

WEST COAST PROPERTY TRAINING

Real Estate Registration Course

WORKING IN REAL ESTATE

Assignment

26 Winton Road Joondalup 6027 info@wcpt.com.au 08 9300 0000



You are required to **write a report** under the following headings and the requirements of the performance and knowledge evidence for this unit. The report is made up of all of the headings below.

Handy Hint: Think about if someone, who was unfamiliar with the subject, could find everything they need to know about each point by reading your report.

1. Describe a typical real estate agency including its functions and business structure.

2. Describe the regulatory framework, regulator and industry bodies in WA.



- 3. What are the licensing requirements and responsibilities of:
- a. the real estate licensee / person in bona fide control

b. a typical registered sales representative and the legal terms and conditions that apply

c. a typical property management role and the legal terms and conditions that apply

4. Describe 3 different employment opportunities in the real estate industry.



5. Describe 3 different **communication strategies** that can be used with clients. (Think about your essential communication toolkits as referenced in workbook)

6. Describe 2 professional development pathways within real estate.