

Why Property?

With the South African residential property industry pinned at R4.3trillion and the commercial property market returns being proclaimed the best in the world, what better profession is there for any entrepreneur to study? The sporting world breeds entrepreneurs. Our top sporting stars are trained to achieve, and therefore property can open unlimited doors. The property space incorporates real estate practitioners, brokers, asset managers, facility managers, investors, and property icons.

As discussed, whether your players are going to practice as an agent in the industry, buy a single home for their family or become a property investor where they run their own investment portfolio, they must understand the intricacies of the property industry. These qualifications also teach them marketing, management, leadership and strategy skills which are required in all industries.

PropAcademy is excited to team up with Cameron James Real Estate introducing an exclusive package for the Sharks Academy to uplift qualified players who would like to take up the opportunity offered. The joint venture allows players not only to gain knowledge in the industry but to be able to put it into practice under the Cameron James umbrella giving them opportunities to earn an income while they play.

The Education Path

The education path as a registered property practitioner is explained in detail [here](#).

A few points to take note of:

- You do not need to have your real estate qualifications before becoming a registered real estate agent.
- The Estate Agency Affairs Board (EAAB) is the Governing Body for Real Estate.
- When you register as an agent through the EAAB, you will get a Fidelity Fund Certificate (FFC). On receiving this, your Internship commences and you can practise as an agent.
- Being qualified in your NQF Level 4 and 5 in Real Estate before entering the industry, will ensure you a position in a leading estate agency of your choice.
- The requirements for each course is listed below.
- Facilitation at The Sharks Academy can be done with a minimum of 5 and a maximum of 15 learners per class.
- Prices are subject to change and may vary depending on the amount of learners per course. Prices exclude vat.
- The only courses you cannot do before becoming a registered real estate agent are:
 - Premium intern logbook
 - PDE Level 4
 - PDE Level 5, only for registered Principal AgentsThese have been excluded from the package.
- The qualifications require notional hours which are achieved in theory coaching and the practical component under our mentorship which emanates the workplace environment.



YEAR 1

INTRODUCTION TO REAL ESTATE & FURTHER EDUCATION & TRAINING (FET): NATIONAL QUALIFICATION FORUM (NQF) LEVEL 4 REAL ESTATE COURSE

- Duration: 12-months
- Online courses
- Online training recordings
- Monthly live webinar training
- Presence at The Sharks Academy once a month

Introduction to Real Estate:

1. How we made a living for ourselves through Real Estate; Butch James
2. Basics of Real Estate
3. Code of Conduct
4. Fidelity Fund & Trust Account
5. Estate Agents Act
6. Commissions and Client Protection
7. Introduction to Property Law
8. Taxes
9. Property Ownership
10. Natural and Legal Persons
11. Mandates and Commissions
12. Lease Agreements and Legal Requirements
13. FIC Compliance
14. Sales Agreements
15. Acts
16. Land Use
17. Property Development Schemes

NQF Level 4 in Real Estate:

- Credits: 150. Each credit is 10 hours
- Notional hours: 1500
 - 30% of these notional hours need to be in class or online training, this includes watching recorded videos, live webinars, presence at the Academy
 - $1500 \times 30\% = 450$ hours
 - $450 \text{ hours} / 11 \text{ months} = 41$ hours per month
 - $41 / 22 = \mathbf{1.8 \text{ hours per day}}$

Content:

1. Analyze, evaluate and apply the Real Estate Code of Conduct and Ethics.
2. Demonstrate knowledge of the Real Estate environment and the various laws, rules and regulations that impact the Real Estate function.
3. Perform the Real Estate function.
4. Unselling Real Estate.
5. Financials of Real Estate.

What is the learner able to achieve after this year?



After completing these courses the learner will have a clear understanding of the real estate function, it's legislation and will understand the real estate business. Accompanied by a NQF Level 4 in Real Estate Certificate (SSETA) and a certificate of competence of the Introduction of Real Estate.



YEAR 2

20188: NATIONAL CERTIFICATE (NC): LEVEL 5 REAL ESTATE COURSE

- Duration: 12-months
- Online course
- Online training recordings
- Live webinar training
- Presence at The Sharks Academy once a month
- Credits: 135. Each credit is 10 hours.
- Notional Hours: 1350
- $1350 \times 30\% = 405$ hours
- $405 \text{ hours} / 10\text{-months} = 40.5 \text{ hours per month}$
- $40.5 / 22 = \mathbf{1.8 \text{ hours per day}}$

Content:

1. Real estate management
2. Business and marketing management
3. HR management
4. Financial management
5. Specialisation in real estate practice

What is the learner able to achieve after this year?

Once complete the learner will understand how to run and manage all the functions of a real estate business and how to gather and collate additional information, compare and assess performing data, analyse and organise financial information with regards to viability and performance of property portfolios and more.

