

# FETC Real Estate Full Qualification

Unit Standard: 59097

Credits: 150 / Level: NQF4



## Purpose of the FETC:

The Estate Agency Affairs Board (EAAB) made it mandatory that all Interns must acquire a Full Qualification. This qualification covers all the required ethical, management, marketing, financial skills and legal aspects necessary to lease and market Real Estate in South Africa. This is the first step in fulfilling the EAAB's legal requirements. Interns who enter the profession are required to complete a full (12) twelve-month internship and a logbook in addition to completing the qualification. The other requirements are the passing of the Professional Designation Exam (PDE) and ongoing Continuing Professional Development (CPD).

## Who should enroll?

An Intern who is required to become an Agent.  
Any person interested in pursuing a career in the Real Estate industry.

## Requirements:

- ✓ Valid FFC.
- ✓ Copy of Identity Document.
- ✓ Own Email Address.
- ✓ Internet Access.

## Is the Qualification Accredited?

The Qualification is Accredited & Certified by Services SETA.  
It is registered with the South African Qualifications Authority (SAQA). (Reference: [www.saga.org.za](http://www.saga.org.za))

## What will a delegate receive during / on completion?

- ▲ Three Facilitated workshops: 3-monthly.
- ▲ Softcopy / Hardcopy Course Material.
- ▲ Assessment & Moderation of all material.
- ▲ Full Qualification: (12) Twelve-month completion period. (Can be completed within 6 – 9 months).
- ▲ Certificate on Completion of the Course and External Moderation by Services SETA.

## How will a delegate be assessed?

Delegates are assessed using a Portfolio of Evidence (PoE).

There are set questions and assignments that are completed over the duration of the Qualification.

You complete these assessments in your own time.

Your PoE will be assessed by an Accredited and Registered Assessor and feedback will be provided.

Delegates may be required to write a Final Summative Assessment once they have completed their portfolio successfully.

Once deemed Competent your PoE will be Moderated by an Accredited and Registered Moderator.

External Moderation (EM) on the PoE's from Services SETA.

If/when the Competency Decision is upheld your Certificate & Statement of Results (SOR) will be printed and collected within thirty days.

On receipt of your Certificate & Statement of Results you may collect or request your PoE, Certificate & PoE to be Couriered to you at an additional cost.

### Stationary required:

- ✓ A4 Lever Arch File.
  - ✓ Pen, Pencil & Ruler.
  - ✓ Highlighters.
  - ✓ Erasers.
  - ✓ Notepaper.
  - ✓ Self-Adhesive Notes.
  - ✓ Standard Calculator.
- ▲ Kindly advise if you have any specific dietary requirements.

## Course Overview

### Compulsory Induction

Compulsory content prescribed by the EAAB provides an overview of the Real Estate sector, legislation, code of conduct, sales and marketing. This will provide you with a clearer understanding for the rest of the course.

### Introduction

Overview of the assessment process & EAAB logbook requirements.

### Learning Unit 1 - The Real Estate Platform

246737 Demonstrate knowledge of and apply the Real Estate Code of Conduct and Ethics.

246735 Demonstrate an understanding of the Real Estate environment.

### Learning Unit 1.2 – Functional Communication

119457 Interpret and use information from texts.

119466 Interpret a variety of literary texts.

119459 Write/present/sign for a wide range of contexts.

119472 Accommodate audience and context needs in oral/signed communication.

119469 Read/view/analyze and respond to a variety of texts.

119465 Write/present/sign texts for a range of communicative contexts.

119462 Engage in sustained oral/signed communication and evaluate spoken/signed communication.

12153 Use the writing process to compose texts required in the business environment.

### Learning Unit 2 – Real Estate Legislation

246733 Demonstrate knowledge and understanding of the legislation applicable to Real Estate practice.

242584 Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) (Act 37 of 2002) as it impacts on a specific financial services subsector.

242593 Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients.

### Learning Unit 2.1 – Functional Mathematics

9016 Represent, analyze and calculate shape and motion in 2 and 3-dimensional space in different contexts.

7468 Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues.

9015 Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems.

### Learning Unit 3 – Real Estate Practice

246736 Market, sell and lease property.

246738 Apply business principles to the Real Estate function.

246734 Advise role players on Real Estate financing options.

246739 Manage self-development in a Real Estate environment.

13418 Demonstrate knowledge and understanding of a mortgage bond as a form of debt security.

13420 Demonstrate knowledge and understanding of the bond registration process.

110009 Manage administration records.

114583 Develop, implement and evaluate a marketing strategy for a new venture.

Learning Unit 3.1 – Real Estate Practice Cont.	
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246738	Apply business principles to the Real Estate function.
246734	Advise role players on Real Estate financing options.
246739	Manage self-development in a Real Estate environment.
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## Payment

**Full Qualification** - Upfront Payment:    **Inland = Gauteng R10 000.00**    /    **Coastal = CT / Durban R6000.00**

**\*Contact our offices if you require a study loan.**

## Terms and Conditions

- ▲ No refund on the Real Estate NQF4 if the delegate has accessed material and/or attended the 1st session.
- ▲ Delegates may not transfer from one course start date to another.
- ▲ Once registered the delegate may not transfer a course to another delegate to proceed with.
- ▲ Accounts in arrears of more than 90 days will result in course termination.