

TRAINING & SESSION PLAN CPP41419 Cert IV Real Estate Practice



2022 Sem 2 Term 3	BANKSTOWN J3.36	Teacher: Head Teacher	Evelyn Olivares 0418 403 227 Evelyn.Olivares@tafensw.edu.au Fran Simon frances.simon1@tafensw.edu.au	Delivery: PowerPoint, Hands-on individual; group activities; Q&A & internet CAL-LOC Code 22BKS-007
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Effective 18 July 2022

CPPREP4004 - Establish marketing and communication profiles in real estate	MON 18 July to Mon 12 Sept 2022 CPPREP4004 3 assessments. Due – 1/8//22 & 8/8/22 CPPREP4005 2 assessments. Due - 31/8/22 & 5/9/22 Resits if necessary – 12 Sept 2022
CPPREP4005 – Prepare to work with real estate trust accounts	

CPPREP4004 - Establish marketing and communication profiles in real estate

This unit specifies the skills and knowledge required to develop marketing and communication profiles in real estate. It includes understanding methods for marketing and communicating, clarifying type, value and purpose of different communication activities and developing a personal profile for marketing and communication in real estate. This unit applies to people currently working in or seeking to work in real estate. In this unit, you will gain the knowledge and skills to:

1. Interpret marketing and communication channels
2. Develop a personal profile
3. Examine client engagement practices for marketing property
4. Examine marketing and communication channels for community engagement

CPPREP4005 This unit specifies the skills and knowledge required to work with real estate trust accounts within established agency controls. The objective of this assessment is to assess your knowledge as would be required to work with real estate trust accounts within established agency controls. In this unit, you will gain the knowledge and skills to:

1. Examine trust accounts
2. Identify established controls applicable to real estate trust account transactions
3. Explain common inaccuracies in trust account transactions

All assessment must be uploaded to the TAFE Moodle as explained by Fran Simon (Head Teacher) and Evelyn Olivares (Teacher)

Moodle Course log on: <https://lms.tafensw.edu.au/course/view.php?id=14395>

Moodle enrolment keys →

	Group 1 22BKS-007
Course	22BKS-007-41419-S2
CPPREP4001	22BKS-007-41419-S2-SE
4002 and CPPREP4003	22BKS-007-41419-S2-JJ
CPPREP4004	22BKS-007-41419-S2-4N
CPPREP4005	22BKS-007-41419-S2-KK