

The **TRAINER**

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THERE ARE NOW SIX CORE [MANDATORY] UNIT STANDARDS FOR YOU TO LOOK AT. NOW IS YOUR CHANCE TO MAKE PUBLIC COMMENT ON SOME OF THE ACTUAL SUBJECTS THAT WE WILL HAVE TO KNOW ABOUT IN THE FUTURE NOT JUST THE REGULATIONS!

- 1 Go to the Internet:
- 2 Go to the SAQA web site – SAQA.org.za:
- 3 Click on **Qualifications and Unit Standards** [look for the scroll – second block down on right hand side]:
- 4 Click on **Qualifications and Unit Standards for public comment** [the green strip - third one down]:
- 5 Click on **search for a unit standard** [on right hand side scroll down past “search for a qualification” until you see “search for a unit standard”]:
- 6 In the first block type **real estate** [under the heading “unit standard title”]:
- 7 Click on **GO** [click on the green button marked GO]:
- 8 Make sure that the **View Results** remark is identified as a **list** not a table.
- 9 You will then see a list of the six sample unit standards that SAQA have chosen for public comment [about 20 more of them not mentioned]
- 10 Click on the first title line **Apply business principles to the Real Estate function**.
- 11 The entire unit standard then unfolds. Click on print and print out the entire unit standard. This represents one single subject of learning.
- 12 Then print out the remaining other five unit standards.

The *worst* thing you can do for the future of our real estate industry and your own career is to be apathetic and simply *not do anything*.

Now is the opportunity for every individual agent to be able to shape their future.

Existing agents will have to be assessed against these unit standards [R.P.L'd – Recognition of Prior Learning]. Start preparing your P.O.E.s now [large file called by qualifications, successes,

SAQA a Portfolio of Evidence which contains evidence of your experience, testimonials etc. Because

These new regulations do not just apply to new agents coming into the business They apply to YOU too!

DO NOT SEND YOUR COMMENTS TO ME – I CANNOT POSSIBLY COPE WITH THE VOLUME – SEND YOUR COMMENTS DIRECT TO SAQA. Comment on the qualifications and unit standards should reach SAQA at the **address below, and no later by the 1st October.** All correspondence should be marked “**Standards Setting**” together with the relevant SGB name – “**SGB Real Estate**” and addressed to:-

The Director: Standards Setting and Development – SAQA - Attention: Mr. D Mphuthing
Postnet Suite 248 - Private Bag X06 – Waterkloof , 0145
or faxed to 012 - 431 5123 or e-mailed to dmphuthing@saqa.co

AT LAST WE REALLY WILL BE ABLE TO START CALLING OURSELVES PROFESSIONALS!

Mrs Mapetla CEO of the EAAB says
“*We will become a career of choice not a job of last resort”.*”

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