



UNDER THE  
HAMMER



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# WHY UNDER THE HAMMER?

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## Your Trusted Training Partner



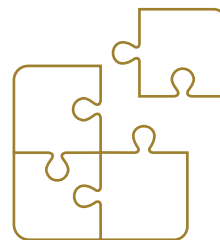
Real Estate is in our DNA, all of our trainers have extensive experience and first-hand knowledge of the real estate industry prior to becoming trainers.



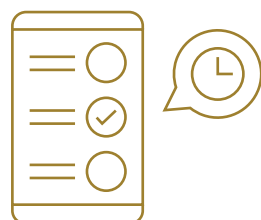
We are nationally recognised, working with some of Australia's top Real Estate Agencies as their preferred training partner.



User friendly platform that is easy to navigate with diverse options for study



We take a Bespoke approach to training for larger groups offering a premium tailored experience



Flexible training options to accommodate even the busiest of schedules



We evolve with the ever-changing real estate market to ensure that courses are up-to-date and relevant to industry best practices



## SERVICE LOCATIONS

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Find us in any of the following states

As a nationally accredited training organisation we offer Real Estate courses throughout Australia. Please see the map below for our current areas of focus for accredited training.

### States We Cover



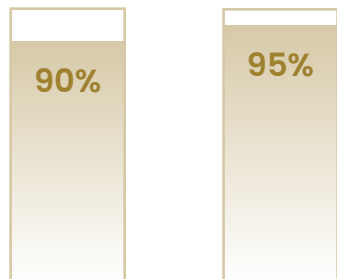




# STUDENT SATISFACTION

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## Our Track Record of Excellence



Online vs Workshop

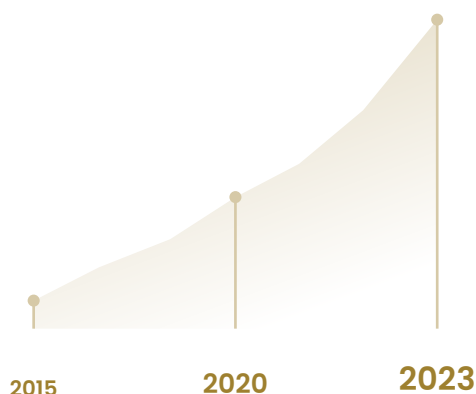
## Course Completion Rates

Our unwavering focus on delivering superior client experiences through a combination of relevant and practical training with experienced trainers, adoption of innovative technology and a seamless delivery process means that we have very high completion rates of courses.



## Client Satisfaction

99% of students would return for study and recommend Under the Hammer to their friends and colleagues, as per client survey results collected after completion of study (based on student surveys collected July 2022-June 2023).



## Our Growth (YoY)

Since inception in 2015, Under the Hammer has seen YoY growth with more clients choosing us as their preferred training partner and returning to study with us.



## Matthew Shalhoub

Matthew Shalhoub is a highly committed and respected real estate professional, whose illustrious career began in 1994. With a portfolio of over 15,000 auctions, he has established himself as a true master of the industry.

In 2007, he founded Under the Hammer, an independent auction business. Leaving behind a thriving career in real estate, his focus shifted towards training and nurturing the next generation of top performers in real estate.

Matthew's extensive knowledge in the field soon made him an industry advisor on all compliance matters. This pivotal role marked the start of his journey into Certified Real Estate Training, where he realised the potential to make an impact on aspiring professionals.

In 2015, recognizing a gap in the market and presented with a unique opportunity, Matthew made the decision to purchase the RTO he was previously aligned with. Since then, Under the Hammer has evolved into a nationally accredited training organisation, committed to delivering industry-ready graduates upon completion of their training.

What sets Under the Hammer apart is our bespoke approach to training. We know that each individual and business has distinct needs and objectives. Therefore, we tailor our methodologies to suit various circumstances, ensuring our clients receive the most relevant and effective training while adhering to compliance standards.

As the Principal of Under the Hammer, Matt is dedicated to upholding the highest standards for our dynamic team. Together, we are driven to shape the future of real estate professionals, arming them with the knowledge, skills, and confidence to thrive in this ever-changing industry.



*"I would like to take this opportunity to welcome you to Under the Hammer, whether you are new to the industry or an experienced professional, I look forward to providing you with the ultimate training experience."*



**Matt Lahood**  
CEO – The Agency

We have partnered with Under The Hammer since business inception. Their unparalleled service and exceptional product knowledge have consistently exceeded our expectations. Their prompt responsiveness to enquiries and unwavering support provided to teams Nationally instils in us utmost confidence that our agents are in capable hands.



**Andrew Krulis**  
Krulis Commercial

Under The Hammer has been our preferred training partner for over 5 years, providing our staff with CPD and accredited training and certification. We have always found the team to be completely professional and the training sessions are thorough, helpful, and enjoyable.

We will continue using the services of Under The Hammer, and we would have no hesitation in recommending them to any other Real Estate Agents.



**Jenine McMahon**  
Operations – NG Farah

We have engaged with Under The Hammer for over 10 years. Matt is our Trainer and Compliance Adviser and is notably one of the best in the business! His knowledge of the industry and its continuously changing legislation is second to none. The team's continued support and care for our business is impeccable. We highly recommend UTH for any of your training, compliance, and legislative advice needs. Service with Under The Hammer is 5-star!



**Charles Touma**  
Ray White Touma Group

When it comes to all training, compliance and coaching needs, our business cannot endorse the team at Under The Hammer highly enough. Their knowledge nationally, instils in us, and expertise has continually proven to be an invaluable asset to our business and the advice that they offer has always proven to be not only correct but practical in implementation.



**James Hurley**

James has been with Under The Hammer since 2008. As one of Sydney's leading auctioneers and trainers, James is able to implement into his training, real experiences that are derived from years of working in the field alongside some of the industry's leading professionals.

A friendly face and great method of delivery will ensure your session with James is a pleasurable and energetic experience with the maximum amount of knowledge being absorbed. James delivers courses across all states and is without a doubt, one of the most knowledgeable and well-rounded real estate trainers in the industry.

★★★★★

**Sue Rathbone****The Agency Dubbo**

I really enjoyed the face to face workshop as it was engaging, informative and supportive. Presentation was professional and explanatory. James was patient with all participants and added a touch of humor.

★★★★★

**Georgia Demarchi****Ray White Oatley**

I thoroughly enjoyed the course workshop. I found James to be highly knowledgeable and engaging and he made the experience one that I would highly recommend. I look forward to the next course.

**Ben Hanly**

Ben comes from a background in teaching, which has been fundamental in his role as a trainer for Under The Hammer. Ben has an amazing rapport with all clients and his interpersonal skills make him one of the most popular trainers in the industry.

As an accomplished auctioneer in the Sydney Real Estate market, Ben utilises his industry experience and involvement in order to offer a great and relevant learning experience that is based on practicality and not just theory. Ben's ability to articulate training and relate it to the practical day to day operations of a real estate professional is what has made him one of the leading trainers in the real estate industry.

**Josh Barlow****Belle Property**

If you are looking for the best CPD real estate experience, you must give Ben from Under the Hammer a call. The professional and friendly nature from Ben created a supportive and flawless process towards obtaining my license.

**Lewis Mathieson****LJ Hooker Newtown Group**

Ben's knowledge, experience, real life scenarios, enthusiasm and passion kept me on track when completing my license. He would use his real life experiences to aid in his teaching of the class. He would make sure everyone knew the topic and would help in anyway possible.



**Anna Maratta**

Anna began her real estate career over 20 years ago and has worked alongside some of the top performers within the industry. With her experience and her passion for real estate, Anna has naturally progressed into a BDM and training role, servicing clients all over NSW. Anna's customer service and knowledge of the industry combined, make for an amazing client experience from start to finish.

Anna has earned a reputation as the 'go to person' to assist clients in the facilitating of training needs from CPD to Diploma Qualifications. She has continued to build an ever growing following in the Real Estate community.

**Belinda Castrisos**  
**Home Estate Agent**

We have been working with Anna and Under the Hammer for a number of years to meet our ongoing licensing and CPD compliance needs. Anna is incredibly Knowledgeable and very aware of our requirements, skills, weaknesses and advises accordingly.

**Ken Jacobs**  
**International Real Estate**

Anna has consistently demonstrated a high level of expertise and knowledge in the real estate industry. Her ability to simplify complex concepts and engage participants is truly remarkable. She has always been accessible & approachable, ready to address any question or concerns that arise.



# YOUR REAL ESTATE JOURNEY

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## By State New South Wales (NSW)



<b>Auctioneer Accreditation</b>	Are you a licenced real estate agent who has always wanted to try your hand at auctioneering? Our auction accreditation course will not only allow you to apply to NSW Office of Fair Trading for your accreditation, but will give you the tools to pick up the gavel and deliver a professional performance.
<b>Dual Licence</b>	<p>Real Estate and/or Stock &amp; Station</p> <ul style="list-style-type: none"><li>• Already be a Class 1 or Class 2 Licenced agent in real estate</li><li>• Complete the 5 units in order to obtain a Stock and Station Licence in the same category as real estate license</li></ul>

For more information about each course, **please click** (🖱️) on the course name to be directed to our website for full course information.





## By State Australian Capital Territory (ACT)

**Assistant Agent or  
Certification of Registration****Real Estate and/or  
Stock & Station**

- Complete 5 units from Certificate IV in Real Estate Practice – CPP41419

**Class 2 – Real Estate Licence****Real Estate and/or  
Stock & Station**

- Complete 18 units from Certificate IV in Real Estate Practice – CPP41419
- Hold Assistant Agent qualification for a minimum of 12 months

**Class 1 – Real Estate Licence****Real Estate**

- Complete 12 units from Diploma of Property (Agency Management) CPP51119
- Hold Class 2 license for minimum of 2 years

**Auctioneer Accreditation**

Are you a licenced real estate agent who has always wanted to try your hand at auctioneering? Our auction accreditation course will not only allow you to apply to NSW Office of Fair Trading for your accreditation but, will give you the tools to pick up the gavel and deliver a professional performance.

For more information about each course, **please click** (📌) on the course name to be directed to our website for the full course information.







# CPD REQUIREMENTS

## for NSW & ACT


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### New South Wales (NSW)

CPD Requirements	<p>All CPD is required to be completed in the CPD anniversary year (23rd March – 22nd March) and not when licence is due for renewal.</p> <p>Real Estate and Stock &amp; Station</p> <p><b>Assistant Agents:</b></p> <ul style="list-style-type: none"><li>• Complete a minimum of 3 units from the prescribed Certificate IV Real Estate Practice course.</li></ul> <p><b>Class 1 &amp; 2 Licence holders:</b></p> <ul style="list-style-type: none"><li>• If attending an interactive webinar or face to face session agents must complete 4 hours of training on compulsory topics.</li><li>• If completing via online/self paced program agents must complete 10 hours of training including 4 hours of compulsory topics and 6 hours of elective topics.</li></ul>
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### Australian Capital Territory (ACT)

CPD Requirements	<p>All licenced agents are required to complete the CPD obligations prior to the 30th June each year.</p> <p>All Assistant Agents are required to complete their CPD obligations by 31st October each year.</p> <p>All agents are required to complete 12 points of CPD each year.</p> <p>This is made up of:</p> <ul style="list-style-type: none"><li>• 8 Points – Complete a unit of competency from an accredited real estate course</li><li>• 4 Points – Other or additional skills training</li><li>• Assistant Agents in their first year must also complete an additional 5 units from CPP4149</li></ul>
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For more information about each course, **please click** (  ) on the course name to be directed to our website for the full course information.

## Queensland

**Real Estate Salesperson**

- Complete 12 units from Certificate IV in Real Estate Practice – CPP41419

**Licensed Agent**

- Complete 18 units from Certificate IV in Real Estate Practice – CPP41419
- Complete 1 additional unit as required by Queensland Government
- There is no tenure on experience for application of a Queensland real estate license.

**Auctioneer Accreditation**

Are you a licenced real estate agent who has always wanted to try your hand at auctioneering? Our auction accreditation course will not only allow you to apply to NSW Office of Fair Trading for your accreditation but, will give you the tools to pick up the gavel and deliver a professional performance.

For more information about each course, **please click** (🖱️) on the course name to be directed to our website for the full course information.





## Victoria

**Agents Representative**

- Complete 18 units from Certificate IV in Real Estate Practice – CPP41419

**Licensed Agent**

- Complete 18 units from Certificate IV in Real Estate Practice – CPP41419
- Complete 12 units from Diploma of Property (Agency Management) CPP51119
- Hold an Agents Representative for a minimum of 12 months.

For more information about each course, **please click** (📌) on the course name to be directed to our website for the full course information.



## Diverse Study Options to Suit Any Schedule



### Virtual Classroom

Experience immersive learning via our Zoom classroom. Our interactive classes allow you to engage in discussions, seamlessly interact and collaborate with trainers and other industry professionals in real time. Elevate your learning experience from the comfort of your own space.



### Online Training

Our unique online learning experience sets us apart in the industry. Our user-friendly platform ensures seamless navigation and exceptional support, enabling you to master your training at your preferred pace. Stay connected with trainers via email through the portal for assistance. Assessments are graded promptly with feedback given to enhance your learning journey.



### Individual Group Training for CPD

For larger groups, we offer a personalised training experience either by Zoom, or in person training.

For personalised sessions, a minimum number is applicable to be eligible, with a maximum number permitted of *40 participants*.

To find out more, or to obtain a quote for an individual workshop, please contact our office.



### Blended Learning

We utilise Blended training which encapsulates all training components to grant competency in qualifications.



# RECOGNITION FOR PRIOR LEARNING

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**Already have experience? Ask us about RPL**

## What is RPL?

**Recognition of Prior Learning** is a process that takes into account an individual's education, skills and knowledge gained through previous work experiences, to have their competencies recognised and accredited towards obtaining a formal qualification in the real estate industry.

## Advantages of RPL



**Accelerated  
Qualifications**



**Flexible  
Learning**



**Time  
Efficiency**



**Don't study what  
you already know**

## How do we do it?

When someone applies for RPL they provide evidence of their existing skills and knowledge, which is then assessed by Under the Hammer. This process involves providing supporting documentation of previous experience and self-assessment that is required for each unit of competency.

As part of this process candidates will need to provide documents and evidence of prior qualifications and competencies. Once documentation is provided there is an interview process, this is an opportunity for Under the Hammer to assess that the candidate has the necessary experience and knowledge to perform to industry standards.

## What Happens once I am approved?

1. Once eligible units are identified, candidates will complete a series of short answer questions designed to test the knowledge of the application in accordance with the requirements of knowledge evidence, as set out on [training.gov.au](http://training.gov.au)
2. A third-party observation report is completed by a supervisor or principal agent on the activities of the candidate. These confirmations of duties are used to assess competency of the required performance evidence for each individual unit.
3. Gap training is completed as required for any remaining units of the qualification.



## OVER 40'S

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### Government Funding Incentive

If you are between the ages of 40 and 70 you may be eligible for Government funding for completing your Class 2 or 1 licence to enter the real estate industry.

With this incentive, individuals can receive funding for up to 75% of their course capped at \$2200, leaving clients to pay the remaining gap for the course.

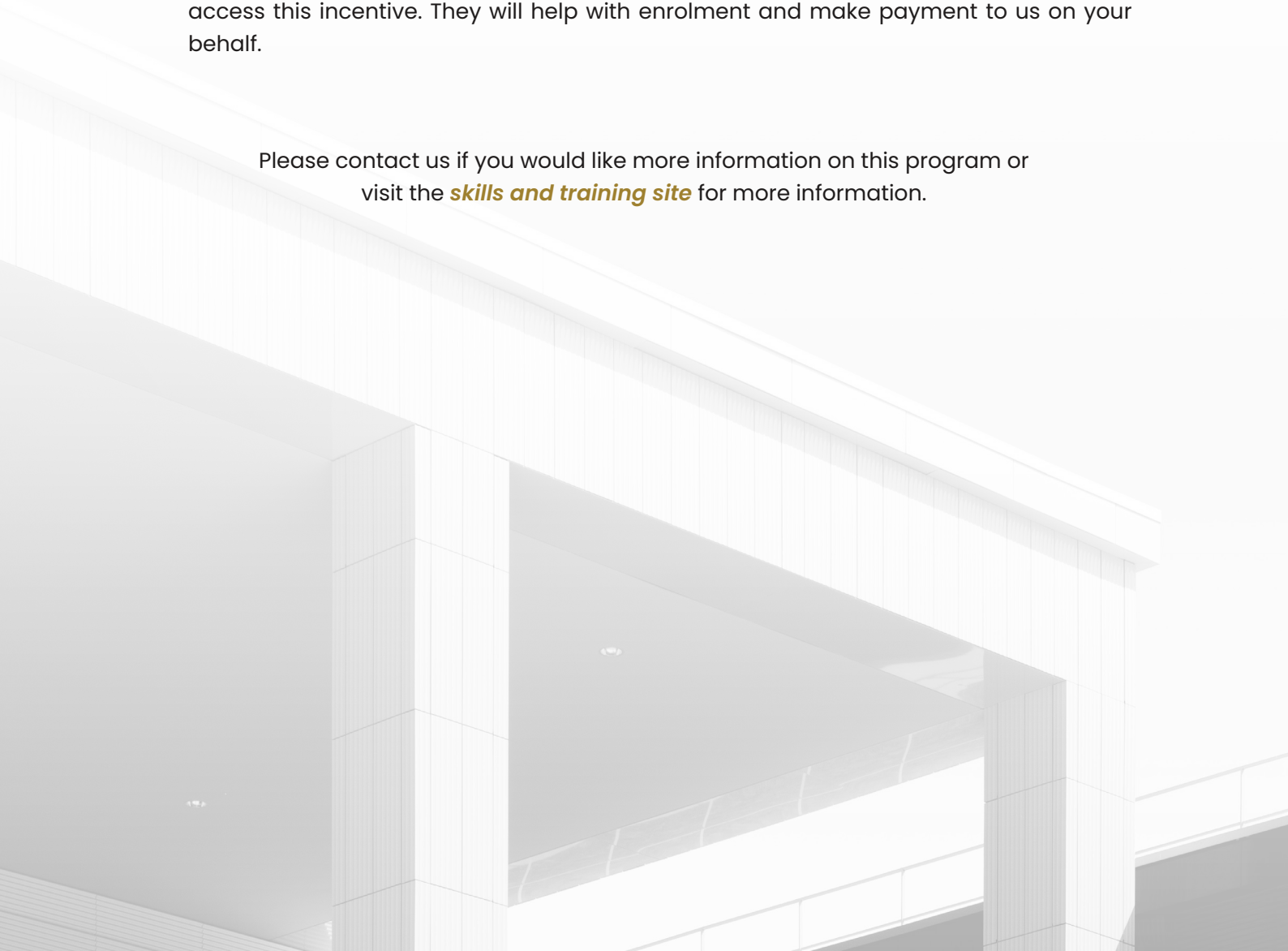
#### Eligibility Criteria

- Aged between 40 and 70 and not having received this funding in the past
- Australian citizen or permanent resident
- Currently unemployed, or at risk of entering the income support system, or unemployed within the last 12 months and not registered with an Australian Government employment services provider.

#### What you need to know

- Limited Spots available each year
- You must register with Busy at Work Skills Checkpoint provider prior to enrolment to access this incentive. They will help with enrolment and make payment to us on your behalf.

Please contact us if you would like more information on this program or visit the [\*\*skills and training site\*\*](#) for more information.







# UNDER THE HAMMER



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