

Dear Sir,

Having read the paper and having worked in both the New Zealand and Australian property industry, I must comment that the New Zealand industry works well, with agents, buyers and the owners of property on the whole, being happy with the way that the industry works.

I really do not believe that we need ongoing "professional training" as the principle of selling a property remain the same, and that is work for the vendor and secure the best possible price for the property within the timeframe to suit the client.

In New Zealand we never had "continuing professional training" as the training and any updates were implemented either by the owner of the master franchise or the local franchise owner.

Having sat through some 10 yrs of CPD I can state that it really is a waste of time and effort.

The reason being that the so called trainers appear to be of a somewhat inferior quality and inevitably they state what training will be held, not knowing what has been covered prior or even what is required now.

While reading the report I felt that this was another "jobs for the boys" with people looking for reasons to train others and with little real thought as to if this training is needed. For instance has a vendor ever stated that "My neighbours property sold last month for \$800,000 and mine is not as good as hers" not in my recollection!

While I understand the doctors, dentists and nurses need on going training as the procedures alter each year, but selling is selling and with the proliferation of information on the internet ,such as sales statistics, and with almost everyone either owning a smart 'phone or computer or having access to one the vendor and purchaser has the information they need at hand.

I feel that we should be concentrating on improving the way that we sell, that is to look at the way that New Zealand sales people work, where they dray up the offer and get both parties to sign and agree both price and spacial conditions, I feel this would serve both vendor and purchaser better than the system that we employ.

Regards

Lester R Phelps