

COURSE GUIDE

START A CAREER IN
THE REAL ESTATE
INDUSTRY



WELCOME TO THE LEARNING TEAM

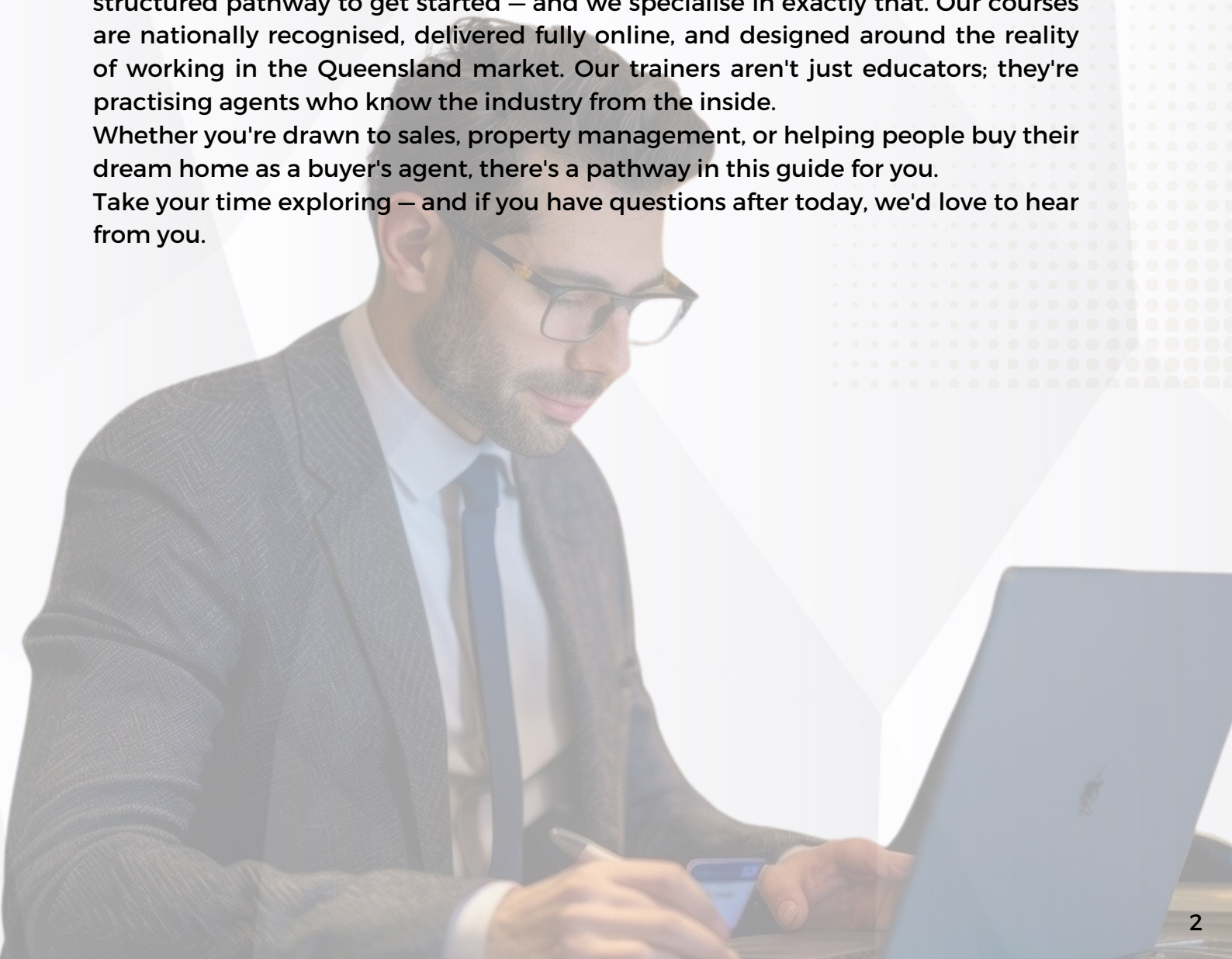
If you've been thinking about a career in real estate, you're in the right place. The Learning Team is a Queensland-based Registered Training Organisation (RTO 46386) and we are here specifically because we believe the next generation of Queensland's real estate professionals could be sitting right where you are now.

This Course Guide has been put together especially for today's Careers Day, so you can take it home, read it in your own time, and share it with the people who help you make big decisions. Inside, you'll find everything you need to understand what a career in real estate looks like, what it takes to get qualified, and how The Learning Team can get you there.

Real estate in Queensland is a licensed profession, which means there's a clear, structured pathway to get started – and we specialise in exactly that. Our courses are nationally recognised, delivered fully online, and designed around the reality of working in the Queensland market. Our trainers aren't just educators; they're practising agents who know the industry from the inside.

Whether you're drawn to sales, property management, or helping people buy their dream home as a buyer's agent, there's a pathway in this guide for you.

Take your time exploring – and if you have questions after today, we'd love to hear from you.



CAREERS DAY SPECIAL OFFER

 **Queensland Students:** Gain up to 8 QCE points when completing CPP41419 Certificate IV in Real Estate Practice



CAREERS DAY STUDENT PRICING

NORMAL COURSE INVESTMENT

\$1495

YOUR STUDENT INVESTMENT

\$695

YOU SAVE \$800

Exclusive Student Pricing at Checkout-Payment Plan
Option Also Available

 **Exclusive Student Pricing at Checkout | Available to Current School Students Only**

WHY CHOOSE US

Why The Learning Team?

We're not a factory — we're a boutique Queensland RTO run by people who actually work in real estate. You'll get real support, real knowledge, and real results.



Boutique & Personal

Small class sizes mean you're never just a number. Your trainer knows your name and your goals.



Industry-Active Trainers

Our trainers are practising Queensland real estate professionals — not just academics.



Nationally Recognised

Your qualification is nationally recognised under the CPP Property Services Training Package.



Queensland Focused

Everything we teach is relevant to the Queensland market, legislation, and licensing requirements.



Study Your Way

Flexible online study designed to fit around your school schedule and lifestyle.



Career-Ready Outcomes

Graduate with the skills, confidence, and qualification to walk straight into a real estate role.



12 Months to Complete

As a student you have a full 12 months to work through your course — study at your own pace around school, exams, and life.



Course Guide

Want to know exactly what's involved before you enrol? [Download the full course guide](#) and see what's waiting for you.

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, references, practice activities
- Student Study Schedule
- Additional research and reference sources
- Access to eSkilled online LMS Login/Password details
- Access to Trainer Booking Calendar to book one-on-one trainer support

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



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 and www.legislation.qld.gov.au.

CPP41419 CERTIFICATE IV IN REAL ESTATE PRACTICE

Is This Course Right for You?

The CPP41419 Certificate IV in Real Estate Practice is designed for people who want to build a meaningful career in real estate, whether you're just starting out or already working in the industry and looking to take the next step.

This course is ideal for professionals who work across residential and commercial property, including those involved in business broking and stock and station transactions. It covers key areas of practice such as property law, legal agency requirements, compliance, ethical standards, and consumer expectations, all of which are essential for operating confidently in the Queensland real estate market.

Who Typically Enrols?

This qualification suits a range of current and aspiring real estate professionals, including:

- Real Estate Agents & Sales Representatives
- Property Managers & Body Corporate Managers
- Buyer's Agents & Sub-Agents
- Business Brokers, Business Agents & Franchise Brokers
- Principal Licencees

Whether your goal is to work in sales, property management, buyer advocacy or business broking, this course will help equip you with the skills and qualifications needed for success.

Licensing & Regulatory Information

Real estate is a regulated industry in Australia. Licensing and certification requirements vary across states and territories, so it's important to check with the relevant authority in your area. In Queensland, successful completion of the CPP41419 Certificate IV in Real Estate Practice is a key requirement for applying for a real estate licence.

If you are completing the CPPREP5010 Manage operational finances in the property industry unit as part of your program, this will also meet a licensing requirement for some real estate roles in Queensland.

You can find full licensing information on the [Queensland Government website](#).

Course Duration & Commitment

The Learning Team's Certificate IV is designed to be Self Paced and can be completed over 12 months. This includes structured study, training, assessment, and independent research.

You'll need to be prepared to:

- Commit time and effort to your learning
- Engage with our team regularly for support
- Apply yourself to complete tasks and assessments to a satisfactory standard

We're here to support you – but your success depends on your willingness to invest in your future.

What You'll Receive

Upon successful completion, you'll be awarded:

- CPP41419 Certificate IV in Real Estate Practice
- Statement of Attainment for CPPREP5010 Manage operational finances in the property industry

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



CPP41419 CERTIFICATE IV IN REAL ESTATE PRACTICE

COURSE DETAIL

CODE	UNIT	
CPPREP4001	Prepare for professional practice in real estate	CORE
CPPREP4002	Access and interpret ethical practice in real estate	CORE
CPPREP4003	Access and interpret legislation in real estate	CORE
CPPREP4004	Establish marketing and communication profiles in real estate	CORE
CPPREP4005	Prepare to work with real estate trust accounts	CORE
CPPREP4101	Appraise property for sale or lease	ELECTIVE A
CPPREP4102	Market property	ELECTIVE A
CPPREP4103	Establish vendor relationships	ELECTIVE A
CPPREP4104	Establish buyer relationships	ELECTIVE A
CPPREP4105	Sell property	ELECTIVE A
CPPREP4121	Establish landlord relationships	ELECTIVE B
CPPREP4122	Manage tenant relationships	ELECTIVE B
CPPREP4123	Manage tenancy	ELECTIVE B
CPPREP4124	End tenancy	ELECTIVE B
CPPREP4125	Transact in trust accounts	ELECTIVE B
CPPREP4503	Present at hearings in real estate	ELECTIVE
CPPREP4506	Manage offsite and lone worker safety in real estate	ELECTIVE
CPPRE5006	Manage operational finances in the property industry	ELECTIVE



Ready to Take the Next Step?

The Careers Day Course offer is specially designed to assist in students looking to start a real estate career after finishing school.

If you are interested in taking advantage of the special offer please contact The Learning Team for access to the online enrolment form at info@tlt.net.au.



RTO 46386



Contact us at



1300 963 698



info@tlt.net.au



www.tlt.net.au