

# Property, Stock and Business Agents (Qualifications) Order 2009

[2009-247]



New South Wales

## Status Information

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### Authorisation

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New South Wales

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# Property, Stock and Business Agents (Qualifications) Order 2009



New South Wales

## Part 1 Preliminary

### 1 Name of Order

This Order is the *Property, Stock and Business Agents (Qualifications) Order 2009*.

### 2 Commencement

This Order commences on the day on which it is published in the Gazette.

### 3 Definitions

In this Order:

**registered training organisation** has the same meaning as in the *Vocational Education and Training Act 2005*.

**the Act** means the *Property, Stock and Business Agents Act 2002*.

### 4 Approval of qualifications

For the purposes of section 15 (1) of the Act, the qualifications set out in this Order are approved as the qualifications required for the issue of a licence or certificate of registration of the category to which they relate.

### 5 Underpinning knowledge based on New South Wales law

The underpinning knowledge for a unit of competency from the Property Services Training Package (CPP07), or the Property Development and Management Training Package (PRD01), must be based on New South Wales law for the unit of competency to be included in a qualification approved by this Order.

### 6 Repeal

The *Property, Stock and Business Agents (Qualifications) Order 2003* is repealed.

## **Part 2 Qualifications for real estate agent's licence**

### **7 Current qualifications required for the issue of a real estate agent's licence**

A person has the qualifications required for the issue of a real estate agent's licence if a registered training organisation has issued the person with a CPP40307 Certificate IV in Property Services (Real Estate) demonstrating competency in:

- (a) either of the following units of competency:
  - (i) CPPDSM4009A—Interpret legislation to complete agency work,
  - (ii) CPPDSM4009B—Interpret legislation to complete agency work, and
- (b) either of the following units of competency:
  - (i) CPPDSM4015A—Minimise agency and consumer risk,
  - (ii) CPPDSM4015B—Minimise agency and consumer risk, and
- (c) either of the following units of competency:
  - (i) CPPDSM4004A—Conduct auction,
  - (ii) CPPDSM4020A—Present at tribunals, and
- (d) all of the following units of competency:
  - (i) CPPDSM4007A—Identify legal and ethical requirements of property management to complete agency work,
  - (ii) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work,
  - (iii) CPPDSM4080A—Work in the real estate industry,
  - (iv) CPPDSM4003A—Appraise property,
  - (v) CPPDSM4005A—Establish and build client-agency relationships,
  - (vi) CPPDSM4006A—Establish and manage agency trust accounts,
  - (vii) CPPDSM4010A—Lease property,
  - (viii) CPPDSM4011A—List property for lease,
  - (ix) CPPDSM4012A—List property for sale,
  - (x) CPPDSM4013A—Market property for lease,
  - (xi) CPPDSM4014A—Market property for sale,

- (xii) CPPDSM4016A—Monitor and manage lease or tenancy agreement,
  - (xiii) CPPDSM4017A—Negotiate effectively in property transactions,
  - (xiv) CPPDSM4019A—Prepare for auction and complete sale,
  - (xv) CPPDSM4022A—Sell and finalise the sale of property by private treaty,
  - (xvi) CPPDSM4049A—Implement maintenance plan for managed properties,
  - (xvii) CPPDSM4056A—Manage conflict and disputes in the property industry,
  - (xviii) BSBRKG304B—Maintain business records,
  - (xix) BSBMB406A—Manage small business finances,
  - (xx) BSBLED401A—Develop teams and individuals, and
- (e) at least one elective unit of competency of the candidate's own choice from the property sales and management, specialist or common units from CPP40307 Certificate IV in Property Services (Real Estate).

## **8 Recognition of past qualifications required for the issue of a real estate agent's licence**

A person has the qualifications required for the issue of a real estate agent's licence if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE08A—Manage efficient financial systems,
  - (ii) PRD01 Unit of Competency PRDRE09A—Implement and monitor financial management systems,
  - (iii) PRD01 Unit of Competency PRDRE10A—Manage agency risk,
  - (iv) PRD01 Unit of Competency PRDRE11A—Provide property appraisal,
  - (v) PRD01 Unit of Competency PRDRE13A—Obtain property listings,
  - (vi) PRD01 Unit of Competency PRDRE14A—Market property,
  - (vii) PRD01 Unit of Competency PRDRE15A—Undertake property sale by private treaty,
  - (viii) PRD01 Unit of Competency PRDRE16A—Monitor sales process,
  - (ix) PRD01 Unit of Competency PRDRE18A—Lease property,

- (x) PRD01 Unit of Competency PRDRE19A—Provide property management services,
  - (xi) PRD01 Unit of Competency PRDRE23A—Maintain agency-client relationship,
  - (xii) PRD01 Unit of Competency PRDRE26A—Conduct property sale by auction,
  - (xiii) PRD01 Unit of Competency PRDRE28A—Maintain trust account,
  - (xiv) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (xv) PRD01 Unit of Competency BSXFMI511A—Contribute to the development of a workplace learning environment,
  - (xvi) New South Wales Module 17319A—Work in the real estate sector,
  - (xvii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a real estate agent’s licence at the time of making an application for renewal of the licence, or
- (c) the person has held a real estate agent’s licence in the 3 months preceding the making of an application for restoration of the licence, or
- (d) the person has held a real estate agent’s licence in the 12 months preceding the making of an application for the equivalent licence.

### **Part 3 Qualifications for real estate agent’s licence subject to the condition that the holder act only as a buyer’s agent**

#### **9 Current qualifications required for the issue of a real estate agent’s licence subject to the condition that the holder act only as a buyer’s agent**

A person has the qualifications required for the issue of a real estate agent’s licence subject to the condition that the holder of the licence act only as a buyer’s agent if a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in:

- (a) either of the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) either of the following units of competency:
  - (i) CPPDSM4015A—Minimise agency and consumer risk,
  - (ii) CPPDSM4015B—Minimise agency and consumer risk, and



- (c) all of the following units of competency:
  - (i) CPPDSM4001A—Act as a buyer’s agent,
  - (ii) CPPDSM4003A—Appraise property,
  - (iii) CPPDSM4005A—Establish and build client-agency relationships,
  - (iv) CPPDSM4022A—Sell and finalise the sale of property by private treaty,
  - (v) CPPDSM4080A—Work in the real estate industry,
  - (vi) BSBLED401A—Develop teams and individuals,
  - (vii) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work.

**10 Recognition of past qualifications required for the issue of a real estate agent’s licence subject to the condition that the holder act only as a buyer’s agent**

A person has the qualifications required for the issue of a real estate agent’s licence subject to the condition that the holder of the licence act only as a buyer’s agent if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE10A—Manage agency risk,
  - (ii) PRD01 Unit of Competency PRDRE11A—Provide property appraisal,
  - (iii) PRD01 Unit of Competency PRDRE15A—Undertake property sale by private treaty,
  - (iv) PRD01 Unit of Competency PRDRE16A—Monitor sales process,
  - (v) PRD01 Unit of Competency PRDRE23A—Maintain agency-client relationship,
  - (vi) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (vii) PRD01 Unit of Competency BSXFMI511A—Contribute to the development of a workplace learning environment,
  - (viii) New South Wales Module 17319A—Work in the Real Estate Sector,
  - (ix) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a real estate agent’s licence subject to the condition that the holder

of the licence act only as a buyer's agent, or a real estate agent's licence, at the time of making an application for renewal of the licence, or

- (c) the person has held a real estate agent's licence subject to the condition that the holder of the licence act only as a buyer's agent, or a real estate agent's licence, in the 3 months preceding the making of an application for restoration of the licence, or
- (d) the person has held a real estate agent's licence subject to the condition that the holder of the licence act only as a buyer's agent, or a real estate agent's licence, in the 12 months preceding the making of an application for the equivalent licence.

## **Part 4 Qualifications for stock and station agent's licence**

### **11 Current qualifications required for the issue of a stock and station agent's licence**

A person has the qualifications required for the issue of a stock and station agent's licence if a registered training organisation has issued the person with a CPP40407 Certificate IV in Property Services (Stock and Station Agency) demonstrating competency in:

- (a) either of the following units of competency:
  - (i) CPPDSM4009A—Interpret legislation to complete agency work,
  - (ii) CPPDSM4009B—Interpret legislation to complete agency work, and
- (b) either of the following units of competency:
  - (i) CPPDSM4015A—Minimise agency and consumer risk,
  - (ii) CPPDSM4015B—Minimise agency and consumer risk, and
- (c) all of the following units of competency:
  - (i) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work,
  - (ii) CPPDSM4024A—Advise clients on livestock sale and purchase options,
  - (iii) CPPDSM4039A—Conduct livestock sale by auction,
  - (iv) CPPDSM4068A—Prepare livestock for sale at saleyards,
  - (v) CPPDSM4075A—Select livestock for sale,
  - (vi) CPPDSM4077A—Sell livestock by private sale,
  - (vii) CPPDSM4081A—Work in the stock and station agency sector,
  - (viii) CPPDSM4021A—Sell and finalise sale of rural property by private treaty,
  - (ix) CPPDSM4067A—Plan for and complete sale of rural property by auction,

- (x) CPPDSM4052A—List and market rural property for sale or lease,
- (xi) CPPDSM4030A—Appraise rural property,
- (xii) CPPDSM4005A—Establish and build client-agency relationships,
- (xiii) CPPDSM4006A—Establish and manage agency trust accounts,
- (xiv) CPPDSM4051A—Lease rural property,
- (xv) CPPDSM4073A—Provide rural property management services,
- (xvi) BSBSMB406A—Manage small business finances,
- (xvii) BSBLED401A—Develop teams and individuals,
- (xviii) CPPDSM4056A—Manage conflicts and disputes in the property industry.

**12 Recognition of past qualifications required for the issue of a stock and station agent's licence**

A person has the qualifications required for the issue of a stock and station agent's licence if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE08A—Manage efficient financial systems,
  - (ii) PRD01 Unit of Competency PRDRE09A—Implement and monitor financial management systems,
  - (iii) PRD01 Unit of Competency PRDRE10A—Manage agency risk,
  - (iv) PRD01 Unit of Competency PRDRE11A—Provide property appraisal,
  - (v) PRD01 Unit of Competency PRDRE23A—Manage agency-client relationship
  - (vi) PRD01 Unit of Competency PRDRE28A—Maintain trust account,
  - (vii) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (viii) PRD01 Unit of Competency PRDSSA20A—List properties for sale,
  - (ix) PRD01 Unit of Competency PRDSSA21A—Market property for sale,
  - (x) PRD01 Unit of Competency PRDSSA22A—Negotiate sale by private treaty,

- (xi) PRD01 Unit of Competency PRDSSA23A—Conduct auction sale,
  - (xii) PRD01 Unit of Competency PRDSSA25A—Conduct a sale by tender,
  - (xiii) PRD01 Unit of Competency PRDSSA26A—Administer process to completion or abandonment of sale,
  - (xiv) PRD01 Unit of Competency PRDSSA27A—Lease rural property,
  - (xv) PRD01 Unit of Competency PRDSSA28A—Manage properties for clients,
  - (xvi) PRD01 Unit of Competency PRDSSA29A—Advise client on sale and purchase alternatives,
  - (xvii) PRD01 Unit of Competency PRDSSA30A—Select stock for sale,
  - (xviii) PRD01 Unit of Competency PRDSSA31A—Prepare stock for sale,
  - (xix) PRD01 Unit of Competency PRDSSA32A—Conduct livestock sale by auction,
  - (xx) PRD01 Unit of Competency PRDSSA33A—Arrange buyer and inspections,
  - (xxi) PRD01 Unit of Competency BSXFMI511A—Contribute to the development of a workplace learning environment,
  - (xxii) New South Wales Module 17320A—Work in the Stock & Station Sector,
  - (xxiii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a stock and station agent’s licence at the time of making an application for renewal of the licence, or
  - (c) the person has held a stock and station agent’s licence in the 3 months preceding the making of the application for restoration of the licence, or
  - (d) the person has held a stock and station agent’s licence in the 12 months preceding the making of an application for the equivalent licence.

## **Part 5 Qualifications for business agent’s licence**

### **13 Current qualifications required for the issue of a business agent’s licence**

A person has the qualifications required for the issue of a business agent’s licence if a registered training organisation has issued the person with a CPP40507 Certificate IV in Property Services (Business Broking) demonstrating competency in:

- (a) either of the following units of competency:
  - (i) CPPDSM4015A—Minimise agency and consumer risk,

- (ii) CPPDSM4015B—Minimise agency and consumer risk, and
- (b) all of the following units of competency:
  - (i) CPPDSM4006A—Establish and manage agency trust account,
  - (ii) CPPDSM4029A—Appraise business,
  - (iii) CPPDSM4053A—List business for sale,
  - (iv) CPPDSM4060A—Negotiate sale and manage sale to completion or settlement,
  - (v) CPPDSM4061A—Obtain prospects for listing,
  - (vi) CPPDSM4069A—Promote and market listed business,
  - (vii) CPPDSM4079A—Work in the business broking sector,
  - (viii) BSBLED401A—Develop teams and individuals,
  - (ix) BSBCUS401A—Co-ordinate implementation of customer service strategies,
  - (x) BSBSMB406A—Manage small business finances,
  - (xi) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work.

#### **14 Recognition of past qualifications required for the issue of a business agent's licence**

A person has the qualifications required for the issue of a business agent's licence if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and modules:
  - (i) PRD01 Unit of Competency PRDBB03A—Appraise business,
  - (ii) PRD01 Unit of Competency PRDBB04A—List business for sale,
  - (iii) PRD01 Unit of Competency PRDBB05A—Promote and market listed businesses,
  - (iv) PRD01 Unit of Competency PRDBB06A—Negotiate and execute sales,
  - (v) PRD01 Unit of Competency PRDRE08A—Manage efficient financial systems,
  - (vi) PRD01 Unit of Competency PRDRE09A—Implement and monitor financial management systems,
  - (vii) PRD01 Unit of Competency PRDBB9A—Manage agency risk,

- (viii) PRD01 Unit of Competency PRDRE23A—Maintain agency-client relationship,
  - (ix) PRD01 Unit of Competency PRDRE28A—Maintain trust account,
  - (x) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (xi) PRD01 Unit of Competency BSXFMI511A—Contribute to the development of a workplace learning environment,
  - (xii) New South Wales Module 17322A—Work in the Business Broking Sector,
  - (xiii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a business agent’s licence at the time of making an application for renewal of the licence, or
  - (c) the person has held a business agent’s licence in the 3 months preceding the making of an application for restoration of the licence, or
  - (d) the person has held a business agent’s licence in the 12 months preceding the making of an application for the equivalent licence.

## **Part 6 Qualifications for strata managing agent’s licence**

### **15 Current qualifications required for the issue of a strata managing agent’s licence**

A person has the qualifications required for the issue of a strata managing agent’s licence if a registered training organisation has issued the person with a qualification demonstrating:

- (a) successful completion of either a CPP40609 Certificate IV in Property Services (Operations), or a CPP40611 Certificate IV in Property Services (Operations), demonstrating competency in:
  - (i) either of the following units of competency:
    - (A) CPPDSM4048A—Implement customer service strategies in the property industry,
    - (B) CPPDSM4048B—Implement customer service strategies in the property industry, and
  - (ii) all of the following units of competency:
    - (A) BSBREL401A—Establish networks,
    - (B) CPPDSM4028A—Identify and analyse risks and opportunities in the property industry,

- (C) CPPDSM4044A—Coordinate maintenance and repair of properties and facilities,
  - (D) CPPDSM4047A—Implement and monitor procurement process,
  - (E) CPPDSM4057A—Monitor a safe workplace in the property industry,
  - (F) CPPDSM4063A—Participate in developing and establishing property or facilities contracts,
  - (G) CPPDSM4072A—Provide leadership in the property industry,
  - (H) BSBLED401A—Develop teams and individuals,
  - (I) BSBFIA402A—Report on financial activity,
  - (J) BSBRKG304B—Maintain business records,
  - (K) BSBSMB402A—Plan small business finances,
  - (L) BSBSMB406A—Manage small business finances,
  - (M) CPPDSM4006A—Establish and manage agency trust accounts,
  - (N) CPPDSM4034A—Assess and implement strata/community management agreement,
  - (O) CPPDSM4045A—Facilitate meetings in the property industry,
  - (P) CPPDSM4056A—Manage conflict and disputes in the property industry,
  - (Q) CPPDSM4074A—Select and appoint contractors in the property industry, and
- (b) successful completion of either of the following units of competency from the Certificate III in Property Services (Operations):
- (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (c) successful completion of each of the following units of competency from the Certificate III in Property Services (Operations):
- (i) CPPDSM3016A—Work in the property industry,
  - (ii) CPPDSM3017A—Work in the strata/community management sector.

**16 Recognition of past qualifications required for the issue of a strata managing agent's licence**

A person has the qualifications required for the issue of a strata managing agent's licence

if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a qualification demonstrating successful completion of NSW Course No 9674—Certificate IV in Property (Strata Management), or
- (b) the person holds a strata managing agent's licence at the time of making an application for renewal of the licence, or
- (c) the person has held a strata managing agent's licence in the 3 months preceding the making of an application for restoration of the licence, or
- (d) the person has held a strata managing agent's licence in the 12 months preceding the making of an application for the equivalent licence.

## **Part 7 Qualifications for on-site residential property manager's licence**

### **17 Current qualifications required for the issue of an on-site residential property manager's licence**

A person has the qualifications required for the issue of an on-site residential property manager's licence if a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in:

- (a) either the following units of competency
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) either of the following units of competency:
  - (i) CPPDSM4015A—Minimise agency and consumer risk,
  - (ii) CPPDSM4015B—Minimise agency and consumer risk, and
- (c) all of the following units of competency:
  - (i) CPPDSM4005A—Establish and build client-agency relationships,
  - (ii) CPPDSM4006A—Establish and manage agency trust accounts,
  - (iii) CPPDSM4007A—Identify legal and ethical requirements of property management to complete agency work,
  - (iv) CPPDSM4010A—Lease property,
  - (v) CPPDSM4016A—Monitor and manage lease or tenancy agreement,



- (vi) CPPDSM4080A—Work in the real estate industry,
- (vii) BSBRKG304B—Maintain business records,
- (viii) BSBLED401A—Develop teams and individuals.

**18 Recognition of past qualifications required for the issue of an on-site residential property manager's licence**

A person has the qualifications required for the issue of an on-site residential property manager's licence if:

- (a) in the case of an application for a licence made before 1 June 2012, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and module:
  - (i) PRD01 Unit of Competency PRDRE10A—Manage agency risk,
  - (ii) PRD01 Unit of Competency PRDRE18A—Lease property,
  - (iii) PRD01 Unit of Competency PRDRE19A—Provide property management services,
  - (iv) PRD01 Unit of Competency PRDRE23A—Maintain agency-client relationship,
  - (v) PRD01 Unit of Competency PRDRE25A—Respond to property enquiry,
  - (vi) PRD01 Unit of Competency PRDRE28A—Maintain trust account,
  - (vii) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (viii) PRD01 Unit of Competency BSAFIN301B—Maintain daily financial records for accounting purposes,
  - (ix) PRD01 Unit of Competency BSXFMI511A—Contribute to the development of a workplace learning environment,
  - (x) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds an on-site residential property manager's licence at the time of making an application for renewal of the licence, or
- (c) the person has held an on-site residential property manager's licence in the 3 months preceding the making of an application for restoration of the licence, or
- (d) the person has held an on-site residential property manager's licence in the 12 months preceding the making of an application for the equivalent licence.

**Part 8 Qualifications for certificate of registration as a real estate**

## **salesperson**

### **19 Current qualifications required for the issue of a certificate of registration as a real estate salesperson**

A person has the qualifications required for the issue of a certificate of registration as a real estate salesperson if a registered training organisation has issued the person with a statement of attainment demonstrating competency in:

- (a) either the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) all of the following units of competency:
  - (i) CPPDSM4080A—Work in the real estate industry,
  - (ii) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work,
  - (iii) CPPDSM4007A—Identify legal and ethical requirements of property management to complete agency work.

### **20 Recognition of past qualifications required for the issue of a certificate of registration as a real estate salesperson**

A person has the qualifications required for the issue of a certificate of registration as a real estate salesperson if:

- (a) in the case of a certificate of registration applied for before 1 January 2011, a registered training organisation issued the person with a statement of attainment or a qualification demonstrating the person has successfully completed the following unit of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (ii) New South Wales Module 17319A—Work in the Real Estate Sector,
  - (iii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a certificate of registration as a real estate salesperson at the time of making the application for renewal of the certificate of registration, or
- (c) the person has held a certificate of registration as a real estate salesperson in the 3 months preceding the making of an application for restoration of the certificate of registration, or

- (d) the person has held a certificate of registration as a real estate salesperson in the 12 months preceding the making of an application for the equivalent certificate of registration, or
- (e) the person has the qualifications required by clause 7 or 8 for the issue of a real estate agent's licence.

## **Part 9 Qualifications for certificate of registration as a stock and station salesperson**

### **21 Current qualifications required for the issue of a certificate of registration as a stock and station salesperson**

A person has the qualifications required for the issue of a certificate of registration as a stock and station salesperson if a registered training organisation has issued the person with a statement of attainment or qualification demonstrating competency in:

- (a) either the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) all of the following units of competency:
  - (i) CPPDSM4081A—Work in the stock and station agency sector,
  - (ii) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work.

### **22 Recognition of past qualifications required for the issue of a certificate of registration as a stock and station salesperson**

A person has the qualifications required for the issue of a certificate of registration as a stock and station salesperson if:

- (a) in the case of a certificate of registration applied for before 1 January 2011, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating the person has successfully completed the following unit of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (ii) New South Wales Module 17320A—Work in the stock and station sector,
  - (iii) New South Wales Module 17319B—Prepare for work in the property industry, or
- (b) the person holds a certificate of registration as a stock and station salesperson at the time of making an application for renewal of the certificate of registration, or

- (c) the person has held a certificate of registration as a stock and station salesperson in the 3 months preceding the making of an application for restoration of the certificate of registration, or
- (d) the person has held a certificate of registration as a stock and station salesperson in the 12 months preceding the making of an application for the equivalent certificate of registration, or
- (e) the person has the qualifications required by clause 11 or 12 for the issue of a stock and station agent's licence.

## **Part 10 Qualifications for certificate of registration as a business salesperson**

### **23 Current qualifications required for the issue of a certificate of registration as a business salesperson**

A person has the qualifications required for the issue of a certificate of registration as a business salesperson if a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in:

- (a) either of the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) all of the following units of competency:
  - (i) CPPDSM4079A—Work in the business broking sector,
  - (ii) CPPDSM4008A—Identify legal and ethical requirements of property sales to complete agency work.

### **24 Recognition of past qualifications required for the issue of a certificate of registration as a business salesperson**

A person has the qualifications required for the issue of a certificate of registration as a business salesperson if:

- (a) in the case of a certificate of registration applied for before 1 January 2011, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating the person has successfully completed the following unit of competency and modules:
  - (i) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (ii) New South Wales Module 17322A—Work in the Business Broking Sector,

- (iii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a certificate of registration as a business salesperson at the time of making an application for renewal of the certificate of registration, or
- (c) the person held a certificate of registration as a business salesperson in the 3 months preceding the making of an application for restoration of the certificate of registration, or
- (d) the person held a certificate of registration as a business salesperson in the 12 months preceding the making of an application for the equivalent certificate of registration, or
- (e) the person has the qualifications required by clause 13 or 14 for the issue of a business agent's licence.

## **Part 11 Qualifications for certificate of registration as a registered strata manager or registered community manager**

### **25 Current qualifications required for the issue of a certificate of registration as a registered strata manager or registered community manager**

A person has the qualifications required for the issue of a certificate of registration as a registered strata manager or registered community manager if a registered training organisation has issued the person with statement of attainment or a qualification demonstrating that the person has successfully completed:

- (a) either the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) all of the following units of competency:
  - (i) CPPDSM3017A—Work in the strata/community management sector,
  - (ii) CPPDSM3016A—Work in the property industry.

### **26 Recognition of past qualifications required for the issue of a certificate of registration as a registered strata manager or registered community manager**

A person has the qualifications required for the issue of a certificate of registration as a registered strata manager or registered community manager if:

- (a) in the case of a certificate of registration applied for before 1 January 2011, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating competency in all of the following units of competency and modules:

- (i) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (ii) New South Wales Module 17321A—Work in the Strata Management Sector,
  - (iii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a certificate of registration as a registered strata manager or registered community manager at the time of making an application for renewal of the certificate of registration, or
- (c) the person has held a certificate of registration as a registered strata manager or registered community manager in the 3 months preceding the making of an application for restoration of the certificate of registration, or
- (d) the person held a certificate of registration as a registered strata manager or registered community manager in the 12 months preceding the making of an application for the equivalent certificate of registration, or
- (e) the person has the qualifications required by clause 15 or 16 for the issue of a strata managing agent's licence.

## **Part 12 Qualifications for certificate of registration as a registered on-site residential property manager**

### **27 Current qualifications required for the issue of a certificate of registration as a registered on-site residential property manager**

A person has the qualifications required for the issue of a certificate of registration as a registered on-site residential property manager if a registered training organisation has issued the person with a statement of attainment or qualification demonstrating competency in:

- (a) either the following units of competency:
  - (i) CPPDSM3019A—Communicate with clients as part of agency operations,
  - (ii) CPPDSM3019B—Communicate with clients as part of agency operations, and
- (b) all of the following units of competency:
  - (i) CPPDSM4080A—Work in the real estate industry,
  - (ii) CPPDSM3016A—Work in the property industry.

### **28 Recognition of past qualifications required for the issue of a certificate of registration as a registered on-site residential property manager**

A person has the qualifications required for the issue of a certificate of registration as a

registered on-site residential property manager if:

- (a) in the case of a certificate of registration applied for before 1 January 2011, a registered training organisation has issued the person with a statement of attainment or a qualification demonstrating the person has successfully completed the following unit of competency and module:
  - (i) PRD01 Unit of Competency PRDRE35A—Communicate effectively and accurately with clients,
  - (ii) New South Wales Module 17319B—Prepare for work in property industry, or
- (b) the person holds a certificate of registration as a registered on-site residential property manager at the time of making an application for renewal of the certificate of registration, or
- (c) the person held a certificate of registration as a registered on-site residential property manager in the 3 months preceding the making of an application for restoration of the certificate of registration, or
- (d) the person held a certificate of registration as a registered on-site residential property manager in the 12 months preceding the making of an application for the equivalent certificate of registration, or
- (e) the person has the qualifications required by clause 17 or 18 for the issue of an on-site residential property manager's licence.