



THE REAL ESTATE
INDUSTRY'S PREFERRED
TRAINING PROVIDER

Real Estate Licence Courses

Certificate Of Registration Courses

CPD Courses

Diploma Courses

Auctioneer Accreditation





ABOUT US

Under The Hammer has fast become the preferred training partner to many of the Real Estate industry's professionals including some of the largest and highly recognisable brands. Providing an unparalleled personalised service our students reap the benefit of not only getting the desired results but learning from our highly experienced trainers.

Our specialised trainers are highly experienced in training and assessment as well as having extensive backgrounds in the Real Estate industry. Students will receive the guidance and assistance necessary from our industry experts, to ensure that they complete their qualifications with the maximum knowledge instilled.

We appreciate our clients have busy schedules and believe that diversity and options are paramount. Under The Hammer offers a range of avenues in which students are able to complete their training needs. These include:

- In house sessions at our head office during the day and evening
- One of our variety of scheduled venues
- By use of our online portal at their own pace
- Completion of sessions via zoom and webinar
- Correspondence training at their own pace

Under The Hammer can manage your career pathway commencing with assistant agent courses, progressing you through all the way to a variety of diploma qualifications and facilitating all your CPD requirements.

While working in the real estate industry, our clients have the option to join or subscribe to our multitude of skills and development workshops that are conducting via webinar and online platforms. Conducted on a regular basis we will guide you through the day to day negotiations, the required skilset and assist you in overcoming the regular hurdles that real estate professionals endure on a daily basis.

In an industry that is highly competitive it is ever so crucial that if you want to join the elite in the industry that you learn from the best teachers in the business.



OUR PRINCIPAL

Starting his real estate career in 1994, Matthew Shalhoub has earned himself a reputation as a highly committed real estate professional. Matthew has become recognised as one of the industry's leading authorities on all things real estate including auctioneering, certified real estate training and real estate coaching.

As Principal of Under The Hammer, it is imperative that Matthew continues to set the standard for his dynamic team. His bespoke approach towards the business derives from a wealth of experience and a willingness to adapt approaches as needed.

Launching Under The Hammer in 2007 as an independent auction business, Matthew left behind a prominent real estate career to switch his focus on 'dropping the gavel' for many of the industry's elite performers. Gaining momentum quickly, Under The Hammer quickly became a familiar and respected name in real estate circles. With a client base that continued to grow, Matthew grew his team accordingly and now engages some of the most highly skilled professionals in the business.

As part of the expansion Matthew purchased an existing RTO (Registered Training Organisation) in order to facilitate clients and future clients in all of their real estate training needs. The training arm of the business is now recognised as one of the leading institutes for real estate professionals. Matthew continues to drive the business to new heights while still operating as head trainer for the organisation.

"Experience is something that cannot be taught and must be earned. Having worked and experienced all facets of the real estate industry, I believe that our clients continue to gain the benefit of our experiences and continued desire for development. I'm exceptionally proud of the achievements that the business has enjoyed over the years and look forward to what lies ahead."



STATES WE COVER

New South Wales



Victoria



Queensland



A.C.T





NSW INDUSTRY REFORMS

Summary Of Licensing Changes



Major reforms to the regulation of real estate and property agents commenced on 23 March 2020. As a result, the licensing system offers licenses and certificates of registration in four categories:

- Real estate agent
- Stock and station agent
- Dual real estate and stock and station agent
- Strata managing agent

The new licensing system will also have three levels of licences, reflecting different levels of qualifications and experience:

- Certificate of registration (assistant agent)
- Class 2 licence (licensed agent)
- Class 1 licence (licensee in charge)

The new CPD framework means that all agents will be required to complete the required CPD between the 23rd of March and the 22nd of March each year. Annual CPD points for licensed agents will be increased from 12 points to 6 hours. Licensees in charge must complete an additional 3 hours of CPD focusing on business skills.



COURSES WE OFFER

New South Wales

Assistant Agent Course



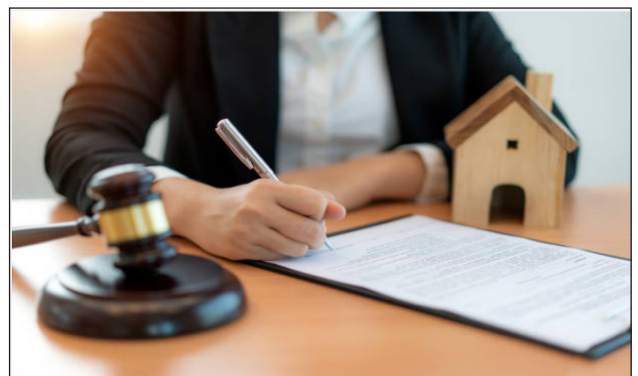
Real Estate Licence Course



Real Estate Diploma Course



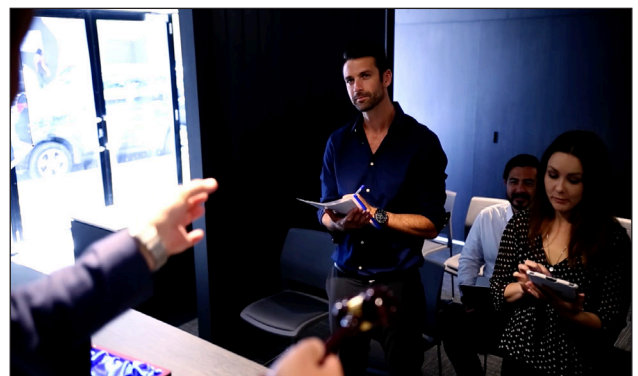
Auctioneer Accreditation



CPD



Auction Academy





COURSES WE OFFER

Assistant Agent Course - Certificate of Registration



Anyone looking to be employed in the property industry will be required to complete the Assistant Agent course. By completing this course, you will gain an introductory understanding of all aspects of working in the real estate industry. This includes an understanding of both sales and property management, trust accounts, legislation as well as learning communication techniques what will assist you in getting off to a successful start in your new role.

Upon successful completion of the course, you will be issued with a 'Statement of Attainment' outlining the required units of competency. This statement can be used to apply to the Office of Fair Trading (OFT), along with the necessary application in order to receive your Certificate of Registration. Your Certificate of Registration is valid for four years, in which time you will be required to complete the Certificate IV in Real Estate Practice (CPP41419)

Units to be completed

- CPPREP4001 Prepare for professional practice in real estate
- CPPREP4002 Access and interpret ethical practice in real estate
- CPPREP4003 Access and interpret legislation in real estate
- CPPREP4004 Establish marketing and communication profiles in real estate
- CPPREP4005 Prepare to work with real estate trust accounts

Course must be completed with 12 months of enrolment.



COURSES WE OFFER

CPP41419 Certificate IV in Real Estate Practice



Being a licensed Real Estate Agent has many advantages. You are more highly regarded in the industry with the opportunity of a greater earning capacity as well as more options in your work structure

As part of the industry reforms that came into effect on the 23rd March 2020, all assistant agents (certificate of registration holders) will be required to transition to a class 2 licence within a 4 year period once they have commenced working in the industry.

Under The Hammer offers programs that meet the licensing requirements as set out by the state regulators. Learning from some of the best in the business, our trainers are highly qualified with years of quality experience; while still being currently active in real estate roles.

Our years of real estate knowledge is exhibited through our training techniques with our practical assessments all being based on real life experiences in the industry, specialising in this designated field.

For those currently working in real estate, Under The Hammer Training offers an effective portfolio-based approach that looks at your current and past work experience, knowledge and skills that may reduce the amount of time and units required to complete the course. Upon enrolment one of our trainers will assist you in this process in order to ascertain which units of competency can be marked as competent based on your evidence and levels of experience.



COURSES WE OFFER

Course Outline

This course meets the educational requirements necessary to obtain a real estate licence in NSW, issued by the NSW Department of Fair Trading. This course is made up of 18 units of competency.

Core Units:

- CPPREP4001 Prepare for professional practice in real estate
- CPPREP4002 Access and interpret ethical practice in real estate
- CPPREP4003 Access and interpret legislation in real estate
- CPPREP4004 Establish marketing and communication profiles in real estate
- CPPREP4005 Prepare to work with real estate trust accounts

Elective Units:

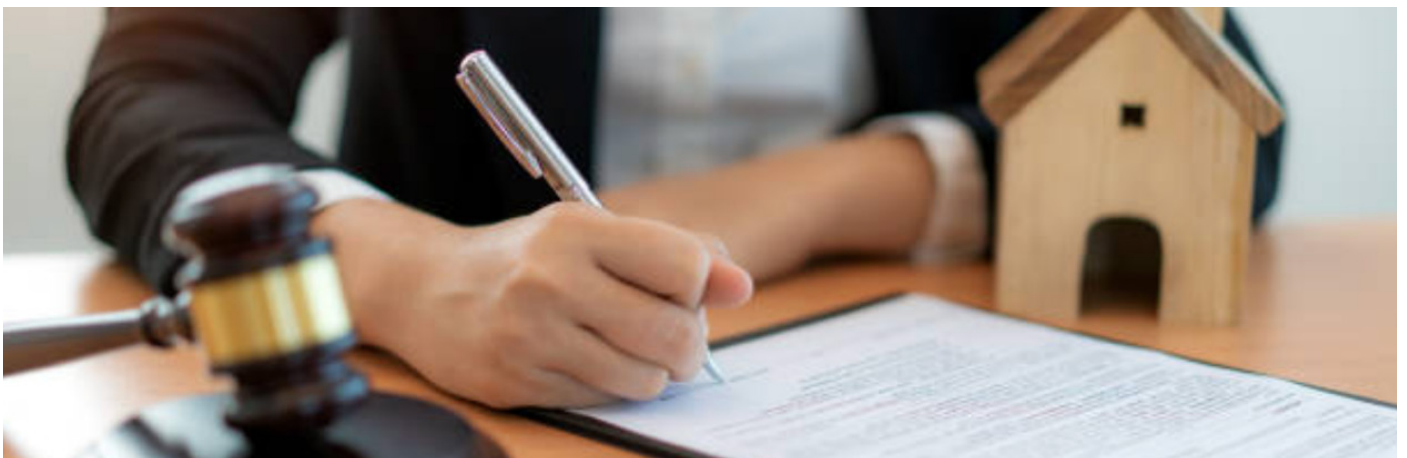
- CPPREP4101 Appraise property for sale or lease
- CPPREP4102 Market property
- CPPREP4103 Establish vendor relationships
- CPPREP4104 Establish buyer relationships
- CPPREP4105 Sell property
- CPPREP4121 Establish landlord relationships
- CPPREP4122 Manage tenant relationships
- CPPREP4123 Manage tenancy
- CPPREP4124 End tenancy
- CPPREP4125 Transact in trust accounts
- CPPREP4171 Represent buyer in sales process
- CPPREP4201 Appraise commercial property
- CPPREP4507 Present hearings in real estate

Course must be completed within 12 months of enrolment.



COURSES WE OFFER

Auctioneers Accreditation



If you are a licensed real estate agent who has always wanted to try their hand at auctioneering our auction accreditation course will not only allow you to apply to NSW Fair Trading for your accreditation, but will give you the tools to pick up the gavel and deliver a professional performance.

Delivered by leading industry auctioneers, you will receive the hands on training to be able to conduct real estate property auctions with the utmost of professionalism, energy and fluency. We utilise our years of practical and relevant experience to give all students not only a qualification but the maximum benefit of our skilled auction trainers.

All learners are required to complete a practical assessment as well as written component in order to demonstrate their ability to conduct an auction.

To obtain an auction accreditation, applicants are required to complete the prescribed units of competency as well as hold a class 1 or class 2 real estate licence:

- CPPREP4161 Undertake pre-auction processes
- CPPREP4162 Conduct and complete sale by auction
- CPPREP4163 Complete post-auction process and contract execution

Course must be completed within 6 months of enrolment.



COURSES WE OFFER

Continual Professional Development (CPD)



Commencing from the 23rd March 2020, all licensed agents and assistant agents are required to conform with the new regulations regarding CPD. Agents are required to complete the required CPD between March 23rd and March 22nd of each year. The individual CPD requirements for each licence level have been strengthened, which includes increased hours of training and dividing CPD into compulsory and elective topics.

Annual CPD training for for licensed agents and licensees in charge will consist of 6 hours of training. This is required to be split into 3 hours of compulsory topics and 3 hours of elective topics. From March 23rd 2021, there will be an additional 3 hours required for class 1 license holders consisting of business skills topics.

All assistant agents are required to complete at least three (3) units of competency from the Certificate IV in Real Estate Practice CPP41419 each year as their requirements for CPD.

To view the list of compulsory and elective topics click on the CPD page of our website..

Courses must be completed within the current CPD year.



REAL ESTATE DIPLOMA

CPP51119 Diploma of Property (Agency Management)



Any agent looking to obtain a class 1 real estate licence who doesn't qualify for the transition, will need to complete the Diploma qualification in order to obtain this licence. A class 1 licence will allow you to be placed in the category of 'Licensee in Charge', provided you meet the work experience requirements.

This qualification reflects the role of real estate principals who apply knowledge of property agency and compliance requirements, ethical standards and consumer preferences to establish and control real estate functions.

This qualification applies to residential or commercial practice in real estate sales, real estate property management, strata management, business broking, stock and station, or auctioneering.

To achieve this qualification, competency must be demonstrated in:

- 12 units of competency:

- 7 core units & 5 elective units.

For a full list of the required units please [click here](#) to view on our website.

Course must be completed within 24 months of enrolment.



METHODS OF DELIVERY

We Offer Diversity & Convenience

Attend Our Classes



On Line Courses



Webinar



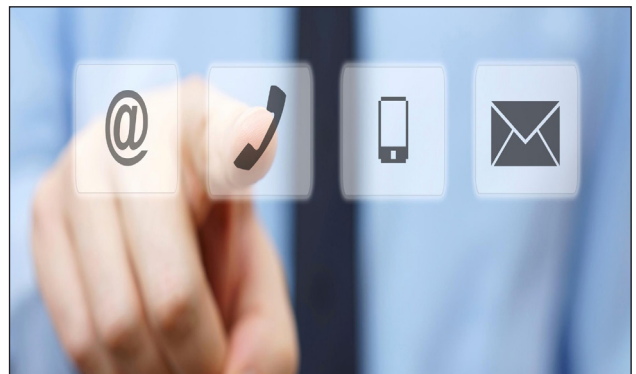
Groups in Your Office



Zoom One On One



Combination Of Several





CONTACT US

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