

## **BUSINESS AGENT MODULES - NSW**

To ensure that persons who have just finished a course or who are still studying a course approved under the repealed [Property, Stock and Business Agents Act 1941](#) are not disadvantaged by the changes to the qualification requirements, [transitional arrangements](#) for licence applicants have been put in place.

Persons wishing to meet the new qualification requirements for a business agents licence, must submit the following with the licence application:

A statement of attainment or qualification issued by a Registered Training Organisation demonstrating [competency](#) in the New South Wales modules and all the units of competency listed below from the *Property development and management training package (PRD01) - Business broker sector*. The underpinning knowledge must be based on New South Wales law.

### **New South Wales modules**

**17322A            Work in the business broking sector**

**17319B            Prepare for work in property industry**

### **PRD01 Units of competency**

**PRDBB03A        Appraise business**

**PRDBB04A        List business for sale**

**PRDBB05A        Promote and market listed businesses**

**PRDBB06A        Negotiate and execute sales**

**PRDRE08A        Manage efficient financial systems**

**PRDRE09A        Implement and monitor financial management systems**

**PRDBB9A            Manage agency risk**

**PRDRE23A        Maintain agency:client relationship**

**PRDRE28A        Maintain trust account**

**PRDRE35A        Communicate effectively and accurately with clients**

**BSXFM1511A Contribute to the development of a workplace learning environment**

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