



NSW Property Services ITAB

Property News

Summer 2008

Welcome back! 2008 is set to be a busy one, with many changes to the real estate training industry occurring. CPD requirements have been modified, there is a new Training Package and subsequently the property qualifications in NSW will change. The PSITAB have also launched a Property Information hotline for agents and training companies, where they can gain valuable information and advice on CPD and training available throughout the state. The PSITAB hope to help keep you abreast of all the changes, through our quarterly newsletters and our new website, due to be released in February.

Sasha Boe

Chair, Property subcommittee



Hana Esber pictured with Peter Van Ravenstein from the Office of Fair Trading.

NSW Property Services Information Hotline

After an extensive process to recruit a project officer to manage the day-to-day operations of this new service, the ITAB is pleased to announce that Hana Esber has been appointed to this new position. Hana is a registered real estate agent, has had experience in working in information centres and is looking forward to the challenge of establishing the ITAB's new service, which was only made possible through a grant from the OFT.

This service will provide information pertaining to continuing professional development, licence and certificate of registration requirements for the NSW Property Services sector. The ITAB now provides all information on training courses and providers to the public through our hotline and website. The OFT will no longer provide this information on their website. The ITAB has up-to-date information on CPD on our temporary website and will be launching a major new site in the coming weeks.

If you have not already done so, could you please provide your CPD information to Hana Esber at hana.esber@nswpropertyservicesitab.com.au. If we do not have your information, then we cannot inform the public about any courses that you are running.

Review of the Property Stock and Business Agents Act: online survey and comment

The Property Stock and Business Agents Act 2002 regulates the whole of the property

WORKSHOPS

Assessment Evidence

Wednesday, 19 March, 2008

RPL: The Art of Recognition

Wednesday, 16 April, 2008

Assessment Tools I

Wednesday, 14 May, 2008

Risk Management

Wednesday, 20 February, 2008

Wednesday, 18 June, 2008

Please register on the form provided.

Inquiries: Hana Esber 9797 8493

Price: \$225

Venue: Level 2, 251 Liverpool Road, Ashfield. Parking available in Ashfield Mall; close to train and bus.

FIND IT ON THE WEB

NSW Department of Education and Training: details of workshops and professional development courses

www.det.nsw.edu.au

For the latest VETAB news

www.vetab.nsw.gov.au

TVET Australia: gateway to TVET Australia Product Services, National Quality Council (NQC) and National Industry Skills Committee (NISC)

www.tvetaustralia.com.au

Training Packages@Work

www.tpatwork.com

Training.com: vast range of vocational education and training information, products and services in Australia.

www.training.com.au

NCVER publications on VET research

www.ncver.edu.au

Construction & Property Services Skills Council

www.cpsisc.com.au

agency industry in NSW. By law the Act must be reviewed to ensure it continues to provide the appropriate level of regulation required to protect consumers and maintain the viability of the sector, but without placing undue burdens on businesses operating in the industry. Community consultation is a critical part of the review process. We hope you can help us by contributing your views through one or more of these simple on-line surveys.

Visit the NSW office of Fair Trading website www.fairtrading.nsw.gov.au and follow the links provided to make your contribution about: renting a home, renting a commercial property, buying a residential or rural property, buying a commercial property, selling a residential or rural property, selling a commercial property and using an agent to manage a residential or rural property

CPD Requirements

As of the 1 January 2008 the Office of Fair Trading's new CPD requirements have commenced. All licence and certificate of registration holders must complete training worth 12 CPD points to renew their licenses or certificates of registration. This training must be conducted prior to renewal. Particular changes have been made to:

- Number of learning categories and their definitions
- Roll over of points
- Number of points collected per learning category
- Trainers can no longer collect points by conducting training sessions (previous Learning Category 4)

Please note in particular: the OFT have advised us that courses completed as part of licence training **cannot** be used towards CPD points.

If you have not already seen the new Commissioners Guidelines for CPD please go to www.fairtrading.nsw.gov.au

CPP07 endorsed

DEST has recently advised that the new CPP07 Property Services Training Package which includes the Property Development, Sales and Management sector has been endorsed by the National Quality Council (NQC) and signed off by the Ministerial Delegates for Vocational Education and Training representing the Ministers for Training in each of the States and Territories.

The new Property Development, Sales and Management sector will replace the Real Estate, Stock and Station Agency, Business Broking and Property Operations and Development sectors' units and qualifications in PRD01 Property Development and Management Training Package. Each State and Territory Training Authority will guide an implementation process in their respective jurisdiction. This process includes transition arrangements between the original and new training packages.

DEST is well underway to having the new training package available on NTIS in a searchable format.

The ITAB will schedule workshops once we have all the information available. David McGee of CPSISC has agreed to be involved with the workshops and we will most likely include another facilitator as well.

We are currently investigating how changes to the training package will affect the rollover of RTOs scope of registration, and will keep you posted.

Property Qualification Changes

The Office of Fair Trading is currently reviewing qualification requirements for the licence and certificate of registration in view of changes to the training package. The TAFE-written courses in property practice are due to expire in the middle of the year. The OFT are also reviewing changes with this in mind.

Professional Development for RTOs

The NSW Property Services ITAB in conjunction with DET NSW is again hosting professional development days for RTOs and their trainers, assessors, compliance staff and other interested stakeholders. The most effective way to keep informed of trends in training, assessment, and risk management is to attend a workshop.

Risk Management Workshop

(Wednesday, 20 February; Wednesday, 18 June)

Provides participants with an understanding of the basic concepts of risk management in the context of the RTO environment and how to meet the AQTF risk management requirements. It is designed to enable participants to implement a risk management system for their organisation based on the approach outlined in the AS/NZS 4360:2004 standard. You need to have a good understanding of the AQTF to benefit from the workshop.

Assessment Evidence Workshop

(Wednesday, 19 March)

This workshop is for trainers and assessors wanting to enhance their capacity to make informed judgements in a range of assessment scenarios. It discusses many of the issues assessors and RTOs grapple with. For example — Exactly what constitutes good evidence? How much is enough? Whose role is it to plan and collect the evidence? How should it be recorded? Does it have to be kept? How does RPL fit? How can I ensure I make a sound professional judgement? Assessment can, does and should take many forms. RTOs and assessors can become confused about what constitutes good quality evidence and how they can ensure they have effective and appropriate ways to collect proof or evidence of a candidate's competence. This workshop has been designed to make clear the skills and knowledge needed to carry out effective assessment and will help participants to identify and collect current evidence that is both sufficient and valid.

The Art of Recognition Workshop

(Wednesday, 16 April)

The Art of Recognition is a professional development workshop designed to demystify the recognition process. RPL is a method of assessment that helps candidates to gain recognition for their current knowledge and skills. Whilst RTOs must offer RPL under the AQTF, it is often not well understood nor easily available. NSW DET has developed this workshop to assist Trainers and Assessors to implement effective recognition pathways for both their candidates and their RTOs. After the workshop participants will be able to: define RPL, identify issues around RPL implementation, explain RPL evidence requirements, describe the impact of RPL on both RTOs and candidates and describe what an RPL process should look like.

Assessment Tools Workshop (Wednesday, 14 May)

This is the first of a two part series of DET assessment tools workshops. It will take participants through a process of designing and developing effective assessment tools and will discuss methods and tools useful for gathering good evidence. The workshop's primary focus is on the process of developing an assessment tool. Examples and exercises will form part of the workshop format that will focus on both off job and on job situations. The workshop will provide the opportunity for discussion on the issues in developing assessment tools. This workshop is an update of our 2003/2004 workshop Designing and Developing Assessment Tools. If you have attended the workshop, there is no need to do it again, unless you would like a refresher course.

Please note: to confirm your position you must complete the registration and send your payment. Any cancellation less than 14 days before the workshop will result in a \$25 cancellation fee. To ensure your booking we recommend that you register a minimum two weeks before the scheduled workshop.

Our ITAB gains coverage of financial services sector

The ITAB would like to thank DET for approving our organisation's bid for funding to undertake the additional industry coverage for the financial services sector.

At the NSW Property Services ITAB General Meeting held on 5 February 2008, unanimous approval was given for the change of name from NSW Property Services ITAB to the new entity 'NSW Property and Financial Services ITAB'. The ITAB's Executive Director Max Wilson and Pringle Moriarty & Co Chartered Accountants will be overseeing the necessary changes to reflect the new name.

The extension of coverage to include the finance industries sector provides a number of synergies that will also be attractive to many of the existing groups covered by our ITAB.

ITAB Chair Lorraine Judd said that there are a number of additional tasks that will need to be undertaken to successfully integrate Property Services and the Finance Industries sector.

'One of the first steps that we are undertaking in extending our coverage is the modification of our existing ITAB structure to include a Finance Industries sub-committee. The Chair of the sub-committee will also be offered a position on the ITAB board.

'The Property Services Industry also works closely with a number of financial services occupational groups including mortgage brokers, financial advisers, business brokers, developers, banking and insurance operatives.

'Through the expanded scope of our ITAB we will be strengthening alliances with these and other finance industries groupings. Over the coming months we will also be reviewing research that has been undertaken in the finance industries sector, arranging meetings with key industry representatives and developing our marketing strategies to meet VET objectives.'

Effective communications will also be a key priority in the transition to taking on the added role of industry advice in NSW for the Finance Industries sector.

Formal meetings have also been held with DET personnel to discuss matters relating to our expanded role.

Streamlined process announced for VTOs

Phillip Moore, Commissioner for Vocational Training, has contacted all NSW ITAB's to inform them of the streamlined process that is being initiated regarding (VTOs).

After a training package has been nationally endorsed, the NSW VETAB accredits the relevant qualifications for implementation and delivery in NSW and advises the Vocational Training Tribunal Unit of DET. At this point the Manager VTTU will email the relevant ITAB to request that the appropriate VTOs be reviewed and seek submissions to vary existing ones or make new ones to reflect the new training package qualifications.

Submissions should be received within four weeks advice from the VTTU. This time frame should assist in maintaining the currency of qualifications aligned to recognized trade and traineeship vocations and should speed up the process of having new VTOs or variations to VTOs approved. The Commissioner has also indicated that he would like to meet with each of the NSW ITABs within the first few months of 2008.

The Commercial Law Association presents a halfday seminar

Essentials of Franchising

9.00 am to 12.15pm, Friday, 14 March. Dixon Room, NSW State Library.

By attending this seminar you will gain an insight into:

- Franchise Agreements • Franchising Code of Conduct • Complying with the Code • Nature of Franchise 'Goodwill'
- Federal Court and definition of Franchises • Termination and effect • Unconsciouability • Lessons from major cases

The seminar's expert presenters are:

Andrew Wiseman, Partner, Allens Arthur Robinson • Carmen Champion, Barrister, St James Hall Chambers
Bianca Keys, Mediation Manager, The Accord Group

Special offer to a newsletter reader

One complimentary registration only to Essentials of franchising seminar to the value of \$315

Be the first person to send an email to claim this offer.

There is only one prize. If you miss out on the offer, but would like to attend the seminar visit the Commercial Law Association website www.cla.org.au and book online.



NSW Property Services ITAB

Professional Development Workshops

Registration Form

Please complete the details below and return the form to Property Services ITAB, PO Box 1456, Ashfield, NSW 1800, with your cheque or money order made out to 'Property Services ITAB NSW Ltd'.

Surname _____ First name _____

Postal address _____

Phone _____ Mobile phone _____

Date of birth _____

Current employer _____

Position within organisation _____

Payment details

Cost: \$225 per workshop

Please tick one: cash cheque money order

Please tick the workshop/s you wish to attend:

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Venue

All courses will be held at Level 2, 251 Liverpool Rd, Ashfield. Parking available at Ashfield Mall. Close to train and bus.

8.30am: Registration

9.00am: Workshop commences

4.00pm: Finish

Tea, coffee and lunch will be provided

Signature _____

Date _____