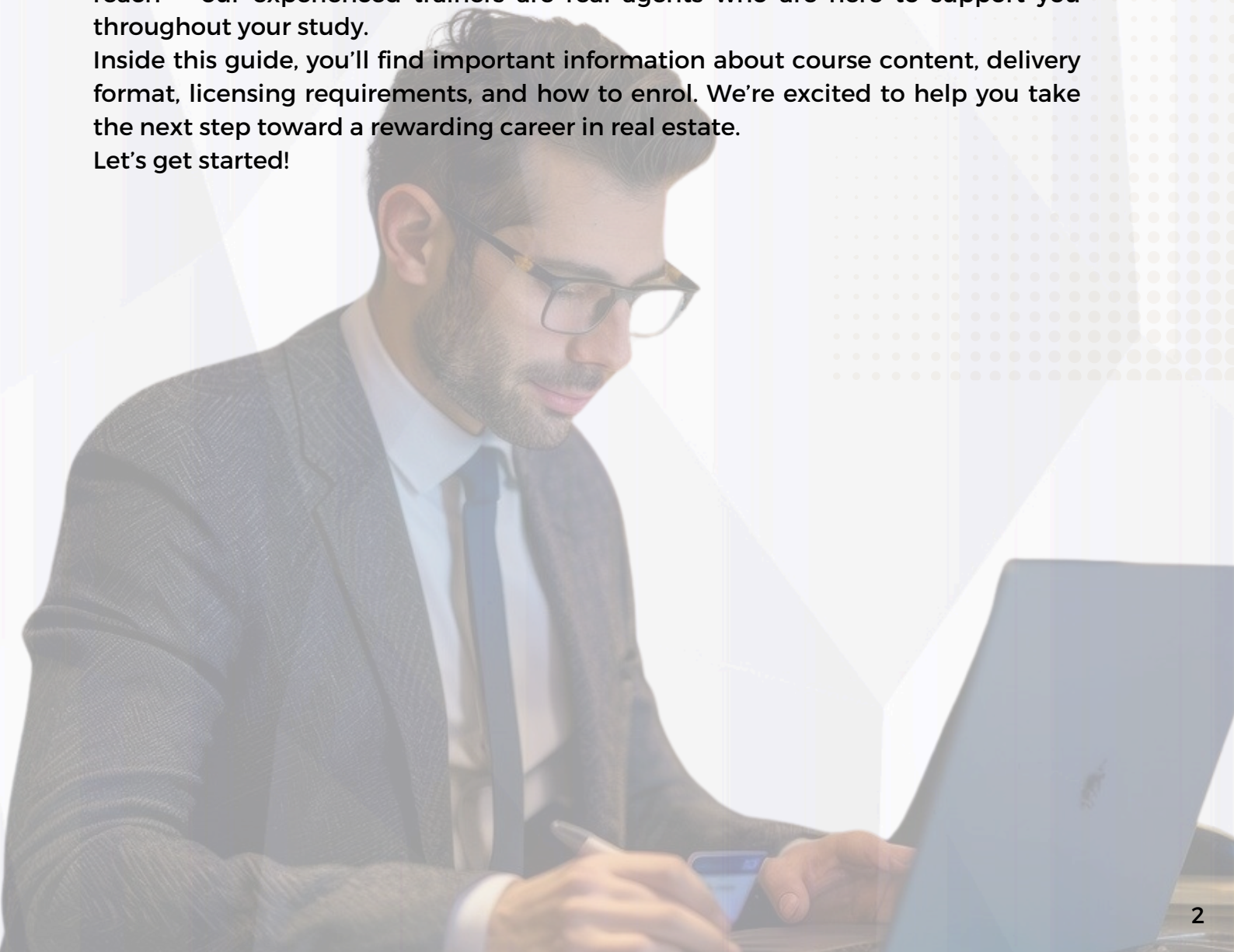
Thank you for your interest in studying with The Learning Team. We are a Queensland-based Registered Training Organisation (RTO 46386) dedicated to helping future agents succeed in real estate in Queensland.

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!



WHY REAL ESTATE?

**NO HECS DEBT
PAYMENT PLANS
AVAILABLE
ENQUIRE TODAY !**

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- A real estate agent in a grey suit and tie is pointing upwards with his right hand, showing a house to a couple. The couple, a man and a woman, are looking up at the ceiling. The man is wearing a beige sweater and the woman is wearing a beige dress and a plaid jacket. They are standing in a modern house with large windows and a wooden floor.
- Real estate in QLD is booming – and the industry needs new talent
 - No degree required
 - Earn while you learn – most students continue working while studying
 - Sales Associates often earn bonuses or commissions
 - You can build a career without waiting years to get promoted

WHAT DOES A SALES ASSOCIATE ACTUALLY DO?

- Assist senior agents with buyer inspections
- Help manage listings, open homes, and calls
- Learn how to prospect and build client relationships
- Start building your own profile and client base

"It's like being an apprentice in the industry – you're learning, earning, and building a name at the same time."

COURSE FEES

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

WHATS THE CAREER PROGRESSION

**Fully Supported
Self Paced
Online
Learning**

- **Start as a Sales Associate**
- **Move to a Real Estate Salesperson**
- **Become a Fully Licenced Agent**
- **Move to owning your own business as a Principal**

SALES ASSOCIATE- ENTRY LEVEL

Is This Course Right for You?

Are you ready to start your career in real estate?

The Sales Associate Course is designed for individuals looking to enter the property industry in Queensland and begin working in residential real estate sales. This course provides the foundational knowledge and skills needed to operate as a Sales Associate – the entry-level role that opens the door to a future career as a licensed real estate agent.

You'll learn about real estate practice, legal compliance, ethical standards, and how to support clients effectively – all within a Queensland-specific framework.

Who Typically Enrols?

This course is ideal for:

- People entering the real estate industry for the first time
- Aspiring real estate agents who want to begin working under the supervision of a licensed agent
- Individuals seeking to build hands-on experience while completing formal training

Common job titles include:

- Real Estate Salesperson
- Real Estate Representative

Licensing & Regulatory Information

Real estate is a licensed industry in Queensland. To work as a Sales Associate, you must meet specific training and registration requirements set out by the Office of Fair Trading (QLD). Successful completion of this course – which includes 12 nationally recognised units of competency – is one of the key steps required to apply for a Sales Associate Licence in Queensland.

For full licensing details, visit the [Queensland Government website](#).

Course Duration & Commitment

This program is self paced and designed to be completed over 6 months, including study, research, training, and assessment activities.

To succeed, students should be ready to:

- Commit time each week to learning and assessment
- Engage actively with The Learning Team for support and feedback
- Be genuinely motivated to work toward a successful outcome

We'll guide you along the way – but your dedication is what drives your success.

What You'll Receive

Upon successful completion, you'll receive:

- A Statement of Attainment for the completed units
- A Certificate of Achievement from The Learning Team

These documents confirm your progress and support your application for licensing with the Queensland Office of Fair Trading.

⚠ Important Eligibility Notes

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

SALES ASSOCIATE- ENTRY LEVEL

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
CPPREP4123	Manage tenancy	ELECTIVE B



Ready To Get Started?

Let's make it simple.

Here's what to do next:

- ✓ Step 1: Book a free call with our team
- ✓ Step 2: Choose your course
- ✓ Step 3: Start studying online
- ✓ Step 4: Get job-ready with your licence



RTO 46386



Contact us at



1300 963 698



info@tlt.net.au



www.tlt.net.au

