



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.

AML/CTF Property-Centric Consultancy

Our consulting services focus on our clients' most critical issues and opportunities: AML/CTF compliance, risk management, process management, technology, and regulatory requirements.

We bring a wealth of knowledge and experience, both as agents and trainers, and are known for solving problems faster and smarter. By taking stock of all property-related resources, we achieve the desired outcomes for our clients, identifying and managing opportunities across the property sector where others see only unmanageable risk.

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

Please note: As consultants, our focus is to provide guidance 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 to help avoid litigation, this does not constitute legal advice. Specialist legal advice should be sought where required. Industry Training Consultants can assist in finding a qualified lawyer specialising in matters related to your dispute.

Future-Focused Compliance Consultancy for Real Estate

With AML/CTF Tranche 2 reforms coming into effect on 1 July 2026, the real estate industry is undergoing a significant regulatory shift. Traditional RTO course enrolments are declining as demand moves toward national AML/CTF compliance implementation, advisory support, and operational system integration.

Your AML/CTF policies and the procedures, systems, and controls used to manage and mitigate money laundering, terrorism financing, and proliferation financing risks, and to ensure your business complies with its AML/CTF obligations.

These policies must be appropriate to your business's nature, size, and complexity, and must be regularly reviewed and updated to reflect significant changes in operations and evolving risk enrolments.

Within AgentSafe and our consultancy services, the Policy and Procedure Manual forms the operational foundation of your compliance framework. It supports the practical implementation of AML/CTF obligations across property transactions, client onboarding, risk assessment, and ongoing monitoring activities.

AML/CTF Policy & Procedure Manual - Implementation Fee

The AML/CTF Policy and Procedure Manual is priced on a scope-based structure depending on the size, structure, and complexity of the business, including whether the agency operates in sales, property management, or both.

Implementation Fees: Typically range from \$1,500.00 to \$2,500.00 + GST, tailored to the size and complexity of your reporting entity or reporting group. Large reporting groups and enterprise structures are quoted on application.

ITC, part of AgentSafe For Real Estate, already ahead of these reforms. The AgentSafe platform and AML/CTF Policy & Procedure Manual are designed to provide a complete framework for most real estate businesses.

Where required, additional consultancy support is available to assist with more complex implementations or multi-office environments, including

- Guidance on AML/CTF implementation and reporting
- Compliance audits and policy & procedure reviews
- Staff training aligned to AUSTRAC and state requirements
- Support with AgentSafe system use and workflow guidance

This ensures businesses have access to expert assistance when needed, while maintaining a practical, self-managed compliance framework through AgentSafe.

We deliver a complete turnkey solution, enabling your business to meet obligations, remain operationally efficient, and transition smoothly into the new national compliance framework.

Delivery

National support via Google Meet or phone, with full access to your AgentSafe profile. Onsite sessions available for multi-office projects.

AgentSafe Implementation & Consulting Options

1. Remote Compliance Implementation & System Walkthrough (Google Meet)

*Delivered via secure Google Meet for the agency **compliance officer**

*90–120 minute session with **screen-share walkthrough** of AgentSafe

*Configure **AML/CTF workflows** and property-centric risk categories

*Guidance on **maximising all AgentSafe features**, including:

- WHS compliance tools
- Material fact disclosure reporting
- Property registers
- Tradesperson & maintenance management
- Workflow automation

***Pricing:** \$200/hr + GST, 50% retainer payable prior to commencement

Ideal for agencies subscribing to AgentSafe who want a rapid introduction and practical setup to use the system effectively

2. Strategic Implementation & Multi-Office Projects

*Designed for **multi-office groups, franchises, or larger workflow and risk integration projects**

*Can include **onsite executive briefings**, workflow mapping, and full system configuration

*Focus on **maximising AgentSafe's full capabilities** across compliance, property management, and operational workflows

*Remote sessions also available for longer projects

***Pricing:** \$350–\$500/hr + GST, depending on project scope and complexity

*Travel costs arranged separately if onsite

Suitable for agencies seeking full-scale compliance architecture and operational integration with AgentSafe.

Price & Engagement Terms

General Support & Ad-Hoc Services

Our standard rate is **\$200 per hour + GST**

For short, ad-hoc visits or a few hours in your office, no formal agreement is required — ideal for quick support and simple tasks

AML/CTF Compliance & AgentSafe Implementation Consultancy

- **Specialist Hourly Rate:** \$350–\$500/hr + GST, depending on project complexity and agency size
- **Fixed Implementation Packages:** Available for multi-user or multi-office setups
- **Engagement Requirements:**
 - *A formal consultancy agreement is required
 - *A 50% retainer is payable prior to commencement to secure scheduling and dedicated resources
 - *Post-implementation support is available on an ongoing hourly basis to help maintain compliance and refine workflows

This structure provides flexible options for smaller support needs, while ensuring structured, expert guidance for agencies implementing or enhancing AML/CTF processes and AgentSafe workflows.

Payment Options

Direct Deposit:

National Australia Bank
Account Name: Industry Training Consultants
BSB: 082-514
Account: 58-642-8468
(please tag your name with payment for identification)

Credit Card:

Credit card payments can be made securely online at: <https://payments.itc.nsw.edu.au/CoursePayments.htm>

How to Make an Appointment

If you are interested in our services please call (02 4001 0128).