

Editorial Questions

Dear Pieter

As discussed, herewith the editorial questions. I will need to get a picture of you to go with the article, we can discuss where later in the week.

1. It appears that South Coast agents are taking the qualification seriously and are not waiting until the last minute to complete the course. Are you surprised by this and if so, why do you believe that our agents are so committed?

The Estate Agents and in particular the South Coast agents are not only serious about the qualification and committed to get the process behind them, but also very excited and I quote Ralph Roach from Ideal Homes in Umtentweni saying: *"Having qualified and been found competent we now feel we have the status of being part of a select group with a qualification that is recognised worldwide. The qualification will improve the image of the Real Estate Industry in this country which has been lacking in the past. In time the industry will reap the benefits of having better trained and knowledgeable Real Estate Agents making Agents proud of the industry they operate in."*

Another agent who also qualified through Itakane RPL- Enzo Lezzi from Lew Geffen Sotheby's International Realty from Camps Bay adds to the above: *"It is about time we agents have some sort of diploma that is respected in the property industry and that in the good and bad times, the so called riff raff without a diploma, cannot just jump onto the band wagon."*

Debbie Ellis from SIR Umhlanga also has this to say: *"The endless hours of research and discussions proved to be challenging, fulfilling and ultimately, rewarding. It has certainly improved my knowledge and has definitely changed the way in which I tackle certain tasks. I now have a far broader understanding of so many more aspects of the Real Estate Industry."*

2. How many agents are currently on the course?

With Itakane RPL as the lead employer, Ideal Homes, Hibiscus Estates, Falcador, Property 1, Southbroom Elite, and other agencies as the host employers and Services SETA's grant subsidy scheme for non-levy paying companies, we have currently more than sixty South Coast agents doing the FETC Real Estate L4 qualification.

ReMax by the sea have also got their allocation of bursaries and started the RPL and training with Itakane RPL as the provider.

We also have a contingency of 20 local BEE agents doing the training to achieve the qualification.

3. How many have completed NQF4?

On the South Coast, the Hibiscus Estates and Ideal Homes group, has been found competent and are awaiting their certificates.

4. Have you started the NQF5 course, if so, are principals as committed to completing the qualification as the agents themselves?

We schedule the RE NQF L5 to commence the 16th February; however a few very diligent and committed principals have already started.

5. Do you train agents all over the coast?

Other areas:

Our RPL and training is a distance learning experience!

We are currently doing RPL workshops and training in Gauteng and other areas, and like with the Lew Geffen Sotheby group, can do from Polokwane to Cape Town.

6. What are the costs of the NQF4 and NQF5 courses? [See below](#)
7. You mentioned that subsidies are available, how many are available, how much are these worth and who qualifies for the assistance?

Itakane RPL will subsidizes the agents as if the SSETA, but only until end of Feb 2010

We have a beginning of the year special-offer-fee of R 2600/3600 until the end of February 2010 to all agents/principals who are serious and committed to complete their RE NQF L4/L5 qualification!

Fees:

- RE NQF L 4 – Normal fees: R 6600 – R4000 (SSETA non- paying levy grant subsidy) = R 2600
- RE NQF L5 – Normal fees: R 9600 – R 6000 (SSETA non- paying levy grant subsidy) = R 3600

Regards

Lea

Herald South Coast