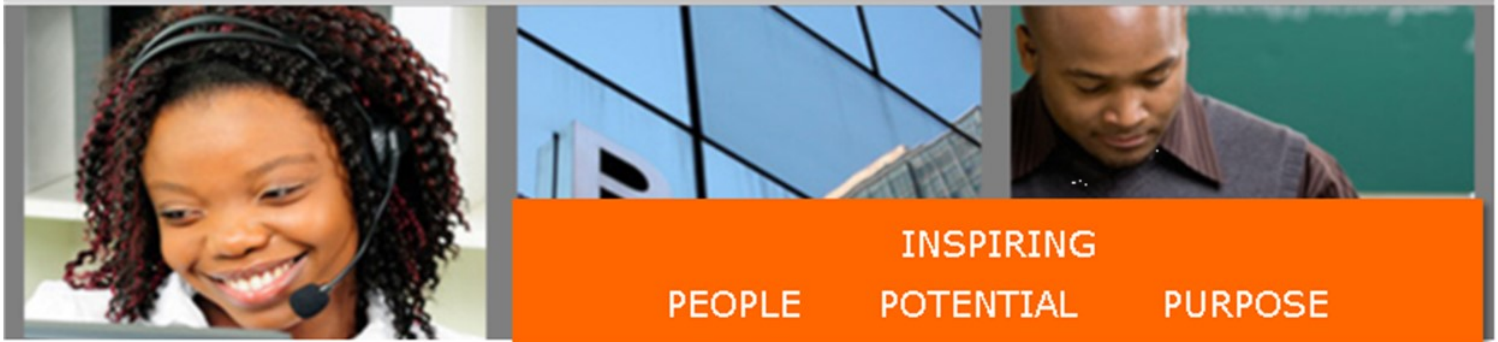




Further Education and Training Certificate: Real Estate NQF 4



Purpose of the National Further Education and Training Certificate in Real Estate (NQF 4)

The Estate Agency Affairs Board (EAAB) made it mandatory that all agents must acquire a full qualification. This qualification covers all the required sales, marketing, ethical, legal and financial skills necessary to sell, lease and market real estate in South Africa. It is the first step in fulfilling the EAAB's legal requirements (the other requirements are the passing of the Professional Designation Exam [PDE] and ongoing Continuing Professional Development). Agents who enter the profession are required to complete a full 12 month internship and a logbook in addition to completing the qualification and writing the PDE.

Delivery methodology for agents with full FFC:

Learners should attempt to earn the qualification through **Recognition of Prior Learning (RPL)**. RPL is an assessment process that captures a candidate's existing knowledge and skill and matches it to the qualification requirements. With this option, learners are introduced to the course via an e-learning module. This module is accessed online via the Chartall Business College, learner management system. With RPL there is no formal training and no study material or notes are provided by Chartall Business College. Learners completing the qualification via RPL should submit their portfolio within 4 months from the start date.

Requirements:

- **Full FFC**
- **Own email address**
- **Reliable internet access (minimum 1Mbps)**

There are 2 payment options available for this delivery method:

1. Cash price up front: R6 800

Delivery methodology for intern agents with full intern FFC

New interns are required to be registered with the EAAB as intern agents and compile a work-based logbook during the 12 month internship period.

New interns should attempt to earn the qualification through a **combination of e-learning and live webinars**. With this option, learners receive full access to e-learning study material and are further assisted by a series of 24-three hour live webinars which are delivered by subject matter experts. Webinars are conducted via the internet on a weekly basis.

This option is aimed at interns and new entrants to the Real Estate industry, and learners should submit their portfolios within 6 months.

There are 2 payment options for this delivery method:

1. Cash price up front: R9 995
2. 4 month payment plan:
R3 150 when you enrol and 3
monthly payments of R2 550.
Total: R10 800.

The curriculum is documented below:

Compulsory induction	
Compulsory content as prescribed by the EAAB. Provides overview of the real estate sector, legislation, code of conduct, sales and marketing. Not specifically linked to unit standards but provides a good base for the rest of the training.	
Introduction to the assessment process, logbook and learnership	
Overview of the assessment and EAAB logbook requirements	

The real estate environment (including the code of conduct)	
246737	Demonstrate knowledge of and apply Real Estate code of conduct and ethics
246735	Demonstrate an understanding of the Real Estate environment

Real estate function	
246736	Market, sell and lease property
246738	Apply business principles to the Real Estate function
246734	Advise role players on Real Estate financing options
246739	Manage self-development in a Real Estate environment

Real estate legislation

242584	Demonstrate knowledge and understanding of Financial Advisory and Intermediary Services Act 2002 (FAIS) as it impacts on a specific financial services sub-sector
242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients
246733	Demonstrate knowledge and understanding of the legislation applicable to real estate

Electives: bond finance and the development of a marketing strategy and team building

13418	Demonstrate knowledge and understanding of a mortgage bond as a form of debt security
13420	Demonstrate knowledge and understanding of the bond registration process
114583	Develop, implement and evaluate a marketing plan for a new venture
114596	Research the viability of new venture ideas and opportunities
242819	Motivate and build a team

Business mathematics – optionally trained

7468	Use mathematics to investigate and monitor financial aspects
9015	Apply knowledge of statistics and probability
9016	Represent and calculate shape and motion in 2D and 3D space

Business Communication: first and second language – not trained

119467	Use language and communication in learning programmes
119462/119472	Engage in sustained oral communication
119469/119457	Read analyse and respond to a variety of texts
12153/119465/119459	Use the writing process to compose texts

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Chartall Business College (Pty) Ltd (Reg no. 2003/015217/07) is provisionally registered by the Department of Higher Education and Training until 31 December 2018 (Reg no. 2012/FE07/044)