

Consumer Affairs Victoria,
GPO Box. 123
Melbourne, Vic. 3001

8th September 2020

Re: Review of real estate education regulations

Dear CAV,

Thank you for the opportunity to put forward my submission in relation to this review.

I believe that the existing education requirements are lacking and required the proposed reforms, and also agree with the recommended amendments in relation to the increased threshold of training to 22 units for the Real Estate Agents Licence and 12 Diploma units for the OIEC; and 18 Cert IV units for the Agents Representatives course.

As a licensed real estate agent and specialist business broker, my view is that of the current qualifications & training units available, of which the following 4 units are the only business broking units on offer - they are currently all 'electives' only;

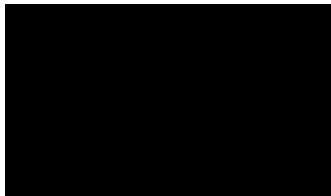
CPPREP4261	Appraise business for sale
CPPREP4262	Establish vendor relationships in business broking
CPPREP4263	Manage buyer relationships in business broking
CPPREP4264	Manage the sales process in business broking

I strongly recommend that **all** 4 units above are made **compulsory** for the Real Estate Agents licence and the Agents Representative course.

I believe that all Agents' should have the appropriate knowledge of the business broking space, considering they will be allowed to practice in this area. I also believe there are significant benefits to the Real Estate Industry as a whole by ensuring that all agents are appropriately skilled to conduct and manage the sale of SME businesses in Victoria.

Please do not hesitate to contact me should you have any further queries.

Yours sincerely,



Fred Samoun
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Paramount Business Brokers