

To : Consumer Affair Victoria  
Re : Review of Real Estate Education Regulation

Date : 27<sup>th</sup> Aug 2020

I would like to provide my personal opinion regarding this issue. I have been in the industry for years and come across a lot of real estate agent or sales representative, most of them are very professional and knowledgeable , but there are a few seem the current real estate education didn't train them well and provide enough knowledge to them.

I will urged CAV to monitor carefully on this group of people. The proposed new education system no doubt to provide more knowledge to people who wish to enter this industry but all these are only on paper, I will suggest CAV to look into a practical real estate experience especially for people who wanted to go for full license real estate agent ( at least need to have full 3 years continuous full time real estate experience and proven record or a letter of recommendation from the current real estate employer).

Secondly for obtaining the statement of attainment ( sales representative) CAV need to monitor carefully for the candidate, need to make sure does this person is the right or correct person who attending the courses or submitted the assignment by themselves. There are too many sales representative currently seem didn't have the relevant knowledge, because there are so many institute or even real estate agency are having their own seminar to provide this statement. CAV need to be standardize the education syllabus or some requirement to be meet, so that the real estate personal quality can be maintained, and to avoid whoever also can be the real estate agent.

This is only my personal suggestion and I really wish Real Estate Industry can become more professional and trustworthy .

Thank you  
Fong GUI

