



# 2021

# Aug – Dec

## COURSE CALENDAR

RTO 41017

PASSIONATE  
ABOUT PROPERTY  
AND THE PEOPLE  
IN IT

Leverage Academy  
P O Box 369  
Castle Hill NSW 1765  
Head Office  
Suite 25, Level 1  
3 - 9 Terminus Street  
Castle Hill NSW 2154  
Phone  
1300 438 538



**LEVERAGE**  
ACADEMY

# COURSE DELIVERY: VIRTUAL CLASSROOM

Leverage Academy has launched its Virtual Classroom to deliver all Certificates, Diplomas, Workshops and Continuing Professional Development (CPD) courses.

Students will be sent all the relevant course information before their start date, including course materials, assessments, and links to make this a seamless experience.

Leverage Academy students will continue to get the best trainers and the most up to date information.

## Qualification & Certificates Delivery

Upon successful completion of a course, qualifications & certificates are emailed and posted to students.

**Note:** All course dates and times are in Sydney UTC+10 Time Zone



# THE LEVERAGE ADVANTAGE

- Be taught by leading experts, recognised in their field and supported by our Law Firm
- Expedited training schedules that go as fast as you do
- Hands-on assistance from our happily available staff, and
- Competitive Pricing

Leverage Academy is unlike any other real estate training college. **Owned and operated by an accredited property law firm**, Leverage Academy courses are run by solicitors and real estate professionals who are passionate about the property industry, and leading others through the legal aspects of real estate and agency best practice.



# YOUR JOURNEY TO BECOMING A REAL ESTATE AGENT IN 2020

To become a Real Estate Agent in 2020/21 you need to:

**One:** Gain the partial qualification in real estate practice (CPP41419) in order to apply for an Assistant Agents Certificate from Fair Trading. This must be held for 12 months.

**Two:** When you feel confident after some work experience you can commence your studies to gain the Certificate IV in Real Estate Practice (CPP41419). Once you have this qualification and held your Assistance Agents Certificate for 12 months you can apply for a Class 2 Licence with Fair Trading.

**Three:** After operating under a Class 2 Licence for 2 years you can study the Diploma of Property (Agency Management) (CPP51119). Once you attain this qualification you can apply for a Class 1 Licence.



# ASSISTANT AGENT CERTIFICATE

## Live online training

The Lectures for this course is delivered through our Virtual Classroom by our Senior Solicitors and Trainers at Leverage Academy, Craig Swan, Coralie Harbulot & Bailey Compton.

Day 1: Sat, 31 Jul: 9:00AM – 5:00PM

Day 2: Sat, 7 Aug: 9:00AM – 5:00PM

Day 1: Sat, 21 Aug: 9:00AM – 5:00PM

Day 2: Sat, 28 Aug: 9:00AM – 5:00PM

Day 1: Sat, 11 Sep: 9:00AM – 5:00PM

Day 2: Sat, 18 Sep: 9:00AM – 5:00PM

Day 1: Sat, 9 Oct: 9:00AM – 5:00PM

Day 2: Sat, 16 Oct: 9:00AM – 5:00PM

Day 1: Sat, 30 Oct: 9:00AM – 5:00PM

Day 2: Sat, 6 Nov: 9:00AM – 5:00PM

Day 1: Sat, 20 Nov: 9:00AM – 5:00PM

Day 2: Sat, 27 Nov: 9:00AM – 5:00PM

Day 1: Sat, 11 Dec: 9:00AM – 5:00PM

Day 2: Sat, 18 Dec: 9:00AM – 5:00PM



# ASSISTANT AGENT

## CERTIFICATE

*Live online training*

Your course is delivered via correspondence with the option to attend lecture dates in this calendar. All courses include assessments which are to be completed in your own time. Leverage Academy provides full student support as part of our commitment to help students to achieve competency.

The Units of Competency in the Assistant Agent course are:

CPPREP4001 Prepare for professional practice in real estate

CPPREP4002 Access and interpret ethical practice in real estate

CPPREP4003 Access and interpret legislation in real estate

CPPREP4004 Establish marketing and communication profiles in real estate

CPPREP4005 Prepare to work with real estate trust account



# CERTIFICATE IV - REAL ESTATE PRACTICE

(CPP41419)

*Live online training*

## ***August 2021 Intake***

Time: 9:00AM – 5:00PM Dates:

Tues 3 & Wed 4 (Sales)

Tues 10 & Wed 11  
(Property Management)

Tues 17 & Wed 18 (Stock & Station)

## ***September 2021 Intake***

Time: 9:00AM – 5:00PM Dates:

Tues 7 & Wed 8 (Sales)

Tues 14 & Wed 15 (Property Management)

Tues 21 & Wed 22 (Stock & Station)





# CERTIFICATE IV - REAL ESTATE PRACTICE

## *October 2021 Intake*

Time: 9:00AM – 5:00PM Dates:

Tues 5 & Wed 6 (Sales)

Tues 12 & Wed 13 (Property Management)

Tues 19 & Wed 20 (Stock & Station)

## *November 2021 Intake*

Time: 9:00AM – 5:00PM Dates:

Tues 2 & Wed 3 (Sales)

Tues 9 & Wed 10  
(Property Management)

Tues 16 & Wed 17 (Stock & Station)





# CERTIFICATE IV - REAL ESTATE PRACTICE

*December 2021 Intake (Final of Year)*

Time: 9:00AM – 5:00PM Dates:

Tues 30 Nov & Wed 1 Dec (Sales)

Tues 2 & Wed 3  
(Property Management)

Tues 7 & Wed 8 (Stock & Station)

# AUCTION WORKSHOP

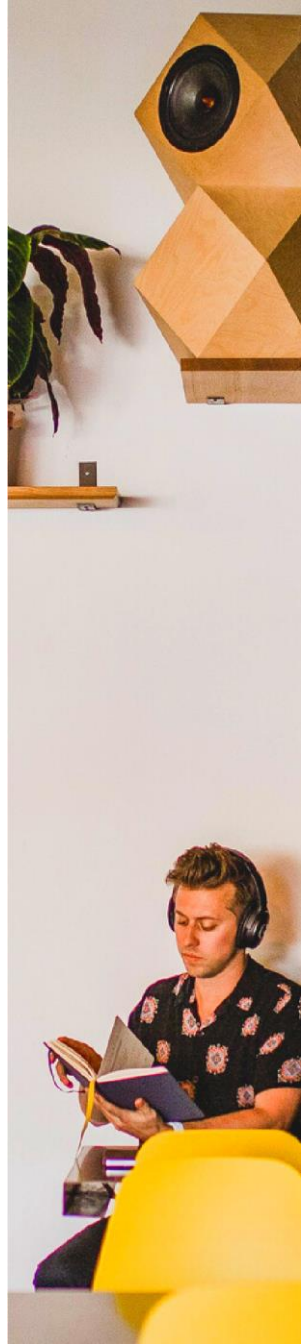
Successfully completing the Auctioneer Accreditation Course allows an agent to become an Accredited Auctioneer with NSW Fair Trading. It is also an elective cluster from the CPP41419 Certificate IV in Real Estate.

Mon 13 & Tues 14 Sep: 9:00AM – 5:00PM

Mon 11 & Tues 12 Oct: 9:00AM – 5:00PM

Mon 15 & Tues 16 Nov: 9:00AM – 5:00PM

Mon 13 & Tues 14 Dec: 9:00AM – 5:00PM



# MEET OUR EXPERT REAL ESTATE TRAINERS



## Bailey Compton

Since 2001, Bailey Compton has owned and operated an incorporated Legal Practice with a very specific purpose; to provide the highest quality of legal advocacy and Real Estate training.

15 years prior to that, Bailey worked at the Office of Fair Trading in NSW by way of legislative reform, investigation, licensing, and prosecution.

Bailey trains Academy students in all areas of Real Estate providing his firsthand knowledge of Fair Trading and his solicitor's perspective.

Courses are taught with great energy and wit leaving students informed and entertained

Practicing Solicitor,  
Licensed Real Estate  
Agent, Licensed Strata  
Managing Agent,  
Licensed Business  
Agent, Member of  
Supreme Court of NSW  
& WA, Member of High  
Court of Australia, TAE  
Certificate.

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# 25+ YEARS OF INDUSTRY EXPERIENCE



## Craig Swan

Drawing on more than 25 years of industry expertise, Craig's background is underpinned with strong finance and legal skills.

Beginning in the finance sector, Craig moved into Real Estate, honing his skills as a commercial agent, learning the ropes with site acquisitions, amalgamations, town planning, finance, and sales.

Craig holds a NSW practising certificate and a number of licenses under the Property, Stock and Business Agents Act. Craig trains Leverage students in Trust Accounting, Certificate of Registration and CPD with a no-nonsense style, Craig keeps things simple and efficient.

Senior Solicitor & Senior  
Trainer at Leverage  
Group

LL.B.; B.BUS (Property).  
Dip FS (Financial  
Planning); Reg. Valuer &  
Auctioneer; Lic Strata  
Manager; L.R.E.A.  
TAE,

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# EXTRAORDINARY ACCOUNTING EXPERIENCE



## Coralie Harbulot

Coralie is the Accounts Manager at Leverage Group and has more than 25 years' experience in the financial sector.

Coralie brings her extraordinary accounting experience, and her commercial acumen provides stable economic foundations to the company.

She has a uniquely positive attitude; fast and efficient work ethic make her a highly valued member of our team.

Coralie trains Leverage Academy students in Trust Accounting and with her many years of experience and thorough understanding of the subject and its intricacies, students are provided with all the knowledge and tools they require to perform their duties in Trust Accounting.

Bachelor of Business –  
Accounting (Sub. Major  
Business Law), Diploma of  
Financial Services, TAE,  
J.P.

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Leverage Group is passionate about property and the people in it.

Start or progress your Real Estate career today. Contact us at 1300 438 538

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