



# Career News 2019 #8

## CareerNews Key Dates & Reminders

### ***For all Students:***

#### **Holmesglen Institute Open Day**

The next open day at Holmesglen is on Thursday 20<sup>th</sup> June. You can choose your chosen area and reserve your place here: <https://holmesglen.edu.au/opendays/>

#### **Chisholm Institute**

##### **July School Holiday Workshops**

For students aged 14 - 19 years.  
Times: 9.30am to 3.30pm  
Where: Frankston campus  
Cost \$15 which includes a light lunch.  
Bookings are essential so please register here: [www.chisholm.edu.au/workshops](http://www.chisholm.edu.au/workshops)

### ***For all VCE Students:***

#### **Inside Monash Seminars**

When: Running until August.  
Spend 90 minutes with an academic, a current and a past student on campus and discover what it's really like to study at Monash. To view the faculties and seminar dates visit: <https://www.monash.edu/inside-monash>

#### **Monash Information Evenings**

When: Running until September.  
Times: 6.30pm – 8.00pm.  
Sessions will be held at various locations across Victoria. For further details and to register please visit: <https://www.monash.edu/information-evenings>

#### **Victoria University Information Evenings**

When: Running until the 25th of June.  
These evenings feature a broad range of VU's undergraduate course offerings. To register for the course areas that interest you please visit: <http://study.vu.edu.au/information-sessions>

#### **La Trobe University**

##### **'Experience Clever'**

The dates/campus:  
3rd July – Bendigo  
5th July – Melbourne  
To register visit: <https://www.latrobe.edu.au/study/life/events/experience-clever>

#### **VTAC Information Night**

Learn more about the VTAC application process, timelines, SEAS, scholarships and the VTAC offer system. Tertiary providers will be there to assist students and parents from 6.00 pm to 6.45 pm.  
When: July 30th  
Where: Rosanove Auditorium, St Margaret's School, 27-47 Gloucester Avenue, Berwick. (Enter from St Margaret's Place).  
Time: 7.00 pm  
Please register your attendance with Bev Dawes at St Margaret's School: [dawesb@stmargarets.vic.edu.au](mailto:dawesb@stmargarets.vic.edu.au) by 21st June.



## News & Updates

### University of Melbourne

#### Update

##### Murrup Barak Experience & Leadership Camp - Applications are now open for 2019!

Murrup Barak hosts an annual Open Day Camp which allows Aboriginal and Torres Strait Islander high school students in years 11 & 12 to experience university life. The camp is no cost to schools, students or families. Accommodation, transport to the camp and activities are all covered by Murrup Barak. The camp runs at the same time as the University of Melbourne's Open Day. Camp dates are from 16th-19<sup>th</sup> of August. For enquires you can email [murrupbarak-camps@unimelb.edu.au](mailto:murrupbarak-camps@unimelb.edu.au) or for all details visit:

<https://murrupbarak.unimelb.edu.au/study/future-students/undergraduate-study/camps>

#### RMIT Update



##### RMIT Elite Athlete Program (REAP)

Each year RMIT supports 200 elite and emerging athletes to achieve both sporting and academic excellence.

The benefits can include:

- Adjustment factors for course entry (10 adjustment factors towards your aggregate score. Equivalent to 5-6 ATAR points)
- Timetabling assistance and class flexibility
- Assessment and exam flexibility
- Opportunity to study with other institutions
- Free health services including: Osteopathy, Chiropractic, Chinese Medicine, Massage and Psychology
- Gym Membership

Elite Athletes (only) can also receive:

- Personalised degree advice and course planning
- Sports Scholarships

- International Travel Grants up to \$5,000
- Athlete support workshops

To read about the criteria please visit:

<https://www.rmit.edu.au/students/life-and-work-opportunities/sport-and-fitness/elite-athletes>

### Deakin University

#### Update

##### Communication & Creative Arts Work Experience Program

A hands-on work experience program for high-performing Year 10 students interested in a career in the creative industries. The week-long program is centered around a series of interactive workshops within their state-of-the-art facilities.

The details are:

When: 17<sup>th</sup> – 21<sup>th</sup> June

Time: 9am – 4pm

Where: Burwood campus

##### STEM Work Experience Program for Young Women

This is a week-long program which provides an introduction to STEM at a tertiary level. It allows participants to experience possible STEM career pathways in a fun and nurturing environment with a range of workshops and hands-on activities. You will spend a day within each area of the faculty; Life and Environmental Sciences, Engineering, Architecture & Built Environment and Information Technology.

The details are:

When: 24<sup>th</sup> – 28<sup>th</sup> June

Time: 9am – 4pm

Where: Waurin Ponds campus

For further information on these events, please contact:

Phone: 1800 693 888

Email: [myfuture@deakin.edu.au](mailto:myfuture@deakin.edu.au)

### Victoria University

#### Update

Victoria University (VU) is the university of the west. They are a dual-sector university and have over 40,000 students enrolled higher education, vocational education and training students studying on their campuses. Being a dual-sector university means that students can progress through a pathway from vocational education to higher education i.e. from a certificate or diploma

course through to an undergraduate degree or even a postgraduate qualification.

VU have a number of information sessions remaining (listed in key dates & reminders) and also a tertiary information session coming up:

##### Tertiary Information Evening

This evening session is organised by the Tertiary Information Services (TIS) and brings university and TAFE experts together to answer your questions.

When: Monday 17 June

Time: 6pm – 7.30pm

Where: RMIT University, Swanston Street City Campus, Building 80, Level 7.

To register visit:

<https://www.tis.org.au/info-evenings/city-info-evening/> or to enquire contact:

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Future Student Advisor

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## Win a 5-day Fashion Design Portfolio Development Workshop



Are you in Year 12 and pursuing fashion?

Why not get some extra assistance with your portfolio by entering the draw to win a 5-day Fashion Design Portfolio Development workshop at Torrens University in Melbourne? Torrens are currently running a competition where 50 students can win the opportunity to attend their exclusive 5-day Workshop.

The dates: 1st - 5th July 2019

Times: 10-4pm

Where: Torrens University Australia, Flinders Street Campus - 196 Flinders Street, Melbourne.

Follow this link as soon as possible if you're interested: <https://gleam.io/tlf1z/50-winners-5-day-fashion-design-portfolio-development-workshop-for-year-12s-torrens-university-australia>

## Open Days 2019

| INSTITUTION  | DATE  | TIME   | CONTACT DETAILS  |
|--|---|--|--|
| <b>Australian Catholic University</b><br>Melbourne Campus<br>Ballarat Campus   | Sun 11 Aug<br>Sun 25 Aug  | 10am – 3pm<br>10am – 2pm   | 1300 ASK ACU<br>Email: <a href="https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day">https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day</a>               |
| <b>Box Hill Institute of TAFE</b><br>Box Hill Campus<br>Lilydale Campus  | Sun 25 Aug<br>Sun 15 Sep  | 10am – 3pm<br>10am – 3pm   | 1300 269 445<br><a href="http://www.boxhill.edu.au/openday">www.boxhill.edu.au/openday</a>   |
| <b>Chisholm Institute</b><br>Dandenong   | Mon 16 Dec  | 5pm - 7pm  | 1300 244 746<br><a href="https://www.chisholm.edu.au/open">https://www.chisholm.edu.au/open</a>  |
| <b>Deakin College</b><br>Geelong Campus (Waurin Ponds & Waterfront)<br>Melbourne (Burwood) Campus<br><b>Deakin University</b><br>Geelong Campus (Waurin Ponds & Waterfront)<br>Melbourne Burwood<br>Warnambool | Sun 18 Aug<br>Sun 25 Aug<br>Sun 18 Aug<br>Sun 25 Aug<br>Sun 4 Aug             | 9am – 3pm<br>9am – 3pm<br>9am – 3pm<br>9am – 3pm<br>10am – 2pm       | 1800 334 733<br><a href="http://openday.deakin.edu.au/">http://openday.deakin.edu.au/</a>  |
| <b>Federation University of Australia</b>  |   |  | 1800 333 864 <a href="https://federation.edu.au/openday">https://federation.edu.au/openday</a>   |
| <b>Holmesglen Institute</b><br>All campuses  | Thur 20 June  | Various  | 1300 639 888<br><a href="https://holmesglen.edu.au/Students/Open-Days/">https://holmesglen.edu.au/Students/Open-Days/</a>  |
| <b>JMC Academy</b>   | Sat 24 Aug  |  | 1300 410 311<br><a href="https://www.jmccademy.edu.au/events/open-days">https://www.jmccademy.edu.au/events/open-days</a>  |
| <b>La Trobe College</b><br>Melbourne (Bundoora)<br><b>La Trobe University</b><br>Shepparton Campus<br>Melbourne (Bundoora) Campus<br>Albury-Wodonga<br>Mildura Campus<br>Bendigo Campus                        | Sun 4 Aug<br>Fri 2 Aug<br>Sun 4 Aug<br>Sun 18 Aug<br>Sun 14 Aug<br>Sun 25 Aug | <br>3pm - 7pm<br>10am - 4pm<br>10am - 2pm<br>4pm - 7pm<br>10am - 3pm | 1300 135 045<br><a href="https://www.latrobecollegeaustralia.edu.au/">https://www.latrobecollegeaustralia.edu.au/</a><br><a href="https://www.latrobe.edu.au/openday">https://www.latrobe.edu.au/openday</a> |
| <b>Melbourne Polytechnic</b><br>Preston Campus   | Sun 18 Aug  | 10am – 3pm   | 9269 1200<br><a href="https://www.melbournepolytechnic.edu.au/open-day">https://www.melbournepolytechnic.edu.au/open-day</a>   |
| <b>Monash University</b><br>Peninsula Campus<br>Clayton & Caulfield Campuses<br>Parkville Campus   | Sat 3 Aug<br>Sun 4 Aug<br>Sun 18 Aug  | 10am – 3pm<br>10am – 4pm<br>10am – 3pm                               | 1800 666 274<br><a href="https://www.monash.edu/open-day">https://www.monash.edu/open-day</a>  |
| <b>RMIT</b><br>Bundoora<br>City & Brunswick Campuses   | Sun 4 Aug<br>Sun 11 Aug   | 10am – 4pm<br>10am – 4pm   | 9925 2260<br><a href="https://openday.rmit.edu.au/">https://openday.rmit.edu.au/</a>   |
| <b>Swinburne University</b><br>Hawthorn  | Sun 28 July   | 10am – 4pm   | 1300 SWINBURNE<br><a href="https://www.swinburne.edu.au/">https://www.swinburne.edu.au/</a>  |
| <b>University of Melbourne</b><br>Parkville<br>Dookie<br>Werribee  | Sun 18 Aug<br>Sun 22 Sep<br>Sun 20 Oct  | 10am – 4pm<br>10am – 4pm<br>10am – 4pm                               | 1800 801 662<br><a href="https://openday.unimelb.edu.au/">https://openday.unimelb.edu.au/</a>  |
| <b>Victoria University</b>   |   |  | 1300 171 755 <a href="https://openday.vu.edu.au/">https://openday.vu.edu.au/</a>   |
| <b>William Angliss Institute of TAFE</b><br>City   | Sat 3 Aug   | 10am – 3pm   | 1300 ANGLISS<br><a href="http://www.angliss.edu.au">http://www.angliss.edu.au</a>  |
| <b>SAE Creative Media Institute</b>  | Sun 11 Aug  | 10am – 2pm   | <a href="https://sae.edu.au/news-and-events/events">https://sae.edu.au/news-and-events/events</a>  |
| <b>Collarts (Australian College of the Arts)</b><br>Fitzroy, Collingwood (Wellington St & Cromwell St)   | Sat 31 Aug  | 10am – 3pm   | <a href="https://www.collarts.edu.au/open-day">https://www.collarts.edu.au/open-day</a>  |



## Career Focus – Real Estate Salesperson

Real Estate salespeople arrange the sale of land, residential properties (such as houses or flats), businesses, factories, shops and farms on behalf of owners. Their work can often be after hours and on weekends and involves a great deal of contact with the public and associated professionals such as; builders, valuers, solicitors, conveyancers, banking personal and local council representatives. Real Estate salespeople may specialise in areas such as residential, commercial or business sales. After gaining industry experience, some real estate professionals choose to pursue work in other related positions such as: Property Developer, Property Manager, Finance Broker, Property Broker, Valuer, Investor, Asset Manager or Property Market Analyst.

Real estate salespeople:

- Discuss the method of sale, presentation of the property, costs and inspection times with vendors (sellers)
- Estimate the current market price and suggest a reserve or minimum selling price by preparing a Comparative Market Analysis (CMA)
- List details of land or buildings for sale and arrange the advertising of properties
- Assess buyers' needs and locate properties for their consideration
- Take prospective buyers to inspect properties
- Advise on merits of properties and the terms of sale
- Arrange legal agreements between vendors and buyers
- Assist with the facilitation of finance

To be a real estate salesperson it is helpful to:

- Have good communication and negotiation skills
- Have good presentation skills
- Be well presented and have a pleasant manner
- Be able to network effectively
- Be able to work without direct supervision
- Have a sales focus
- Have good organisational skills and attention to detail
- Good working knowledge of the local area in which you work

To work in the real estate industry in Victoria, you will need to complete your 'Agents Representative' course. If your interest is to become a licensed estate agent to operate your own real estate agency, you will need to complete a Certificate IV in Property Services (Real Estate) with the REIV or a Diploma at TAFE. This can be undertaken after you have completed your 'Sub-Agents Representative' course and gained relevant industry experience, whereby you will receive RPL (Recognition of Prior Learning). Most courses are part time and have flexible study options however you will need to enquire directly with your chosen institution.

You will need to be 18 years or older to undertake these courses unless undertaking a traineeship. Some entry requirements including a language literacy and numeracy assessment and/or a pre-training review and for some institutions require you to be currently working in the industry.

Below is a list of the 'Agents Representative' courses, 'Certificate IV in Property Services (Real Estate)' and tertiary study options:

| <b>'Agents' Representative' course</b> |  |   |                               |             |
|--|--|---|-------------------------------|-------------|
| <b>Institution</b>                     | <b>Campus</b>  | <b>Course</b>   | <b>Duration</b>               | <b>ATAR</b> |
| <b>Box Hill Institute</b>              | Box Hill, Lilydale   | Certificate IV in Property Services (Real Estate)   | 6 months                      | NA          |
| <b>Chisholm Institute</b>              | Cranbourne   | Certificate IV in Property Services (Real Estate)   | 5 days                        | NA          |
| <b>Kangan Institute</b>                | Broadmeadows   | Certificate IV in Property Services (Real Estate)<br>(Partial completion- Licensed Agents Course) | 4 days or alternative options | NA          |
| <b>REIV</b>                            | Ballarat, Camberwell, Eltham, Frankston, Geelong, Traralgon, Werribee. | Agent's Representative Course in Real Estate  | 5 days                        | NA          |
| <b>Swinburne</b>                       | Hawthorn, Online, Wantirna   | Agent's Representative Course   | 4 weeks                       | NA          |
| <b>'Licensed Agent' Courses</b>        |  |   |                               |             |
| <b>Institution</b>                     | <b>Campus</b>  | <b>Course</b>   | <b>Duration</b>               | <b>ATAR</b> |
| <b>Box Hill Institute</b>              | Box Hill, Lilydale   | Certificate IV in Property Services (Real Estate)   | 9 months                      | NA          |
| <b>Chisholm Institute</b>              | Cranbourne   | Certificate IV in Property Services (Real Estate)   | 10 months                     | NA          |
| <b>Kangan Institute</b>                | Broadmeadows   | Certificate IV in Property Services (Real Estate)   | 6 months                      | NA          |
| <b>REIV</b>                            | Camberwell   | Certificate IV in Property Services (Real Estate)   | 43-46 Weeks                   | NA          |
| <b>Tertiary Courses</b>                |  |   |                               |             |
| <b>Institution</b>                     | <b>Campus</b>  | <b>Course</b>   | <b>Duration</b>               | <b>ATAR</b> |
| <b>Deakin University</b>               | Cloud, Melbourne   | Bachelor of Property and Real Estate  | 3 Years                       | 70          |
|  |  | Bachelor of Property and Real Estate/Commerce   | 4 Years                       | 80.70       |
|  |  | Bachelor of Property and Real Estate/Laws   | 5 Years                       | NA          |

Note: \* NA – Not applicable or under 5 offers were previously made, ATAR is based on the lowest selection rank with adjustment factors. (As subjects, course structures and requirements can vary between institutions, it is necessary to contact your chosen institution for further information).

#### **Career Profile – Real Estate Salesperson**

**Name:** Raymond Gregory **Current Position:** Self-employed

**Can you tell us where you studied, how long your course duration was and where you undertook your work experience (if any) to become qualified as a Licensed Real Estate Agent?** I studied at Chisholm Institute (Frankston campus) and studied the 'Agents Representative' course part-time for 6 months.

#### **Whilst you were studying at secondary school, did you know that real estate is what you wanted to get into?**

No, I actually completed an apprenticeship as a chef after school and worked in hospitality for a number of years before commencing work in real estate. I completed some work experience and really enjoyed it, so then enrolled in the agent's representative course.

**What do you love about your job?** I love meeting people and assisting them in one of, if not, the biggest purchases of their lives. I enjoy selling property for the best possible price. The scope of the industry is also really great. Initially, I started in new home sales and later took an interest in larger scale developments, so I now work with developers and builders in project management and property investment sales.

**What personal requirements would you say are necessary in your position?** A good work ethic is essential, a love for property and facilitating deals. Having good attention to detail through paperwork and computer literacy is also really helpful.

#### **What are the challenges of your job and the best ways to overcome those challenges?**

The hours include evenings and weekend work as this is when clients are available for inspections and appointments. As a result, your working hours can be long so it is important to manage a healthy work/life balance. Other challenges include managing people's desires with real outcomes and working to deadlines.