

Dear Sir/Madam

Just thought I would take this opportunity to have a bit of a say regarding training. As you can see I work in Retirement Living sales. We all must hold either a RE licence or Certificate of Registration and have to do our CPD points. We dutifully go along to do our points each year and there is virtually nothing that is relevant to us which is very frustrating. We come under the Retirement Villages Act which is very stringent but there is very little training available. The training we get has to be in house and I would think is dependant on the company we work for as to how thorough this is. As we need to know both general Real Estate Law as well as all the ramifications of the Retirement Villages Act there seems to me, a huge gap in the system. How we administer the sales process and the rules surrounding purchase are completely different from general real estate as a great number of us deal with Leasehold purchases & there are also Strata Villages, Land Lease villages etc. All with different processes. This is all lumped under Real Estate Sales but there is no provision for training and very little readily accessible information. We also deal with quite a vulnerable section of the community and yes the Retirement Villages Act should be there to protect them but I think there should be far more training for the Sales people working in this area. As we can be taken to task not only as Real Estate Agents but also under the Retirement Villages Act I think from our point of view this makes things even more stressful for us.

Kind regards

Kymn Collins