

# BUYERS AGENT COURSE

## GUIDE

EXPAND YOUR  
CAREER IN THE REAL  
ESTATE INDUSTRY



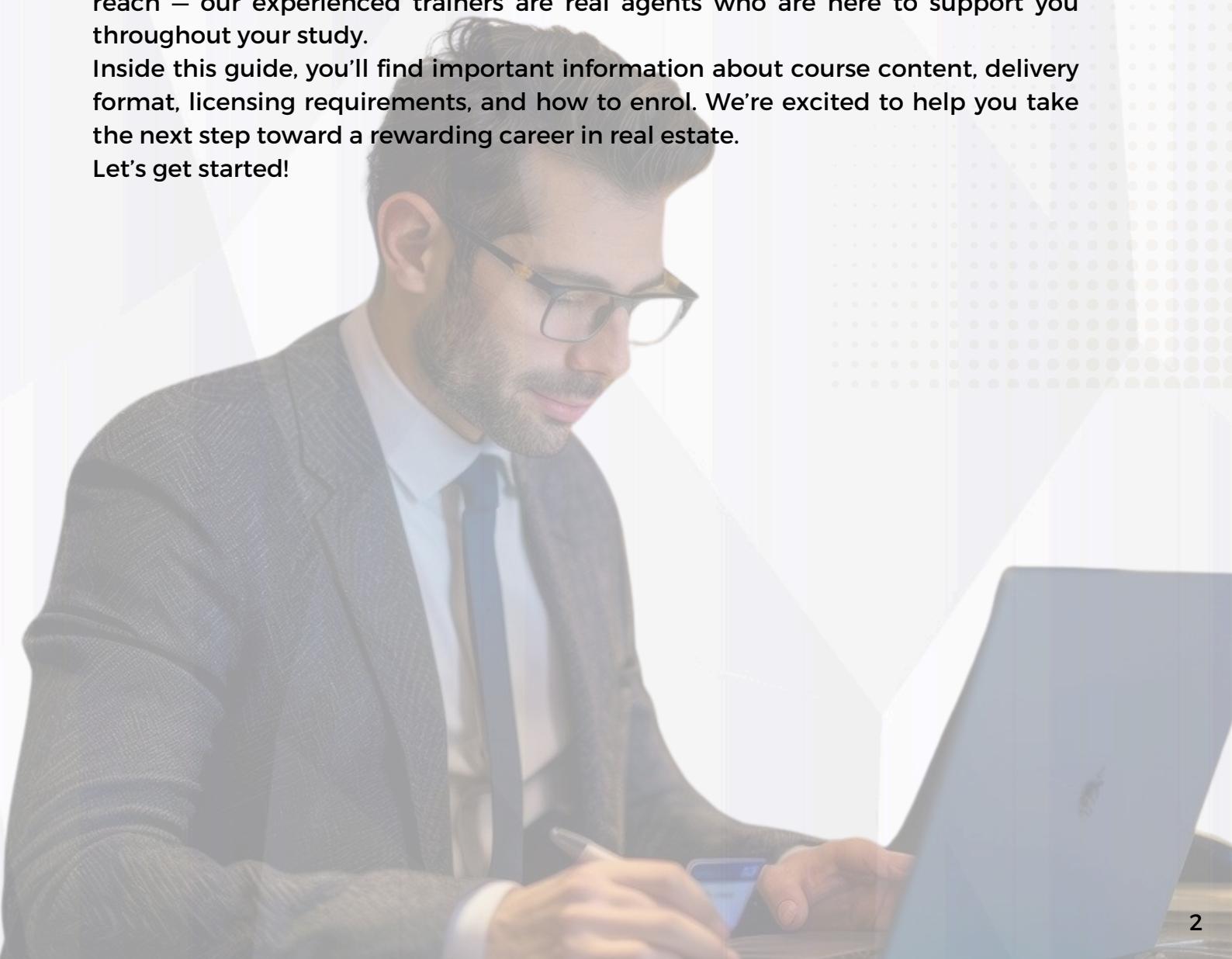
# WELCOME TO THE LEARNING TEAM

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).

# CPPSS00069 BUYERS AGENTS SKILL SET

## Is This Course Right for You?

Are you ready to build a successful career as a Buyer's Agent in Queensland?

The Buyers Agent Skill Set is designed for real estate professionals who want to specialise in helping buyers secure the right property. This nationally recognised program covers the essential skills, compliance knowledge, and ethical standards required to work confidently as a buyer's advocate – whether you're transitioning from sales or expanding your role.

You'll learn how to represent clients' best interests, negotiate on their behalf, and navigate Queensland's legal and compliance requirements with confidence.

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## Who Typically Enrols?

This course is ideal for:

- Licensed real estate agents or sales associates looking to expand into buyer advocacy
- Professionals who want to offer tailored services for buyers in residential or commercial property
- Those seeking to meet the Queensland licensing requirements for working as a buyer's agent

Common job titles include:

- Buyer's Agent
- Property Acquisition Specialist
- Buyer Advocate

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## Licensing & Regulatory Information

In Queensland, licensing and certification requirements apply to anyone conducting real estate work, including buyer's agents. Always check the most up-to-date requirements with the relevant regulatory authority.

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

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## Course Duration & Commitment

This skill set is designed to be completed over 4 months, including study, research, training, and assessment. To get the most out of your learning experience, you'll need to:

- Dedicate time to completing each unit of competency
- Engage with our trainers for guidance and support
- Bring a genuine commitment to achieving a successful outcome

We're here to help you succeed every step of the way!

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## What You'll Receive

Upon successful completion, you'll receive:

- A Statement of Attainment for the Buyer's Agent Skill Set units
- A Certificate of Achievement from The Learning Team

These documents demonstrate your readiness to work as a buyer's agent and provide assurance to clients and employers alike.

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## 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

# CPPSS00069 BUYERS AGENTS SKILL SET



## COURSE DETAIL

CODE	UNIT	
CPPREP4101	Appraise property for sale or lease	ELECTIVE
CPPREP4171	Represent buyer in sales process	ELECTIVE
CPPREP4172	Develop and promote property industry knowledge - buyer's agent	ELECTIVE
CPPREP4573	Complete purchase of property as buyer's agent	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)



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