



## REAL ESTATE PROFESSIONAL QUALIFICATIONS

### FREQUENTLY ASKED QUESTIONS

#### **THERE ARE CONFLICTING REPORTS ABOUT THE LATEST DATE FOR REGISTRATION FOR RECOGNITION OF PRIOR LEARNING (RPL), WHAT IS THE CORRECT DATE?**

The time to take advantage of the RPL option to obtain the qualification is running short. According to the EAAB, RPL learners must be registered and in the process of obtaining their qualifications by the end of 2011. This is however a misnomer as the EAAB will require full status agents and principals to produce their qualifications, whether achieved by RPL or exemption, when they apply for their FFC for 2012. This means that it will be necessary to register and start the RPL or exemption equivalency process before 31 October 2011 when applications are sent in.

#### **REGISTER FOR RPL OR, IF YOU ARE ELIGIBLE, FOR AN EXEMPTION AS SOON AS POSSIBLE**

#### **SERVICES SETA DOCUMENTATION STATES THAT LEARNERS HAVE UNTIL 2013 TO COMPLETE THEIR QUALIFICATIONS. WHY HAS THIS BEEN MOVED FORWARD?**

The Services SETA completion dates of December 2012 for NQF level 4 and December 2013 for NQF level 5 are when all final remediation must be completed and the qualification will be reviewed by Services SETA.

The regulations relating to the standard of training of Estate Agents is contained in the Government Gazette Notice No. 31125 of 4 June, 2008. Point 6.2 (b) of this Gazette states RPL must be completed on or before 31 December 2011. The extended period referred to in this point is the two years allowed for remediation. This provides a certain amount of leeway for learners who are in the process of RPL however agents and principals must commit to the RPL process before October 2011, i.e. register, pay and start their portfolios of evidence, in order to comply with the EAAB requirements. The granting of any extension to complete the RPL process must be in writing and approved by a training service provider.

#### **WHICH QUALIFICATION DO I NEED TO DO IF I WAS A PRINCIPAL BEFORE 15 JULY 2008 AND NOW WORKING AS AN AGENT?**

The EAAB has introduced this one and only 'Grandfather Clause' which allows for an agent who held a Principal's FFC prior to 15 July 2008 but is currently practicing as an agent to complete their NQF level 5 qualification by RPL without having to complete the Level 4 qualification first.

## **WHAT IS HAPPENING ABOUT THE PROFESSIONAL DESIGNATION EXAMINATION (PDE)?**

We have been advised by the EAAB that the first Professional Designation Examination (PDE) is anticipated at the end of June 2011 for NQF level 4 and perhaps for NQF level 5 and that by the end of September both the NQF level 4 and level 5 PDE will be presented nationally. The EAAB anticipate three examination dates in 2012.

## **WHICH COMES FIRST? THE SERVICES SETA QUALIFICATION OR THE PDE?**

The PDE should be written by agents and principals who have already achieved their Services SETA qualifications at the relevant level. Once the Services SETA (SSETA) FETC: 59097 or NC: 21088 qualification has been achieved for NQF level 4 and level 5 respectively, the relevant PDE only needs to be achieved within a two year period. It may be an advantage however to write the relevant PDE soon after completing the qualification while the information and knowledge is fresh and easier to recall.

## **WHAT IS THE CONTENT OF THE PDE?**

We understand that the PDE for NQF level 4 will deal only with the Fundamentals and Core unit standards covering the same curriculum FETC: 59097, i.e. subjects to be covered will be literacy and numeracy as well as the compulsory real estate related subjects.

The NC: 20188 curriculum will be covered for the NQF level 5 PDE and also expected not to include the elective options.

The structure of the PDE will be different to the old EAAB Board Exam and we understand that this will be a four hour examination comprising two parts: a two hour section assessing theoretical knowledge and a further two hours assessing the learner's ability to apply knowledge and experience to a case study, making use of the relevant EAAB Training Guide in an open-book environment.

## **HOW DO I PREPARE FOR THE PDE?**

The EAAB has already produced the Study Guide for the Professional Estate Agents NQF level 4, which will be used in the open book examination and covers the full curriculum. This is available from the EAAB at a cost of R500 (plus postage) and can be ordered on-line at [www.eaab.org.za](http://www.eaab.org.za).

The Study Guide for the NQF level 5 is still to be produced. **IEASA Western Cape will roll out PDE preparatory courses to members in the near future.**

## **HOW DO I REGISTER FOR MY PDE EXAM?**

We understand that the PDE Enrolment Application will be an on-line process with the EAAB and that enrolments will commence in April 2011 for the first PDE anticipated at the end of June 2011. Members who do not have on-line access may book through the IEA Western Cape by contacting Lee-Ann on 021 – 531 3180 or [training@cape.ieasa.org.za](mailto:training@cape.ieasa.org.za).

The flow of documentation will commence with submission and payment of the application, enrolment confirmation from the EAAB, followed by delivery of material, examination number, venue and time.

We understand that the PDE will cost in the region of R2 000. (We are still awaiting confirmation whether Services SETA will fund the course material, (i.e. the compulsory EAAB Study Guide for the Professional Estate Agent NQF level 4.)

## **ONCE THE QUALIFICATION AND PDE HAVE BEEN ACHIEVED WHAT IS THE STATUS OF THE AGENT OR PRINCIPAL AND WHAT CAN WE HAVE PRINTED ON OUR BUSINESS CARDS?**

All professional qualifications provide for designations and two certificates are required to achieve full status as an estate agent or as a principal agent.

Once a learner has obtained a Certificate of Competency from SSETA, either through RPL, full training or exemption equivalency, and is awaiting their EAAB designation (by achieving the PDE) the following designation may be used on a business card:

FETC: real estate                      -              Estate Agents

Nat.Cert: real estate                      -              Principals

Once an agent or principal has achieved the relevant qualification above and passed the corresponding PDE or been granted exemption for the PDE, the following designations may be used:

PPRE -              Professional Practitioner in Real Estate (Estate Agents – NQF4)

MPRE-              Master Practitioner in Real Estate (Principal Agents – NQF5)

CPRE -              Chartered Practitioner in Real Estate (Captains of Industry – NQF7)

## **IS THERE ANY WAY THAT THE QUALIFICATIONS CAN BE REVOKED?**

The achievement of the SSETA qualification cannot be revoked unless it can be proven that the qualification was granted illegitimately. However, in circumstances of professional misconduct or unlawful behaviour, the EAAB has the right to withdraw the designation and withhold the issue of the Fidelity Fund Certificate in a disciplinary action.

## **WHAT IS A CPD?**

Continuous Professional Development (CPD) is common in every profession and real estate practitioners will be required to maintain their CPD points. The process and structure of CPDs should be concluded by the end of April 2011 by the Property Forum, the body representing training services providers and professional body representatives overseeing the future of real estate's professional qualifications.

We understand that CPD points will have to be recorded and presented to apply for future Fidelity Fund Certificates and we anticipate this will be a requirement for 2013 FFC applications.

The structure of the real estate CPDs so far:

- \* provides for training service providers and other relevant bodies to present the CPDs to learners - IEASA, as the real estate professional body will take a lead in this requirement.
- \* provides for both core (compulsory) subjects and elective subjects to cover changes in legislation in real estate as well as some useful up-skilling courses

- \* provides for CPD points to be accumulated over a three year cycle
- \* requires no more than 40 hours training
- \* provides for the Property Forum to accredit training courses presented in-house by real estate agencies and will allocate points accordingly
- \* provides for the Property Forum to review, assess, renew or terminate CPD courses annually

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