

# KIM W. CHILVERS

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Dear Reader,

I write to you further to your invitation to comment on the educational requirements to qualify as an Estate Agent in the state of Victoria.

I have had a license since 1995 and have found the present day levels of requirement to be sub-standard and, sometimes, embarrassing as presently qualified folk either just get things wrong or are out of their depth in matters that they should, in my view, have a basic understanding of.

I do notice that on the proposed educational requirements list, that there is no mention of either building or more depth in contract and statutory law. It is not uncommon that we have to interact with builders and the ability to “talk the talk” is not just handy, but essential. Similarly with laws and interacting with solicitors. As mentioned above, I find it embarrassing then a work make gives advice, as an Estate Agent, that has to be corrected in front of either a Landlord or a Vendor, or anyone else for that matter. Such matters could be avoided if the person was better aware of the facts and had been better educated in the matter.

It is not uncommon the within an Estate Agency, the Principal/ O.I.E.C./ Manager will seek the help of an older Licensed person than a more recently qualified Agent. People know that the knowledge and standard/s of the former are superior to that of the latter and have a greater capacity to perform harder or technical duties. This is a sad indictment of the present standard.

This solid education makes a better Agent and provides them with skills that they may use, not only in their work life, but in their personal lives also. Personally, I am so glad that my hurdle was set as high as it was.

The fly in the ointment is the “Mutual recognition Act”. The standard of a Victorian person qualifying is, sadly, only going to be as good as the lowest standard set in another State or Territory. Perhaps the requirement could be inclusive of a person who is qualified in another State or Territory, must have completed not less than two or three years of employment

within, say, the past five years before their licence is granted. This may provide another hurdle to those who qualify, as an Agent, in a place where qualifying is of a lesser standard.

I am all in favour of making the standards high and as thorough as could reasonably be expected though Agents tend to be humoured by the belief that the broader public seem to think the Agents are expert Tax Accountants, Solicitors, Builders, Plumbers, Electricians, Insurance experts, Arborists, Soil Engineers, etc, etc!

Thankyou for the invitation to comment.

Kim Chilvers

