



## **Employment Options!**



Edition: 10<sup>th</sup> June 2011

It never ceases to amaze me how many options are available to employ staff. The two most used options are:

1. To employ someone under the Real Estate Award and place them on a debit credit system; or
2. To employ a person who is licensed and place them on a commission only basis.

These are merely options but not opportunities. Three other options have come to be at my disposal in recent times;

1. Group training/hosting - a business operating out of Campbelltown, My Gateway, has developed a system whereby they will find the employee for you. They will pay for the training and set up the training process on your behalf. The employer engages the employee and if they do not like them they hand them back with no charge. There are no fees for the recruitment of this person. An employer can do this as many times as they want until they find the right employee. My Gateway gets paid from the trainee fees which are obtained from the Government.

2. Freelance - an organisation called Freelance which operates out of Melbourne will enter into an arrangement with you to engage staff. They will work on a commission basis and you pay the employee a split of the commission and a share of that will be paid to Freelance. We believe there are another couple of companies providing such a service throughout Australia.

## **CPD**

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**Wed 15th June**

**Real Estate Sales  
CENTRAL COAST \$199**

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**Fri 17th June**

**Sales & Prop Mgmt  
PORT MACQUARIE \$199**

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**Fri 17th June**

**Strata  
PORT MACQUARIE \$199**

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**Monday 20th June**

**Sales (AM)  
Topic: 'Getting the Deal Done!'**

**OR  
Prop Management (PM)**

**Topic: 'New RTA'**

**DEE WHY \$199**

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**Wednesday 22<sup>nd</sup> June**

**Sales (AM)  
Topic: 'Getting the Deal Done!'**

**OR  
Prop Management (PM)**

**Topic: 'New RTA'**

**RAYMOND TERRACE**

**\$199**

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**Download our July to  
December 2011 Course  
Calendar**

3. Membership Model - Leverage produced a system whereby a separate marketing company is established for the sales team. The sales team is engaged as members and are paid on commission only via the payment of dividends.

We don't suggest that these are the only alternate options out there. Quite frankly, there is always a solution at the bottom of the garden if you go looking for it. We just thought it was worthwhile identifying some of the ideas out there.

In terms of the opportunities, many real estate agents are missing the boat. We all know that, if an employer engages a new person, they are entitled to be paid a traineeship if they have not received a qualification higher than a certificate IV level in the last 7 years. From this a traineeship funding, the qualification is paid for and the employer is paid \$4,000. On top of that, if you have a person who is over the age of 50 years of age, and that person is not eligible for a traineeship, a grant of \$4,950 can be obtained from the Government to train that person. This means that you can pay for the training and keep the residual.

To take advantage of the traineeship program, many corporations are setting up academies and separate companies so that they can establish their up-skilling program in that separate company. That separate company is then eligible to apply for the traineeship program.

There are options out there and there are plenty of good ideas. Business is tough, but there are always opportunities as a means of reducing the hard slog.

Cheers,  
**Bailey Compton and the team at**  
**ACP/Leverage**

LEVERAGE AUSTRALIA  
AUSTRALIAN COLLEGE OF PROFESSIONALS



## Certificate of Registration

*(Be able to list, sell & manage property under a licensee in charge)*

### **Strata Management**

**Mon 20<sup>th</sup> & Tues 21<sup>st</sup>**

**June**

**Only 2 Days**

**SYDNEY**

**\$595**

### **Real Estate**

**Tues 14<sup>th</sup> to**

**Thurs 16<sup>th</sup> June 2011**

**Only 3 Days**

**SYDNEY**

**\$595**

### **Real Estate**

**Thurs 16<sup>th</sup> June**

**1 Day + Self Study**

**PORT MACQUARIE**

**\$595**

### **Real Estate**

**Sat 18<sup>th</sup> & Sun 19<sup>th</sup> June**

**2 Day + Self Study**

**WEEKEND COURSE**

**CENTRAL COAST**

**\$475**

### **Real Estate**

**Sat 25<sup>th</sup> & Sun 26<sup>th</sup> June**

**2 Day + Self Study**

**WEEKEND COURSE**

**BLUE MOUNTAINS**

**\$475**

**The above courses are  
Centrelink approved**

**Visit our website  
[www.collegeaus.com](http://www.collegeaus.com) or  
call our friendly staff for  
more course dates.**

***In the last budget government funding for upskilling our workforce was announced. Ask us how you can get your hands on some government funding!***

Some of these key benefits are:

- *Increased efficiency and productivity of business operations*
- *Job satisfaction in employees resulting in a motivated workforce*

**Traineeship Courses Available include:**

- ✓ Certificate III in Property Services (Agency)
- ✓ Certificate III in Property Services (Operations)
- ✓ Certificate III in Business Administration
- ✓ Certificate IV in Business Administration
- ✓ Certificate IV in Frontline Management
- ✓ Certificate IV in Business
- ✓ Certificate IV in Property Services (Real Estate)
- ✓ Certificate IV in Property Services (Stock & Station Agency)
- ✓ Certificate IV in Property Services (Business Broking)
- ✓ Certificate IV in Property Services (Operations)
- ✓ Certificate IV in Finance and Mortgage Broking
- ✓ Certificate IV in Accounting

***There is also additional funding for workers who are over 50 years of age and would like to complete a qualification.***

***You asked for it...  
Weekend Courses  
&  
Night Courses***

***Call our friendly staff today to find a course near you!***

**1300 88 48 10**

***Free Licensing Information Seminars***

***Not sure how to gain your Real Estate Licence?***

***Come along to our FREE Licensing Information seminars.***

***You can find out how easy it is to gain your Real Estate Licence by seeing one of our licensing assessors.***

**A FIRM FOUNDATION IN COMPLIANCE WILL SECURE YOUR SUCCESS**



**THE AUSTRALIAN COLLEGE OF PROFESSIONALS: YOUR COMPLIANCE MASTER**

As a real estate agent, you work in an ever changing legal environment. New tenancy rules, the introduction of credit licences and national regulations in the property industry are just a few of the changes that confront you.

It is important that you and your team have a firm foundation in compliance to secure your success. Many agents have lost their commission and their licence for simple mistakes.

ACP's training programs ensure compliance practices in a financially effective environment. ACP is the only college that uses solicitors and real estate practitioners who have a proven track record. Don't risk your income and licence to anyone but the Compliance Masters.

**WARNING:** The new real estate regulation due in 2012 will change licensing. Secure your licence now whilst you know how hard it is to get!! ACP's licence program is designed so that people can complete the program without unnecessary impact on their business. Take the step now while it is achievable.

**FREE**  
Property Industry  
LICENSING  
INFORMATION  
SEMINARS

**REGISTER TODAY  
FOR THE DATES  
BELOW**

**THURSDAY 2nd JUNE**  
Level 10, 99 York St,  
SYDNEY

**THURSDAY 16th JUNE**  
Level 1, 299 Old  
Northern Rd,  
CASTLE HILL

**THURSDAY 7th JULY**  
Level 10, 99 York St,  
SYDNEY

**THURSDAY 21st JULY**  
Level 1, 299 Old  
Northern Rd,  
CASTLE HILL

**THURSDAY 4th  
AUGUST**  
Level 10, 99 York St,  
SYDNEY

**THURSDAY 18th  
AUGUST**  
Level 1, 299 Old  
Northern Rd,  
CASTLE HILL



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