

## COURSE SELECTION SHEET

### New Zealand Certificate in Real Estate (Salesperson) (Level 4)

Our programme is now divided into the 3 separate courses giving you the flexibility of how you want to study and what date suits your schedule. You will need to enrol in the 3 individual courses *separately* (refer to selection sheet below).

**In Class Option** – Each course (in yellow below) will commence the week of the start date and will be held 2 days per week at our Windermere campus on a **Thursday and Friday** from 9.00am-2.30pm plus students will need to plan on additional 20 hours per week of self-directed/online study. The total time for completion for all of 3 courses would be 16 weeks.

**Online Option** – The online delivery for each course will require approximately 20 hours of study per week. Each course will be delivered over 8 weeks for a total of 24 weeks to complete the qualification. However we will be offering a **fast-track option** (in below blue) in which students will have between 5 & 6 weeks to complete each course requiring approximately 32 hours of study per week. The total time for completion for all of 3 courses would be 16 weeks in the fast-track option.

FIRST NAME: \_\_\_\_\_ SURNAME: \_\_\_\_\_ SIGNATURE \_\_\_\_\_

CODE (QNZ3111)	<b>COURSE 1 THE LEGISLATIVE ENVIRONMENT (SMKT4011)</b>					Select (✓)
	Start Date	End Date	Duration	Location	Delivery	
2019NS-TG	18 February 2019	22 March 2019	5 weeks	Tauranga	In Class	
2019NS-EX	18 February 2019	12 April 2019	8 weeks	Online	Online	
2019NSK-EX	18 February 2019	22 March 2019	5 weeks	Online	Online	
2019NSC-EX	15 April 2019	7 June 2019	8 weeks	Online	Online	
2019NSD-TG	24 June 2019	26 July 2019	5 weeks	Tauranga	In Class	
2019NSL-EX	24 June 2019	26 July 2019	5 weeks	Online	Online	
2019NSE-EX	24 June 2019	16 August 2019	8 weeks	Online	Online	
2019NSG-EX	19 August 2019	11 October 2019	8 weeks	Online	Online	
2019NSG-TG	21 October 2019	22 November 2019	5 weeks	Tauranga	In Class	
2019NSI-EX	21 October 2019	13 December 2019	8 weeks	Online	Online	

*\*Fast Track option – Course 1 must be completed in 5 weeks to be able to enrol in Fast Track Course 2 and Course 3*

CODE (QNZ3111)	<b>COURSE 2 PROPERTY OWNERSHIP, INSPECTIONS AND APPRAISALS SMKT4012</b>					Select (✓)
	Start Date	End Date	Duration	Location	Delivery	
2019NS-EX	18 February 2019	12 April 2019	8 weeks	Online	Online	
2019NSB-EX	25 March 2019	26 April 2019	5 weeks	Online	Online	
2019NSB-TG	25 March 2019	26 April 2019	5 weeks	Tauranga	In Class	
2019NSC-EX	15 April 2019	7 June 2019	8 weeks	Online	Online	
2019NSE-EX	24 June 2019	16 August 2019	8 weeks	Online	Online	
2019NSF-EX	29 July 2019	30 August 2019	5 weeks	Online	Online	
2019NSE-TG	29 July 2019	30 August 2019	5 weeks	Tauranga	In Class	
2019NSG-EX	19 August 2019	11 October 2019	8 weeks	Online	Online	
2019NSI-EX	21 October 2019	13 December 2019	8 weeks	Online	Online	

CODE (QNZ3111)	<b>COURSE 3 – THE REAL ESTATE SALE PROCESS (SMKT4013)</b>					Select (✓)
	Start Date	End Date	Duration	Location	Delivery	
2019NS-EX	18 February 2019	12 April 2019	8 weeks	Online	Online	
2019NSC-EX	15 April 2019	7 June 2019	8 weeks	Online	Online	
2019NSD-EX	29 April 2019	7 June 2019	6 weeks	Online	Online	
2019NSC-TG	29 April 2019	7 June 2019	6 weeks	Tauranga	In Class	
2019NSE-EX	24 June 2019	16 August 2019	8 weeks	Online	Online	
2019NSG-EX	19 August 2019	11 October 2019	8 weeks	Online	Online	
2019NSH-EX	2 September 2019	11 October 2019	6 weeks	Online	Online	
2019NSF-TG	2 September 2019	11 October 2019	6 weeks	Tauranga	In Class	
2019NSI-EX	21 October 2019	13 December 2019	8 weeks	Online	Online	

## EXAMPLES FOR ENROLMENT

*Example 1: A student could enrol in the In-Class option for Course 1, Course 2 and Course 3 starting 18 February and then continue Course 2 & 3 commencing 25 March and 29 April.. This would still allow them to complete their qualification in 16 weeks.*

Start Date	Course 1	Course 2	Course 3
18 February 2019	In-class - 5 weeks		
25 March 2019		In-class - 5 weeks	
29 April 2019			In-class - 6 weeks

*Example 2: A student could enrol in the In-Class option for Course 1 starting 18 February and then continue Course 2 & 3 Online fast-tracking (commencing 25 March and 29 April). This would still allow them to complete their qualification in 16 weeks.*

Start Date	Course 1	Course 2	Course 3
18 February 2019	In-class - 5 weeks		
25 March 2019		Fast-Track (online) - 5 weeks	
29 April 2019			Fast-Track (online) - 6 weeks

*Example 3: Our new flexibility in delivery also allows a student to postpone their studies between each Course as we all know life events can get in the way of study. So for example, a student could start out Course 1 online in February (8 weeks) and then postpone their studies for Course 2 & 3 online later in the year (24 June and 19 August).*

Start Date	Course 1	Course 2	Course 3
18 February 2019	Online - 8 weeks		
24 June 2019		Online - 8 weeks	
19 August 2019			Online - 8 weeks

*Please note that all 3 courses would need to be successfully completed in consecutive order (Course 1 first, then Course 2, then Course 3) within 3 years to be awarded the Salesperson certificate.*