

## Courses for April 2010

Date	Course	Approval	Venue	Time
1/04/2010	Staying out of strife for sales people	7 elective pts	SUBIACO	9.00-5.00
6/04/2010	Appraise rural property	7 elective pts	SUBIACO	9.00-5.00
7/04/2010	Risk - What's in it for me? - property managers	7 elective pts	SUBIACO	9.00-5.00
8/04/2010	Market properties for sale	7 elective pts	SUBIACO	9.00-5.00
9/04/2010	Negotiate conflict between owners and tenants	7 elective pts	SUBIACO	9.00-5.00
9/04/2010	Internet marketing for sales reps & property managers	7 elective pts	SUBIACO	9.00-5.00
12/04/2010	Commercial and industrial sales & leasing for senior staff	7 elective pts	SUBIACO	9.00-5.00
13/04/2010	Risk - What's in it for me? Sales reps	7 elective pts	SUBIACO	9.00-5.00
13/04/2010	Mandatory CPD for property managers	3 Mandatory pts	VIC PARK	9.00-12.30
14/04/2010	Mandatory CPD for sales reps	3 Mandatory pts	VIC PARK	9.00-12.30
14/04/2010	Commercial property management - Introduction (1½ days)	7 elective pts	SUBIACO	9.00-5.00
15/02/2010	Buyers agent - Intermediate	7 elective pts	SUBIACO	9.00-5.00
15/04/2010	The Bullet Proof Agency Business - with Robert Bevan	7 elective pts	Burswood	8.00-3.30
16/04/2010	Intermediate property management	7 elective pts	SUBIACO	9.00-5.00
21/04/2010	Prepare and present property condition reports	7 elective pts	ROCKINGHAM	9.00-5.00
22/04/2010	Rekindle your flame - Women in Property network	4 elective pts	UWA CLAREMONT	9.00-1.00
28/04/2010	Manage people performance	4 elective pts	SUBIACO	9.00-1.00
28/04/2010	Mandatory CPD for agents	3 Mandatory pts	VIC PARK	9.00-12.30
28/04/2010	Selling Strata	7 elective pts	ROCKINGHAM	9.00-5.00
29/04/2010	Intermediate Auctioneering - 2 day course	7 elective pts	SUBIACO	9.00-5.00
29/04/2010	Mandatory CPD for sales reps	3 Mandatory pts	VIC PARK	9.00-12.30
30/04/2010	Seller paid advertising - the benefits	7 elective pts	SUBIACO	9.00-5.00

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