



Industry Training Consultants
real estate training specialists



CONSULTANCY SERVICES

ITC.NSW.EDU.AU OR 02 4001 0128

WHAT IS A REAL ESTATE CONSULTANT?

A real estate consultant provides expert advice and recommendations in accordance with the law to clients about the real estate industry. They are also referred to as "real estate counsellors" or "real estate advisors." Real estate consultants are also required to have a real estate licence.

Real estate consultants are considered "behind the scenes" experts as they perform extensive research in order to help guide clients' decision-making during every step. Rather than just focus on sales, their job is to ensure overall success for the client.

A real estate consultant either works for a large consulting firm or as an independent consultant.



Industry Training Consultants

real estate training specialists

CONSULTANCY SERVICES

Our consulting services focus on our clients' most critical issues and opportunities: compliance, risk management, process management, technology, government processes – including ex gratia applications, systems and procedures.

We bring a wealth of knowledge and experience, both as agents and trainers, the ability to go beyond normal limits, but are known for solving problems faster and smarter: we take stock of our resources on all property related matters in order to achieve the desired outcomes for our clients. We have proven effective with identifying and managing opportunities across the property agents' sector where others see only unmanageable risk.

Call now to book an appointment to explain your subject matter and the outcome you would like to achieve.

Please note: As consultants, our focus is to offer people information on compliance matters and help businesses or individuals navigate the legal and regulatory requirements, industry standards and community expectations of the real estate industry.

While we provide expert guidance on compliance matters to avoid litigation, it does not constitute as legal advice and should not be relied upon as such. Specialist legal advice should be sought where required for particular matters. However, Industry Training Consultants can help you find a qualified lawyer who specialises in matters related to your dispute.

SERVICES INCLUDE;

- **strategies for crisis management**
- **a real estate compliance audit that is integrable with the Supervision Guidelines**
(Large Offices 5 hrs at \$2000 and follow up at \$200 per hour)
(Small Offices 3 hrs at \$1250 and follow up at \$200 per hour)
- **compliance management (assisting with information and developing policies and procedures)**
- **workplace safety orientations**
- **insurance policies and risk management**
- **'future of work' advice**
- **assistance with government applications**
- **information technology systems**
- **develop a business plan for your business**
- **develop a marketing plan and swot analysis for your business**
- **visiting the workplace, meeting with staff and analysing market trends**
- **formulate a plan to achieve your goal in the most cost-effective way.**

LOCATION

Hunter region, Metropolitan Sydney and surrounding areas

PRICE:

\$200 per hour +GST - a consultancy agreement is entered into with a 50% retainer fee payable before commencement of services.

Cheque:	Direct Deposit:	Credit Card:
Industry Training Consultants PO Box 2098 Dangar NSW 2309	National Australia Bank <u>Account Name:</u> Industry Training Consultants <u>BSB:</u> 082-514 <u>Account Number:</u> 58-642-8468 (please tag your name with payment for identification)	For credit card payments please visit our website and click on the Pay Now tab in the top right menu; www.itc.nsw.edu.au or call us on; (02) 4001 0128

HOW TO MAKE AN APPOINTMENT

If you are interested in our services and would like to know more please call (02) 4001 0128.