

# MACLEAY COLLEGE

## ENROL NOW. GRADUATE IN 12 MONTHS

The property market continues to thrive and the real-estate industry grows with it. Not only will Macleay College's Diploma of Business Management specialising in Real Estate allow you to graduate with all the licenses necessary to practise in Australia, but you'll also have the practical skills and theoretical knowledge to run an office and manage a property business. The licensing aspect of course is also recognised by the Real Estate Institute of Australia.

REAL ESTATE AGENT ■ PROPERTY MANAGER ■ ACCOUNT EXECUTIVE ■ AUCTIONEER  
 ■ MARKETING EXECUTIVE ■ OFFICE MANAGER ■ SALES MANAGER ■ JUNIOR SALES  
 CONSULTANT ■ REAL ESTATE VALUER ■ SALES ADMINISTRATOR ■ SALES SECRETARY

### QUALITY OF EDUCATION

The key differentiator of our new Diploma of Business Marketing with a specialisation in Real Estate is that it qualifies graduates with all of the necessary real estate licensing to practice in Australia, while also underpinning these qualifications with real-world business skills. On completion of the Diploma of Business Management specialising in Real Estate, you can expect to find entry-level employment with a real estate sales agency, property developer, property investment firm or property management company.

### KEY SUBJECTS

The key subjects taught in this diploma are the Real Estate Agent's License, Buyer's Agent License, Business Agent's License, Certificate of Registration for Sales and Property Management, and

Auctioneer's Accreditation, all recognised by the Real Estate Institute of Australia (REIA). Major topics areas are:

**The Real Estate Sector:** An overview of the day to day work environment in an agency. Students learn how to develop effective relationships with clients seeking to sell, buy or lease property.

**Real Estate Selling:** How to perfect the techniques necessary to obtain listings and clinch sales. Skills are developed in appraising and marketing property, negotiation and contracts.

**Property Management:** How to list and market houses and home units, and the factors that influence rental values such as location, design and layout. Hands-on training is provided on filling out tenancy agreements, developing maintenance plans for managed properties and how to present a case at a residential

tenancy tribunal.

**Agency Finances and Trust Accounting:** How to keep accurate records of property transactions and the funds held in trust as deposits for clients.

**Auctioneering:** A truly practical subject in which students conduct a simulated auction of a selected property.

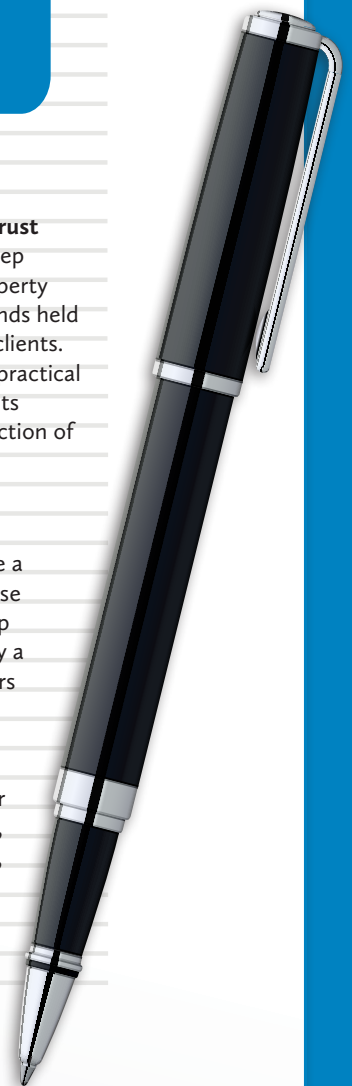
### PRACTICAL FOCUS

Students also undertake a major Business Enterprise Project, which is a group project that is guided by a mentor during trimesters two and three.

Students will plan and execute a business idea that aims to deliver a profit to shareholders, and value to customers, while building effective working relationships with team members.

[macleay.edu.au](http://macleay.edu.au) | [study@macleay.edu.au](mailto:study@macleay.edu.au)

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**1 YEAR FULL-TIME  
2 YEARS PART-TIME**

### **NEW CBD CAMPUS IS NOW OPEN**

Macleay College opens its new \$2 million campus in Sydney's CBD on January 20, 2012. The new campus is just 2 minutes' walk from Central Station and major transport routes across Sydney. Students who join us in 2012 will discover:

- Industry-standard television and radio studios for student use
- 65 brand-new computers (PC and Mac) featuring the latest industry software for all of our courses
- Modern classrooms with the latest audiovisual equipment, plus a large Student Zone at street level with specific areas for socialising and studying.

### **COURSE DETAILS**

A full load of study is four units per trimester. It is possible to complete the Diploma of Business Marketing specialising in Real Estate in a minimum of one year or a maximum of two years. Part-time enrolment requires completion of no less than two units per trimester. Admission is based on completion of NSW HSC or equivalent Australian senior secondary certificate.

### **PATHWAYS TO UNIVERSITY**

Macleay College has articulation agreements with the University of Technology, Sydney, University of Wollongong and Bond University for graduates who wish to go on to

further study. A minimum of a credit average is required.

### **HELP WITH PAYING FEES**

Macleay College students have access to two loan schemes to help pay their fees: the FEE-HELP loan assistance scheme from the Australian Government or a student bank loan scheme. Contact our Student Services Team for more details.

For Youth Allowance and Austudy, students are generally required to undertake a full-time course and fulfil the normal conditions that apply to those payments. Part-time students should contact Centrelink to see if they qualify.

### **OUR SERVICE GUARANTEE**

Macleay College has built an unmatched reputation for delivering job-ready graduates after just 12 months of study. We do this by guaranteeing tutorial sizes of 20 people or less, so that they get plenty of personal attention from their lecturers. We also make industry internships a mandatory part of the courses we teach. We assist every student in this process, with many going on to be employed after graduation.