



Government of **Western Australia**  
 Department of **Mines, Industry Regulation and Safety**  
**Consumer Protection**

The Commissioner for Consumer Protection has approved the activities listed below for participants to attend in order to complete the required seven compulsory professional development (CPD) points of elective activity per calendar year. Please note this document is updated on a regular basis and published on the Department of Mines, Industry Regulation and Safety (DMIRS) website - as more elective CPD activities are approved. Participants may find it useful to check the DMIRS website regularly for an updated version.

**REAL ESTATE INDUSTRY - LIST OF APPROVED CPD ELECTIVE COURSES FOR 2018 - LAST UPDATED ON 13 September 2018**

**Participants should contact the following training providers regarding attendance at an elective CPD activity. Participants should also note that some activities may be internal or external; internal activities are generally only available to members of the organisation conducting the activity, whereas external activities are available to any person. If in doubt, check with the training provider.**

\* Please note the Professional Development Topic number/s listed against each approved activity refers to the relevant professional development subjects listed in Schedule 1A, 2 of the *Real Estate and Business Agents (General) Regulations 1979*.

Elective Category	Name of Course	Duration of Course (in hours unless specified)	No. of CPD points	Professional Development Topic Number/s *	CPD Approval Number
<b>Removal of the property management transaction only condition from a Real Estate and Business Sales Representative Registration</b>					
2	Prescribed modules as set out in 6A (d) of the <i>Real Estate and Business Agents (General) Regulations 1979</i>		7		SALESREPCOURSE
<b>ACORPP Pty Ltd - ACORPP - Lisa Seun, 08 6160 6968, lisa.seun@acorpp.com.au</b>					
4	Complex Commercial Lease Negotiations	4	2	6,14,18	ACORPP02
<b>Aspire Performance Training Pty Ltd - Jemma Beckers - 08 6460 0965 - info@aspirept.com.au - www.aspirept.com.au</b>					
2	The Leading Edge	7	7	4,5,6,8,11,15	ASPIRE87
2	Social Media 101	3:45	3.5	4	ASPIRE89
2	Effective Tenant Induction And Education	3	3	2,3,5	ASPIRE90
2	Click - Colours TM	3:30	3.5	4,6,8	ASPIRE91
2	Redefining The Basics (Part 1)	3:45	2	2	ASPIRE93
2	Redefining the Basics (Part 2)	3:45	2	2	ASPIRE94
2	Auction Training Program	2 Days	7	2,3,5	ASPIRE99
2	Building an Effective Team-online	7	7	4,6,8	ASPIRE103
2	Management Communication Skills-online	7	7	4,6,8	ASPIRE104
2	Leadership For Results - Online	7	7	4,6,8	ASPIRE105
2	Lead And Manage Effective Workplace Relationships - Online	7	7	4,6,8	ASPIRE106
2	Effective Supervision - Online	7	7	4,6,8	ASPIRE107
2	Develop Emotional Intelligence - Online	7	7	4,6,8	ASPIRE108
2	Time Management Foundations - Online	7	7	4,6,8	ASPIRE109
2	Managing Conflict - Online	7	7	4,6,8	ASPIRE110
2	Effective Risk And Conflict Management	7	7	6,8,11,13	ASPIRE111
2	REX 101 - An overview and training platform to help you make an informed decision for your business to promote professionalism and industry compliance	3	3	4,6,8,9	ASPIRE112

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2	Show Leadership in The Workplace	7	7	4,6,7,8	ASPIRE113
2	Understanding Conflict Management	3:30	3.5	6,8	ASPIRE114
2	Effective Coaching And Mentoring	7	7	4,6,8	ASPIRE115
2	Crucial Conversations For Success	3:30	3.5	4,6,8	ASPIRE116
2	Control Conflict Now!	3:30	3.5	6,8,11,13	ASPIRE118
2	Digital Marketing For The Consumer	3:30	3.5	4, 6, 8	ASPIRE120
2	Social Media For Real Estate	3:30	3.5	4, 6, 8	ASPIRE121
2	Effective Customer Service	7	6.5	4,6,8	ASPIRE122
2	Address Customer Needs - BSBCUS402	7	6.5	4,6,8	ASPIRE123
1	Establish Networks - BSBREL401	7	7	4,6,8	ASPIRE124
2	Effective Repairs And Tenant Induction	7	7	6,8,11,13	ASPIRE127
2	Professionals Property Management Lock Down 2017	8	7	4,6,8,11,13,17	ASPIRE129
2	Realmark Sales Management Accreditation Program	2.5 Days	7	1,2,6,8,10,12,15	ASPIRE130
2	Realmark Property Management Accreditation Program	7	4.5	1,6,7,8,10,11,12,13,15,18	ASPIRE131
2	2017 Mandatory Course for Elective Points - Property Managers (Commercial Focus) <b>Module 1</b> - Overview of the obligations and responsibilities of tenants and landlords in commercial and retail leases <b>Module 2</b> - Effective complaint management and dispute resolution in commercial and retail leasing	3	3	Module 1: 11,12,13,14 Module 2: 4,6,8,9,14	17MASPIRECOMP-ELECT
2	2017 Mandatory Course for Elective Points - Property Managers (Residential Focus) Effective complaint management and customer service in property management to minimise disputes	3	3	4,6,8,9,13	17MASPIRERESPM-ELECT
2	2017 Mandatory Course for Elective Points - Licensed Agents and Sales Reps (Residential Focus) <b>Module 1</b> - Overview of the proposed amendments to the Strata Titles Act 1985 <b>Module 2</b> - Managing risk in relation to legislative changes	3	3	Module 1: 12,16 Module 2: 11,12	17MASPIRERES-ELECT
2	2017 Mandatory Course for Elective Points - Licensed Agents and Sales Reps (Commercial Focus) <b>Module 1</b> - Overview of the proposed amendments to the Strata Titles Act 1985 <b>Module 2</b> - Managing risk in relation to legislative changes	3	3	Module 1: 12,14,16 Module 2: 11,12,14	17MASPIRECOM-ELECT
2	Customer Service, Property Management & Business Development Real Estate Conference	8	7	4,6,8,11,13,18	ASPIRE137
2	Interacting With Others Through Click! Colours™	4:15	4	4,6,8	ASPIRE138
2	Strata Education	4	4	15,18	ASPIRE140
2	Realmark Set Date Sale And Auction Workshop	2:15	2	1,2,6,7,10,15,18,19	ASPIRE141
1	Develop and use emotional intelligence - BSDLDR501	7	7	4,6,8	ASPIRE143
2	Building and Maintaining Client Relationships	3.5	3.5	4,6,8,13,15	ASPIRE144

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2	Effective Time Management	3.5	3.5	4	ASPIRE145
2	How to Write and Read Legal Contracts	3.5	3.5	10,18	ASPIRE146
2	Mastering Negotiation	3.5	3.5	6,8,13,15	ASPIRE147
2	Risk - Applying Best Practice to your Real Estate Work	7	7	11	ASPIRE148
2	Safety and Security Within the Real Estate Industry	3.5	3.5	11	ASPIRE149
2	Joint Form of General Conditions Changes	3	3	4,12	ASPIRE150
2	Negotiating Effectively - Online	3.5	3.5	4,6,8	ASPIRE152
2	Managing Conflict at Work - Online	3	3	4,6,8	ASPIRE153
2	Solving Problems at Work - Online	3.5	3.5	4,6,8	ASPIRE154
2	Emotional Intelligence in Real Estate	7	7	4,6,8	ASPIRE155
2	Minimising Risk in Real Estate	7	7	4,11	ASPIRE156
2	Understanding Client-Agency Relationships	7	7	4,6,8	ASPIRE157
2	Digital Marketing in Real Estate	4	4	4,6,8	ASPIRE158
2	Conflict Resolution	4	4	4,6,8,11,13,16	ASPIRE159
2	Signing up to Rental Leases - online	1hr 15min	1	1,6,13,18	ASPIRE160
2	Risk Management for Property Managers - online	1hr 5min	1	11,13	ASPIRE161
2	Risk Management for Licensees - online	1hr 10min	1	11	ASPIRE162
2	Court Proceedings	3.5	3	8,11,13	ASPIRE163
2	Selling Strata Properties – What to be mindful of and Disclose - Online	2	2	1,12,15,18	ASPIRE164
2	Sellers Disclosure Statement - Online	1	1	1,6,15,18	ASPIRE165
2	Joint Form 2018 - An overview of important information for agents - Online	2	2	4,12,18	ASPIRE166
2	Code of Conduct	2	2	12	ASPIRE167
2	Next Level Strata	3.5	3.5	6,7,11,12,13,15,16,18	ASPIRE168
2	Effective Leadership & Team Working Skills	3.5	0.5	4,11	ASPIRE169
2	Understanding Client Needs & Human Behaviour	3.5	3	4,6,8,11,13,15	ASPIRE170

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**Australian Institute of Business Brokers Inc - Silvia Pace - 1300 79 66 67 - silvia@spacesettlements.com.au**

2	Certified Practising Business Broker - CPBB	21	7	1,2,3,6,8,9,10,11,12,14,15,18	AIBB 07
2	AIBB Annual National Conference	3 Days	6	1,3,4,6,8,10,11,14,15	AIBB 12
2	Appraising the Business for Sale	7 Hours	7	3,5,6,7,8,10,11,12,14,15,18	AIBB 13
2	AIBB Registered Business Valuer Course	9 Days	7	1,3,4,6,7,8,10,11,12,14,15,18,19	AIBB 14

**Australian Property Institute Inc (WA)- Kristy Anderson - 08 9381 7288 - kanderson@api.org.au**

2	2016 Focus On Series	1:30	1.5	4,6,8,13,14,15	API 108
2	API 2017 Residential Property Outlook	2	2	4,6,8,13,15	API123
2	Lunch & Learn: Contaminated Sites	1	1	6,8,14,15,18	API124
2	Lunch & Learn: Data Mining	1	1	6,8,10,18	API125
2	Focus On Series	1:30	1.5	4,6,8,13,14,15	API126
2	Forums @ 4: Cases that shaped 2016	2	2	4,9,12,14,15	API127
2	Lunch & Learn: GST And Property	1	1	4,6,8,14,15	API128
2	Lunch & Learn: Heritage Property	1	1	6,8,10,18	API129
2	Lunch & Learn: Property Contracts	1	1	4,6,8,10,14,15	API130
2	Forums @ 4: Superannuation, Syndicates And Trusts	2	2	4,9,13,14,15	API131
2	API State Conference: The Property Heartbeat	4	3	4,6,8,13,14,15	API132
2	Lunch & Learn: What Are Tomorrow's Apartment Owners Seeking?	1	1	6,8,13,16,18	API133
2	Lunch & Learn: The Impacts of International Valuation Standards	1	1	4,6,8,10	API134
2	Lunch & Learn: Building Energy Efficiency Certificates	1	1	4,6,8,14,15	API135
2	Forums @ 4: WA Projects	2	2	4,6,8,13,14,15	API136
2	State of The Market - Commercial	2	2	6,8,13,14,15	API137
2	Lunch & Learn: Disclaimers in Valuations	1	1	4,6,8,10,11,14,18	API138
2	South West Update	3	3	6,8,13,14,16	API139
2	2018 Residential Property Outlook	2	2	6,8,13,14,15	API140
2	Lunch & Learn: WELL Building Standard	1	1	4,6,13,14,18	API141
2	4pm Forum: Refining Retail	2	1.5	1,3,4,6,14	API142
2	Lunch & Learn: Valuing Service Stations	1	1	6,13,14,15	API143
2	Lunch & Learn: Data Security	1	1	6,11,12	API144
2	Lunch & Learn: GST and Property Update	1	1	12,14,15	API145
2	2018 API State Conference: Impacts and Insights	5.5	2	4,5,6,8,10,11,12,13,14,15,16	API146
2	Lunch & Learn: Market Rent Reviews - The Lawyers Perspective	1	1	10,11,12,14	API147
2	2018 Risk Management Module	3	3	10,11,14	API148

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**Australian School of Business and Law Pty Ltd - Helaine Tanham - 0434 356 445 - aussbl@optusnet.com.au**

1	Manage Personal Work Priorities and Professional Development BSBWOR501	7	7	4	ASBL001
1	Plan Market Research BSBMKG506	7	7	4	ASBL002

**BDO (WA) Pty Ltd - BDO Australia - Mark Nicholas - 08 6382 4645 - Mark.Nicholas@bdo.com.au**

2	Understanding The Impacts of Changes to International - Financial Reporting Standards	4	4	1,4,13,17,18	BDOWA01
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**BPG PTY LTD - Tony Rowe - 1300 115 144 - tony@myrealestatetraining.com.au**

2	AREC2017 - Australasian Real Estate Convention	2 Days	6.5	4,6,7,8,11,15,17	BPGPL02
2	ARPM Conference 2017	2 Days	7	4,6,8,11,13	BPGPL03
2	Momentum 2017	2:30	2.5	6,8,13	BPGPL04
2	How to Lead a Winning Team in 2018	9:00	7	4,6,8,11	BPGPL05
2	Momentum 2018 – Forward Thinking in Real Estate	0:00	3	4,6,8,13	BPGPL06
2	ARPM 2018 - Outsourcing the reality session	40min	0.5	6,8,12,13	BPGPL07
2	ARPM 2018 - Clever digital marketing to get more leads session	40min	0.5	6,8,12,13	BPGPL08
2	ARPM 2018 - Time, trust, transparency session	30min	0.5	6,8,12,13	BPGPL09
2	ARPM 2018 - Elite transformation session	30min	0.5	6,8,12,13	BPGPL10
2	ARPM 2018 - Disrupt the disruptor session	30min	0.5	6,8,12,13	BPGPL11
2	ARPM 2018 - Evolution of culture and process session	40min	0.5	6,8,12,13	BPGPL12
2	ARPM 2018 - World class strata management session	30min	0.5	6,8,12,13	BPGPL13
2	ARPM 2018 - The changing face of commercial management session	30min	0.5	6,8,12,13	BPGPL14
2	ARPM 2018 - Navigating risk session	30min	0.5	6,8,12,13	BPGPL15
2	ARPM 2018 - Followership session	60min	1	6,8,12,13	BPGPL16
2	ARPM 2018 - Initiatives that work session	45min	0.5	6,8,12,13	BPGPL17
2	ARPM 2018 - Walking the talk session	30min	0.5	6,8,12,13	BPGPL18

**Brian Cannan Auctions Pty. Limited - Think Real Estate - Chris Wilson - 02 9598 5277 - dixie@ipma.com.au - chris@thinkrealestate.net.au**

2	Law at Work - Consumer Law	1	1	7,10,11,12,14	THINK12
2	Law at Work - Electronic Communication And Social Media	0:30	0.5	4,8,11,12,14	THINK13
2	Knight Frank Law at Work - Privacy	1:30	1.5	1,4,6,8,11,12,14	THINK14
2	Law at Work - Misleading And Deceptive Conduct	1	1	7,10,11,12,14	THINK15
2	Liveability	7:25	7	6,8,13,15,18	THINK16
2	Competition and Consumer Protection - Online	3	3	7,11,12,13,14	THINK17
2	Knight Frank – Privacy - Online	2.5	2.5	1,4,6,8,11,12,14	THINK18
2	Knight Frank Work Health and Safety - Online	2	2	4,8,11,12,14	THINK19

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**Central Institute of Technology - North Metropolitan TAFE - Maree Tabb - 08 9427 1249 - maree.tabb@nmtafe.wa.edu.au**

2	General, Dual Density Codes And Requirements	4:30	4.5	5,11,18	TAFE 34
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**Chamber of Commerce and Industry WA - Kellie Golding - 08 9365 7510 - reefwa@cciwa.com**

2	Preventing Harassment And Bullying in The Real Estate Industry	3	3	4, 9, 11, 12	CCIWA15
2	REEFWA Industrial Relations Training	1:30	1.5	4,10,11,12	CCIWA17
2	REEFWA Industrial Relations Training 2017	7	7	4, 9, 10,11,12	CCIWA18

**CHU Underwriting Agencies Pty Ltd - Leon Pascarl - 08 9466 8600**

2	Insuring Survey Strata	3	3	4,6,8,13,16,17	CHUPL01
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**Correspondence Training Australia Pty Ltd - Training Institute Australasia- 1300 60 62 67 - Brodie@tiawa.com.au**

2	Develop Sales Plans And Lead The Team	2	2	6,8	TIA01
2	WHS Policies And Procedures in The Workplace	2	2	6,8	TIA02
2	Analyse Consumer Behaviour	2	2	6,8	TIA03
2	Promote Teams And Innovation	2	2	6,8	TIA04
2	Address Customer Needs - BSBCUS402	2	2	6,8	TIA05
2	Show Leadership And Deliver a Service To Customers	2	2	6,8	TIA06

**DLA Piper Australia- Lauren Camporeale- 08 6467 6083**

2	Commercial Tenancy (Retail Shops) Agreement Act 1985 (WA)	1	1	13,14	DLAP03
2	Commercial Tenancy (Retail Shops) Agreement Act 1985 (WA) - Some Key Commercial Considerations	1	1	14	DLAP04
2	Commercial Tenancy (Retail Shops) Agreements Act 1985 (WA) Key Points Refresher And Recent Cases	3	3	14	DLAP05
2	Commercial Tenancy (Retail Shops) Agreements Act 1985 (WA) - Key Points Refresher	3 Hours 10 Minutes	2	14	DLAP06

**Drycreek Enterprises Pty Ltd - West Coast Property Training - Nicole Cooper/Brooklyn Noble - 08 9300 0000 - cpd@wcpt.com.au**

2	Legislative Update For Real Estate People	1:30	1.5	4,6,8,10,11,12,18	WCPT174
2	Legislative Update For Real Estate People - Online	1:30	1.5	4,6,8,10,11,12,18	WCPT175
2	Property Management 101- Online	2	2	6,8,11,12,13	WCPT176
2	The Torrens Title System - Online	1:30	1.5	10,11,12,18	WCPT177
2	The Prescribed Lease - Online	1	1	10,12,13,18	WCPT178
2	Prospecting And Appraisal - Online	1	1	6,11,12,15,18	WCPT179
2	Offer And Acceptance Best Practice - Online	2:30	2.5	10,11,12,18	WCPT180
2	Property Management Upskill	7	7	6,8,12,13,18	WCPT181
2	Commercial Real Estate 101	7	7	6,8,14,18	WCPT182
2	Real Estate Strategy	7	7	4,6,8,11	WCPT183
2	Conquering Strata	3:30	3.5	6,8,13,15,16	WCPT184

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2	Real Stuff	7	7	4,6,8,11,12,13,15,18	WCPT185
2	Weaving The Contract Web	3:30	3.5	6,8,15,18	WCPT186
2	Pure Property Management	3:30	3.5	4,6,13,18	WCPT187
2	PM Power	7	6	6,8,11,12,13	WCPT188
2	2017 Mandatory Course for Elective Points - Property Managers (Commercial Focus) <b>Module 1</b> - Overview of the obligations and responsibilities of tenants and landlords in commercial and retail leases <b>Module 2</b> – Effective complaint management and dispute resolution in commercial and retail leasing	3	3	Module 1: 12,16 Module 2: 11,12	17MWCPTCOMPM-ELECT
2	2017 Mandatory Course for Elective Points - Property Managers (Residential Focus) Effective complaint management and customer service in property management to minimise disputes	3	3	4, 6, 8, 9,13	17MWCPTRESPM-ELECT
2	2017 Mandatory Course for Elective Points - Licensed Agents and Sales Reps (Residential Focus) <b>Module 1</b> – Overview of the proposed amendments to the Strata Titles Act 1985 <b>Module 2</b> – Managing risk in relation to legislative changes	3	3	Module 1: 12,16 Module 2: 11,12	17MWCPTRES-ELECT
2	2017 Mandatory Course for Elective Points - Licensed Agents and Sales Reps (Commercial Focus) <b>Module 1</b> – Overview of the proposed amendments to the Strata Titles Act 1985 <b>Module 2</b> – Managing risk in relation to legislative changes	3	3	Module 1: 12,14,16 Module 2: 11,12,14	17MWCPTCOM-ELECT
2	Introduction to Trust Accounting - Online	1:30	1.5	11,12,17	WCPT189
2	Introduction to Risk Management - Online	1:30	1.5	4,11,12	WCPT190
2	Commercial Real Estate	7	7	6,8,14,18	WCPT192
2	Finding Great People	1:30	1	4,6	WCPT193
2	Digital Risk - Online	2	2	4,6,8,11	WCPT194
2	Real Estate Mastery	7	7	6,8,10,11,12,13,15,18	WCPT195
2	Property Management Stuff	7	7	6,8,10,11,12,13,18	WCPT196
2	Sale to Settlement - Online	1.5	1.5	1,6,8,15,18	WCPT197
2	Building Rapport with Effective Communication - Online	1.5	1.5	6,8	WCPT198
2	Communication - Questioning Techniques - Online	1.5	1.5	6,8,13,15	WCPT199
2	Introducing Industry Specialisation: Business Broking - Online	2	2	3,6,8	WCPT200
2	Building a Client Service Culture - Online	1.5	1.5	6,8	WCPT201
2	The Unusual and Odd in Property Management	3.5	3.5	6,8,10,11,12,13,18	WCPT202
2	Grab Bag of Law	3.5	3.5	8,10,11,12,18	WCPT203
2	Selling Businesses	7	7	3,10,11,12,18	WCPT204
2	Commercial Real Estate CPD	7	7	6,8,14,18	WCPT205
2	Establish and Manage Agency Trust Accounts CPD	7	7	1,4,6,7,8,10,11,13,15,16,18	WCPT206
2	Contract Law in Real Estate - Online	1.5	1.5	9,10,11	WCPT207

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2	Law of agency and duty of care - Online	1	1	4,7,9,11,17	WCPT208
2	Legislation in Real Estate - Online	1.5	1.5	7,10,12,13,14,16,17,19	WCPT209
2	Torrens Title System - Online	1.5	1.5	1,4,6,7,8,9,10,11,13,14,15,16,18	WCPT210
<b>Embassy Real Estate Pty Ltd - Stephanie Dunn - Embassy Real Estate - 0468 334 237 - enquiry@embassyrealestate.com.au</b>					
4	SafeTALK - Suicide Prevention and Response Training	3	1.5	8, 11	ERE01
<b>Finance &amp; Equity Loans Pty Ltd - MyFeng - Morton Learning - Amanda Morgan - 1300 855 417 - amanda@mortonlearning.com.au</b>					
2	Negotiating for Results - Online	7	7	4,6	FENTON12
2	Facilitation Skills - Online	8	7	4,6	FENTON14
2	Writing Reports And Proposals - Online	7	7	4,6	FENTON27
2	Managing Customer Service - Online	7	7	4,6	FENTON31
2	Time Management - Online	7	7	4	FENTON32
2	Problem Solving And Decision Making	8	7	4,6	FENTON42
2	Enth Degree Business System For The Real Estate Professional	7	3.5	4,6,8,11	FENTON43
2	Communication Skills for Real Estate professionals - Online Course	10	7	6,8	FENTON44
2	Conflict Resolution - Online Course	10	7	4,6,8,13	FENTON45
2	Building Better Teams - Online	8	7	4,6,8	FENTON46
2	Effective Coaching Skills - Online Course	7	7	4,6	FENTON47
<b>Future Institute of Australia Pty Ltd - Janet Curran - 1300 329 300 - janet@futureinstitute.edu.au</b>					
2	Professionalism in the Real Estate Industry and Handling Conflict Effectively	7	4.5	4,6,8	FIAPL01
<b>Harcourts Queensland Pty Ltd - Harcourts - The Academy - Mitch Green - 07 3868 7240 - mitch.green@harcourts.net</b>					
2	Effective Advertising And Marketing Plans	3:30	3.5	15	HI30
2	Monitor And Manage Lease or Tenancy Agreement	7	7	13	HI48
2	Court Protocol, Documentation And Procedures	3	3	13	HI61
2	Auction Programme	7	7	2	HI62
2	Profile Marketing - The Seller's Contribution	3:30	3.5	6,16	HI84
2	Practical Basis For Property Managers	3:30	3.5	6,13	HI85
2	Fine Tune Your Property Management Software	3:30	3.5	6,13	HI90
2	Offers And Contracts	3:30	3.5	10	HI94
2	Understanding and Avoiding Misconduct	3:30	3.5	12	HI95
2	Working in The Real Estate Industry	3:30	3.5	1,8,9,12	HI99
2	Stock Management	3:30	3.5	6,8,15	HI117
2	Harcourts Property Management Workshop	7	7	6,8,13	HI118
2	Harcourts Conference 2016	3 Days	4	4,6,8,11,13,15	HI119



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2	Landmark Real Estate Conference and Professional Development 2016	7:30	6	4,6,8,11,15	HI120
2	Harcourts Property Management Kickstart Workshop 2017	3:45	3.5	6,8,13	HI121
2	Landmark Real Estate Conference and Professional Development 2017	4	2	4,6,8,11,15,18	HI122
2	Harcourts Conference 2017	3 Days	7	4,6,8,11,13,15	HI123
2	Landmark Harcourts WA Mid-Year Conference	5	4	4,6,8,10,11,15,18	HI124
2	Harcourts Agents Kickstart Conference 2018	6.5	2.5	1,4,6,8,11,12	HI126
2	Harcourts Property Management Kickstart Conference 2018	5.5	5.5	6,8,13	HI127
2	Harcourts Sales Kickstart Conference 2018	5.5	5.5	4,6,8,11,15	HI128
2	Property Management Programme - Growing Our People	2 Days	7	1,6,7,8,11,12,13,18	HI130
2	Legislation Study Group 1	1.5	1.5	1,7,9,10,11,12,13,17,18	HI131
2	Legislation Study Group 2	1.5	1.5	8,9,10,11,12,13,18	HI132
2	Legislation Study Group 3	1.5	1.5	8,11,12,13,18	HI133
2	Legislation Study Group 4	1.5	1.5	1,6,7,8,11,12,13,18	HI134
2	Legislation Study Group 5	1.5	1.5	1,6,8,11,12,13,18	HI135
2	Legislation Study Group 6	1.5	1.5	1,6,8,11,12,13,18	HI136
2	Business Development for Property Managers - BDM/Growth Club - Session 1	1.5	1.5	6,7,8,11,13,18	HI137
2	Business Development for Property Managers - BDM/Growth Club - Session 2	1.5	1.5	6,7,8,11,13,18	HI138
2	Business Development for Property Managers - BDM/Growth Club - Session 3	1.5	1.5	1,6,7,8,11,13,18	HI139
2	Business Development for Property Managers - BDM/Growth Club - Session 4	1.5	1.5	1,6,7,8,11,13,18	HI140
2	Business Development for Property Managers - BDM/Growth Club - Session 5	1.5	1.5	1,7,8,11,13,18	HI141
2	Landmark Harcourts WA Professional Focus Conference	5Hrs and 15 Minutes	1	4,6,8,10,11,15,18	HI142
<b>Kaplan Education Pty Ltd – 1300 798 006</b>					
2	Effective Conflict Management	7	7	6,8,11	KAPLAN 39
2	Decision Making - Online	7	5	6,8	KAPLAN 40
2	Property Tree certified user program	3 Days	7	4,13,17	KAPLAN 41
2	How to be a better negotiator – Online	7	7	6,8	KAPLAN 42
2	Manage Agency and Consumer Risk - Online	9	3.5	4,11,12	KAPLAN 43
2	Legal and compliance - Online	9.5	3.5	1,10,11,13,14,15	KAPLAN 44
2	Contract Law - Online	13	6	1,10,11,14,15,18	KAPLAN 45

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**Legalwise Seminars Pty Ltd - Tori Smith - 02 8070 9918 - tsmith@legalwiseseminars.com.au**

2	2 <sup>nd</sup> Annual Property Law Conference: New Law, New Opportunity	7	7	6,10,13,14,18	LEGALW10
2	Retail And Commercial Leasing Conference	7	7	6,10,13,14,18	LEGALW11
2	Compulsory Land Acquisitions And Compensation Claims	3:25	3	6,10,13,14,18	LEGALW12

**Live PM Pty Ltd - Jenny Denness - 1300 302 634 - info@livepm.com.au**

2	Perfecting Property Management	7	7	4,7,10,11,12,13,14,17,18	LIVE08
2	Understanding Your Bank Reconciliation Reports	3:30	3.5	4,7,10,11,12,13,14,17,18	LIVE10
2	Building Blocks to Customer Service, Communication And Management	7	7	4,6,8,10,11,15	LIVE29
2	Commercial Pitfalls	7	7	1,3,4,7,8,10,11,12,14,15,18	LIVE34
2	Writing Special Conditions	3:30	3.5	12	LIVE39
2	PM Risk Watchers	3:30	3.5	1,4,6,7,8,10,11,12,13,18	LIVE50
2	Risk Savvy	7	7	1,2,4,5,6,7,8,10,12,13,18	LIVE51
2	Building Blocks to Customer Service, Communication And Management - Online	7	7	4,6,8,10,11,15	LIVE52
2	The Hi Tech - Low Touch PM	7	7	1,4,6,8,11,13	LIVE53
2	Light The Fire 2017	7	7	1,2,4,5,6,8,11,15	LIVE54
2	The Dynamic Dozen - 12 Critical Attributes of Top 10 Percent Agents	7	7	4,6,8,11,13	LIVE55
2	Formula 1 Selling - The Simple Science	7	7	6,8,15	LIVE56
2	Digital Business Risk Management	7	3	1,4,6,7,8,9,10,11,13,19	LIVE57
2	Leadership, Culture And Compliance	7	7	4,6,7,8,10,11,12,13,14,18	LIVE58
2	Open Negotiation - Innovation in Real Estate Sales	7	7	4,6,8,11	LIVE59
2	Supervise Your Trust Account Software	3:30	3.5	4,7,10,11,12,13,14,17,18	LIVE60
2	Commercial Insight	7	7	1,3,4,7,10,11,12,14,18	LIVE61
2	The Court Whisperer	3:30	3.5	1,6,7,8,9,10,11,12,18	LIVE62
2	Commercial Focus	7	7	1,3,4,7,10,12,14,18	LIVE63
2	Communication Masterclass	7	7	4,6,8,11	LIVE64
2	Data and Identity Protection	3.5	3.5	4,6,7,8,11,12,15,18	LIVE65
2	Resolving Conflict at Work	3.5	3.5	4,6,8,11,12	LIVE66
2	PCR and Inspection Perfection	3.5	3.5	1,8,11,12,18	LIVE67
2	Quantum Shift in Pricing Management	7	7	1,4,6,10,11,15	LIVE68
2	Difficult Customers and How to Approach Them	3.5	3.5	4,6,8,11,12	LIVE69
2	Post Court Strategies	3.5	3.5	1,4,6,8,10,11,12,13,18	LIVE70
2	Digital Business Risk Management	7	5	1,4,6,7,8,9,10,11,13,19	LIVE71
2	Commercial Challenges	7.25	7	1,3,4,6,7,8,10,11,12,13,14,15,18	LIVE72

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**MacDonald Education Pty Ltd - Murray Macdonald - 02 9987 2322 - manager@realestatetraining.com.au**

2	Commercial Leases - Option to Renew And Building Disclosures	7	7	11,14	TEAM20
2	Commercial Leases – Rent review, Disputes & Bonds - Online	7	7	14	TEAM21
2	Tenancy Renewals	7	7	1,6,8,11,12,13,18	TEAM22

**Mills Oakley Lawyers Pty Ltd - Cait Clifton - 08 6167 9824 - cclifton@millsOakley.com.au**

2	A Discussion on The Proposed Strata Title Reforms	1:30	1.5	6,10,11,12,13	MOL04
2	A Discussion on The Sales of Land Amendment Act 2016	1:30	1.5	6,10,11,12,14	MOL05
2	Regulatory Update - NABERS And Sale of Land Act	1	1	6,10,11,12,13	MOL06
2	An Agents Guide to Trusts And Self Managed Super Funds	1:30	1.5	6,10,11,12,13	MOL07

**Minglecliff (QLD) Pty Ltd - Ray White Real Estate – Janelle Drew – 08 9422 6200 – jdrew@raywhite.com**

4	Sales Skills	4	2	1,6,7,8,15	RAYWHITE55
4	Auction Workshop	3	1.5	2,6,8,10,15,18	RAYWHITE67
4	The Year Ahead	4	2	1,6,8,11,12,13,14,18	RAYWHITE75
4	Building Client Relationships	3	1.5	1,6,7,8,10,11,13,18	RAYWHITE76
4	Accelerate Training Part One	6	3	1,2,5,6,7,8,12,15,18	RAYWHITE78
4	Accelerate Training Part Two	6	3	1,2,5,6,7,8,12,15,18	RAYWHITE79
4	One System Training	6	3	1,2,3,4	RAYWHITE80
4	Sales Auctions & Data Collection	6	3	1,2,6,7,8,10,11,12,15,18	RAYWHITE81
4	Minimising the Risk of Fraudulent Activity	1	0.5	1,6,10,11,13,17,18	RAYWHITE82
4	Property Management: Presenting at Court	6	3	1,6,8,10,11,12,13,18	RAYWHITE83
4	Key Performance Indicators - Industry standards / Understanding the agency risk management	6	1.5	6,7,8,9,11,13,17,18,19	RAYWHITE84

**Minter Ellison - www.minterellison.com**

2	Redevelopment: Demolition, Relocation And Refurbishment: Managing Tenancy Risk	1	1	13,14	ME01
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**Musaryst Pty Ltd - Murray Joseph - murray@murrayjoseph.com.au**

4	The Leading Edge	7	1.5	6,7,8,11,12	MUSPL01
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**Office of State Revenue Western Australia - Aaron Urquhart - 08 9262 1322 - aaron.urquhart@finance.wa.gov.au**

2	Transfer Duty Overview For Real Estate Agents	1	1	1,8,11,14,15	17OSR-REALECT1
2	First Home Owner Grant Overview For Real Estate Agents	1	1	5,8,15	17OSR-REALECT2
2	Land Tax Overview For Real Estate Agents	1	1	8,13,14	17OSR-REALECT3

**One Degree Consulting Pty Ltd - Ross Hunter - ross@onedegreeconsulting.com.au**

4	Auction Training Program	8	2.5	2, 8	ODC01
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**Palmer Professional Management Group Pty. Ltd. - PPM Group The Competitive Edge - Emma Pitt - 07 5562 0037 - conference@ppmgroup.com.au**

4	2016 PPM National Property Management Conference	2 Days	1.5	1,4,6,8,11,13,18	PPM01
4	Safety Tips For Property Manager - Online	1:30	0.5	4,6,11,13	PPM02
4	How to Become a Whiz PM Negotiator - Online	1:30	0.5	6,11,13	PPM03
4	How to Have The Lowest Arrears in Town - Online	1:30	0.5	4,6,8,11,13	PPM04
4	How to Reduce The Risk of a Lawsuit - Online	1:30	0.5	4,6,8,11,13	PPM05
4	How to Secure The Best Tenant - Online	1:30	0.5	4,6,8,11,13	PPM06
4	Smart Routine Inspection - Online	1:30	0.5	4,6,8,11,18	PPM07
4	Advertising And Renting Properties - Online	1:30	0.5	4,6,8,11,13,14	PPM08
4	Managing The End of Tenancy - Online	1:30	0.5	6,8,11,13,18	PPM09
4	How to Be The Master of Your Time - Online	1:30	0.5	4,6,13	PPM10
4	Managing Difficult Clients - Online	1:30	0.5	4,6,8,11,13	PPM11
4	Preparing For a Listing Presentation - Online	1:30	0.5	4,6,8,11,13	PPM12
4	Delivering a 5 Star Service	1:30	0.5	4,6,8,13	PPM13
4	Preparing For a Listing Presentation	1:30	0.5	4,6,8,11,13	PPM14
4	Property Management PPM Conference 2017	2 Days 18-19 June '17	3	1,3,4,6,8,9,10,11, 13,14,17,18	PPM15
4	2018 PPM National Property Management Conference	2 Days 17-18 June '18	2.5	1,3,4,6,8,9,10,11,13,14, 17,18	PPM16

**G.W BALDWIN & S.K JAMES - Phoenix CPD - Sophie James - 0400 179 971 - sales@phoenixcpd.com.au**

4	Seller Pricing Management	7	3	1,6,8,10,11	PHOENIX 01
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**Pittard Training Group Pty Ltd - Ian Eldershaw - 02 9899 8270 - ian@pittard.com.au**

4	Winning Ways Interactive	9 Hours over 2 Days	3	1,6,8,15	PTG11
4	Agency Profit System	23 Hours over 4 days	1	4	PTG12

**Professus Ltd - Professionals WA - Jenni Wood - 08 9370 4440 - jenni.wood@professionals.com.au**

4	My Desktop Training	3	1.5	6,8,15	PROF27
4	Property Management Portfolio Analysis	6	3	1,4,6,7,11,13,17,18,19	PROF28

**Property Council of Australia Limited - Lino Iacomella - 08 9426 1201 - liacomella@propertycouncil.com.au**

2	Retirement Living Knowledge Seminar	2:30	2.5	1,4,5,11,12,13,16	PROPERTY COUNCIL 85
2	Apartments And Cities Conference	6	2	1,4,5,8,11,12,13,15,16	PROPERTY COUNCIL 86
2	Office Market Report Breakfast	2	1	1,4,5,11,13,14	PROPERTY COUNCIL 87
2	Retail Property Conference 2017	5:30	5.5	1,4,6, 8,11,12,13	PROPERTY COUNCIL 88
2	Office Market Report Breakfast	2	2	1,4,5,11,13,14	PROPERTY COUNCIL 89
2	Retirement Living Knowledge Seminar	5:30	5	1,4,5,11,13,16	PROPERTY COUNCIL 90
2	Retirement Living Spring Conference	3	3	1,4,5,11,12,13,16	PROPERTY COUNCIL 91
2	Commercial Property Conference 2017	2:30	0.5	4,5,6,8,11,13,14,16	PROPERTY COUNCIL 92

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2	Property Investment and Finance for Professional Services	6 Hours 15 Minutes	1	15	PROPERTY COUNCIL 93
2	Retail Shops Act	4:30	3.5	7,12,13,14	PROPERTY COUNCIL 94
2	Planning for Non-Planners	7	5	1,6,11	PROPERTY COUNCIL 95
<b>Realmark Connect Pty Ltd - Daniel Ganon - 08 9328 0999 - dganon@realmark.com.au</b>					
4	Jumpstart	5 Hours 25 Minutes	2.5	1,2,4,6,7,8,11,12,13,14,15,16,18	REALMARK01
4	Momentum/Embrace Sales & Property Management Practise conference	4 Hours 35 Minutes	1	1,2,4,5,6,7,8,11,12,13,14,15,16,18	REALMARK02
<b>Real Estate Academy (Western Australia) Pty Ltd - Real Estate Academy - Andy Brownhill - 1300 367 412 - andy.b@realestateacademy.com.au</b>					
4	The Complete Salesperson Course	14	3	2,3,4,5,6,8,11,13,15	REAA02
<b>Real Estate Institute of Western Australia Inc - REIWA Training - Jody Thorpe - 08 9380 8222 - jody.thorpe@reiwa.com.au - reiwa.com.au</b>					
2	Introduction to Strata Management	7	7	16	REIWA 09
2	Selling Strata Title Properties	7	7	12,15	REIWA 10
2	Introduction to Auctioneering	7	7	2	REIWA26
2	Introduction to Commercial Property Management	7	7	14	REIWA 29
2	Intermediate Auctioneering	7	7	2	REIWA 129
2	A Sales Rep's Guide to Preparing For Auction	7	7	2,12,15	REIWA 266
2	Intermediate Commercial Property Management	7	7	14	REIWA 380
2	Intermediate Strata Management	7	7	16	REIWA 381
2	Real Estate Trust Accounts - Prepare For Audit	4	4	17	REIWA 414
2	Avoid The Voidable - Avoid The Stress - Property Management Focus	7	7	10,11,13,18,19	REIWA 528
2	Avoid The Voidable - Avoid The Stress - Sales Focus	7	7	10,11,13,18,19	REIWA 529
2	Communicate Connect Sell	7	7	6,8,15	REIWA 530
2	Rent Defaults - Webinar	1	1	13,18	REIWA 533
2	Exclusive Management Authority For Residential Premises - Webinar	1	1	13,18	REIWA 534
2	Certificate of Title - Webinar	1	1	15,18	REIWA 535
2	Selling Agency Agreement Residential-Exclusive Agency - Webinar	1	1	15,18	REIWA 536
2	Strata Titles - Webinar	1	1	15,18	REIWA 537
2	Contract For Sale of Land or Strata Title - Webinar	1	1	15,18	REIWA 538
2	Notice of Termination - Webinar	1	1	13,18	REIWA 539
2	Joint Form of General Conditions - Webinar	1	1	15,18	REIWA 540
2	Lease Signup - Webinar	1	1	13,18	REIWA 541
2	Seller Disclosure - Webinar	1	1	15,18	REIWA 542
2	A Commercial Legal Update	1:30	1.5	14	REIWA 543
2	What is Happening in Your Neighbourhood	1:30	1.5	13,14,15	REIWA 545

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2	Establishing New Client Relationships And Planning For Future Growth	7	7	4,6,7,8,13	REIWA 546
2	Things Happen When Renting	3	3	4,6,11,13	REIWA553
2	Consultative Selling Workshop	4	4	4,6,11	REIWA554
2	Sustainable Building Workshop	4	4	4,6,11	REIWA555
2	Managing Buyers And Sellers Expectations With Emotional Intelligence	7	7	6,8,14,15	REIWA557
2	Become a REIWA Mentor - Workshop 1	7	7	4,6,8,11	REIWA572
2	Making Settlements a Breeze	1:30	1.5	10,15	REIWA573
2	Open Negotiation	7	7	6,8,15	REIWA575
2	New Residential Design Codes - Strategic Developments	7	7	18	REIWA576
2	The Economy And Your Local Market Update	1:30	1.5	3,5,13,14,15	REIWA577
2	Real Estate Mastery	7	7	2,4,5,6,8,13,15	REIWA579
2	Residential Tenancy Agreement	1	1	13,18	REIWA580
2	Broadening Your REIWA Mentoring Capacity - Workshop 3	7	7	4,6,8,11	REIWA581
2	Toolkit For REIWA Mentors – Workshop 2	7	7	4,6,8,11	REIWA582
2	Sustainable Housing Tours	3	3	4,6,11	REIWA585
2	Innovation In Sustainable Housing	4	4	4,6,11	REIWA588
2	I'll See You In Court	4	4	1,4,6,8,10,11,12,13	REIWA589
2	Risk Managing The Settlement Process	1:30	1.5	12,15	REIWA590
2	Auction Practical	3:30	3.5	2	REIWA592
2	PM Double Feature	7	7	1,4,6,8,10,11,12,13	REIWA599
2	Digital Marketing For Real Estate Professionals	7	7	4,6,8,10,11,13,14,15	REIWA600
2	Listing And Selling Investment Properties	3:30	3.5	4,6,8,10,11,12,15	REIWA601
2	Financial Strategies For Success And Compliance	4	4	1,4,11,12,17	REIWA604
2	Advanced Communication Techniques	7	7	4,6,8,15	REIWA605
2	Changes to The Joint Form of General Conditions	2	2	1,11,12,13,14,18	REIWA607
2	7 CPD Pt e-learning bundle for PM - Online	7	7	13,15,18	REIWA608
2	7 CPD Point e-learning bundle for Sales - Online	7	7	13,15,18	REIWA609
2	PM Documentation - Getting it Right	7	7	10,11,13,18,19	REIWA610
2	Sales Documentation - Getting it Right	7	7	10,11,15,18,19	REIWA611
2	Agent 3.0	7	7	2,4,5,6,8,13,15	REIWA612
2	Digital Security – is your agency protected?	3	3	4,11	REIWA613
2	Marketing and Sales Mastery 1.0	7	7	6,8,15	REIWA614
2	Project marketing – keeping it right	3.5	3.5	6,8,15	REIWA615

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2	Sustainability in WA Housing	7	7	4,6,11	REIWA616
2	Sustainable Housing Masterclass	4	4	4,6,11	REIWA617
2	Strata Management – the reality and the challenges	7	7	6,8,11,13,16	REIWA618
2	Risky Business	7	7	4,6,8,11,13,15	REIWA619
2	5 CPD Point e-learning bundle for Sales - Online	5	5	15,18	REIWA620
2	Manage your Sales Team	3.5	3.5	4,6,15	REIWA621
2	Marketing and Sales Mastery 2.0	7	7	6,8,15	REIWA622
2	Advanced Marketing	7	7	6,8,15	REIWA623
2	Property Management and the Modern Agency	7	1	4,6,7,8,13	REIWA624
2	The Agency Trust Account – Getting it Right	7	7	11,17,18	REIWA625
2	Legislation – Getting it Right	7	7	11,12	REIWA626
2	Your day in Court – How to Minimise the Stress!	1.5	1.5	6,8,10,11,18	REIWA627
2	Blockchain and its application to Commercial Property	1.5	1.5	14	REIWA628
2	Methamphetamine Contamination In Rental Properties	1.5	1.5	11,13	REIWA629
2	Rural Network Regional Seminar	5	5	10,11,12,14	REIWA630
2	Healthy Property – happy owner and tenant	7	7	11,13	REIWA631
2	Professionals Property Management Lock Down 2018	4 Hours 15 Minutes	4	4,6,8,11,13,17	REIWA632
2	Focus on Business Brokers	7 Hours	7	3,4,8,11,12,14,15	REIWA633
2	Strata Title Reform - The final position	2 hours	2	11,12,16	REIWA634
2	2018 Commercial at CONNECT	7 Hours	6	2,4,6,8,11,14	REIWA635
2	2018 Property Management at CONNECT	7 Hours	6	4,6,8,11,13	REIWA636
2	2018 Sales at CONNECT	7 Hours	6	4,6,8,11,15	REIWA637
2	WA Planning Commission's Vision for Perth	1.5 Hours	1.5	4,13,14	REIWA638
2	Hot Topics	1.5 Hours	1	7,8,10,18	REIWA639
2	Risky Business	4 Hours	4	4,6,8,11,13,15	REIWA640
<b>Real Plus Services Pty Ltd – Fiona Blayney – 02 8667 7970 –fiona@blayneypotentialplus.com</b>					
4	Property Management - Basics And Beyond - Maintaining Property	3	1.5	13	RPS01
4	Property Management - Basics And Beyond - Managing Arrears	3	1.5	13	RPS02
4	Property Management - Basics And Beyond - Leasing Property	3	1.5	13	RPS03
4	Compliant Condition Reports - Online	1	0.5	6,8,13	RPS09
4	Minimise the Stress of Tribunal - Online	1	0.5	6,8,13	RPS10
4	Stree Free Arrears Management - Online	1	0.5	6,8,13	RPS11
4	Kickstart Your Career in Property Management	1	0.5	6,8,13	RPS12

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4	The Fine Art of Communication - Minimise Conflict	1	0.5	13	RPS13
4	Walking in The Landlords' Shoes	1	0.5	6,8,13	RPS14
4	Turn Landlords Into Raving Fans	1	0.5	6,8,13	RPS15
4	Make Your Routine Inspections Count	1	0.5	4	RPS16
4	Maximise Time Minimise Stress	1	0.5	13	RPS17
4	Handling a Lease Break	1	0.5	6,8,13	RPS18
4	Leasing Faster And Smarter	1	0.5	6,8,13	RPS19
4	Housekeeping For Property Managers	1	0.5	6,8,13	RPS20
4	Maintenance Management to Minimise Risk	1	0.5	6,8,13	RPS21
4	Minimise The Stress Around The Vacate	1	0.5	6,8,13	RPS22
4	Tenancy Reviews	1	0.5	6,8,13	RPS23
4	New Business Fast Track - Preparing To List	1	0.5	6,8,13	RPS24
4	New Business Fast Track - Marketing	1	0.5	6,8,13	RPS25
4	New Business Fast Track - Understanding Owner Investment	1	0.5	6,8,13	RPS26
4	New Business Fast Track - Follow Up	1	0.5	6,8,13	RPS27
4	New Business Fast Track - Prospecting	1	0.5	6,8,13	RPS28
4	Property Management – Basics & Beyond – Tenancy Review – Online	3	1.5	6,8,13	RPS29
4	Property Management – Basics & Beyond – Routine Inspections - Online	3	1.5	6,8,11,13	RPS30
4	Property Management - Basics & Beyond - Vacate Tenants - Online	3	1.5	6,8,13	RPS31
<b>Roe Legal Services (WA) Pty Ltd - Ian Compton - 08 9325 4396 - icompton@roelegal.com.au</b>					
2	Legislative Update For Agents	1	1	10,12,14,15	ROELS 001
<b>RTI Australia Pty Ltd - Claire du Plessis - 0437 695 328 - claire@petergilchrist.com.au</b>					
4	Management Bootcamp	3 Days	3.5	4,6,8	RTI 01
<b>Spica Nominees P/L, Sahril P/L, Petra Enterprises P/L - Betterlink Business Consultancy &amp; Training Services Group - Lesley West - 08 9353 3089 - lesley.west@betterlinkgroup.edu.au</b>					
2	Cultural Communication And Emotional Intelligence For The Real Estate Industry	4	4	6,7,8	BETTERLINK01
2	Cultural Communication For The Real Estate Industry	3	3	6,7,8	BETTERLINK02
2	Cultural Communication For The Real Estate Industry (Extended)	4	4	6,7,8	BETTERLINK03
2	Emotional Intelligence (EQ) For The Real Estate Industry	3	3	6,7,8	BETTERLINK04
<b>Strata Community Association WA - Sasha Costanzo - 08 9381 7084 - admin.wa@stratacommunity.org.au</b>					
2	Strata Outlook 2016	2	2	7,10,13,16	SCAWA18
2	Handing Over, Taking On New Management - Best Practice	2	2	6,13,16	SCAWA19
2	Working in Harmony	2	2	4,6,8,13,16	SCAWA20
2	Settlements On Strata Living	2	2	4,6,8,13,16	SCAWA21



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2	By-Laws in The Spotlight	2:30	2.5	6,13,16	SCAWA22
2	Managing Your Building Fire Safety - Best Practice	2:30	2.5	10,13,16	SCAWA23
2	Working in Harmony	2	2	13,16	SCAWA24
2	STAR- Reform Overview	2	2	6,10,12,16	SCAWA25
2	Money Management Best Practice And Tips	2	2	4,11,16,17	SCAWA26
2	Strata Outlook 2017	2	2	6,8,16	SCAWA27
2	South West Region Strata Seminar	4	2.5	8,12,16,18	SCAWA28
2	How To Read a Strata Plan And What Does it Comprise?	3	3	12,16,18	SCAWA29
2	A100 - Introduction To Living And Working in Strata Community "Essentials of Strata Management"	3 Days	7	4,12,16,18	SCAWA30
2	Principals Retreat	1 Day	3	4,16	SCAWA31
2	Moral Dilemma	2	2	4,8,16	SCAWA32
2	The Trilogy	4	4	4,7,12,16	SCAWA33
2	Lego-Land of Strata	1:30	1.5	4,6,7,16	SCAWA34
2	The Underbelly of Strata	2	2	4,9,12,16	SCAWA35
2	Fire And Risk Management	3	3	4,11,16	SCAWA36
2	Energy Evolution in Strata Buildings	1:30	1.5	4,16	SCAWA37
2	2017 CHU SCA (WA) Symposium	7	5.5	4,6,8,12,16	SCAWA38
2	2018 Strata Outlook	1.5	0.5	16	SCAWA39
2	South West Region Strata Seminar	4	2.5	4,16	SCAWA40
2	Maintenance Bonanza	1.5	1.5	4,16	SCAWA41
2	Navigating the STA	2.5	2.5	12,16	SCAWA42
2	In the Chair	2.5	2.5	6,8,12,16	SCAWA43
2	Effective Strata Assistants	2.5	1	6,8,16	SCAWA44
2	Leadership and People Management	1.5	1	6,8,16	SCAWA45
2	Understanding your Clients	3	2.5	4,6,8,16	SCAWA46
2	The Future of Strata Buildings	1.5	0.5	4,6,16	SCAWA47
2	Long Live your Building	1 hour 20 minutes	1	7,11,13,16	SCAWA48
2	2018 SCA WA Convention – Industry Professionals	8	5	8,12,16	SCAWA49
2	2018 SCA WA Convention – Lot Owners	4	2.5	12,16	SCAWA50
<b>The Pier Group Pty Ltd – Kiren Bigwood - 08 9476 4482 - kiren@cslegal.com.au</b>					
2	The Importance of Debt Recovery & Legal Process	1	1	4	CSLEGAL01
2	Property Fraud - Dude, where is my house?	1	1	4,11	CSLEGAL02
2	Business Sales	1	1	3,4,6,10,11,18	CSLEGAL03

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2	Deceased Estates and Property	1	1	10,11,15	CSLEGAL04
2	PEXA	1	1	6,15	CSLEGAL05
2	Privacy Law	1	1	4,7,11,12	CSLEGAL06
2	Understanding Strata Title	1	1	13,16	CSLEGAL07
2	Understanding Joint Forms & Contracts	2	2	6,10,11,15,18	CSLEGAL08
2	Title Encumbrances	1	1	4,11,14,15,18	CSLEGAL09
2	Dealing with Divorced or Separated Couples	1	1	4,6,7,8,11	CSLEGAL10
2	Acting on behalf of mortgagee's in possession, deceased estate, local governments and trustee's in bankruptcy	1	1	4,6,7,11,14,15,18	CSLEGAL11
2	Conveyancing Issues	1	1	4,6,10,11,14,15,18	CSLEGAL12
2	Lease Defaults & Terminations	1	1	6,10,11,13,14	CSLEGAL13
2	Time Frames & Notice Periods	1	1	6,10,11,15,18	CSLEGAL14
2	Understanding Title Insurance	1	1	4	CSLEGAL15

**The Urban Development Institute of Australia (WA) – Zoe Saunders –08 9215 3400 – zsaunders@udiawa.com.au**

2	150 Series - Unpacking The Green Growth Plan And Bushfire Frameworks	1.45	1.5	12	UDIAWA69
2	Hot Topics - Strata Title Reform - Decisions Made	1	1	12,13,15,16	UDIAWA70
2	What is Our Water Future?	1	1	11,12,13	UDIAWA73
2	Implementing Planning For Bushfire Protection	1	1	12,13,14	UDIAWA74
2	Hot Topics: Designing WA Is Coming - How It Will Affect Your Projects?	1	1	12	UDIAWA75
2	Hot Topics	1	1	12	UDIAWA76
2	Advance Your Career - Module 1 - Basic Skills And The Planning Framework	6	6	4,6,8,9,12	UDIAWA77
2	Advance Your Career - Module 2 - Project Planning And Marketing	6	6	4,6,8,14,15	UDIAWA78
2	Advance Your Career - Module 3 - Environment And Sustainability	6	6	4,6,7,9,13	UDIAWA79
2	Advance Your Career - Module 4 - Project Management	6	6	4,6,7,10,14,15	UDIAWA80
2	Advance Your Career - Module 5 - Building The Development	6	6	4,6,13,14	UDIAWA81
2	Advance Your Career - Module 6 - Practical Application	6	6	4,6,13,14	UDIAWA82
2	"Hot Topics" Critical Insights Into Perth's Apartment Market - Where Should Industry Be Focussing Its Efforts?	1	1	13,15	UDIAWA83
2	Today's Vision, Tomorrow's Reality	3 Days	7	4,6,13	UDIAWA84
2	Hot Topics - 2016 Census Unpacked - Changing Face of Perth And What it Means For Industry	1	1	10,11,12,13,14,15,16,17,18	UDIAWA85
2	UDIA WA State Conference	7	1	4,5,13,15,16	UDIAWA86
2	UDIA Professional Development Program - Advance Your Career - Module 4 - Project Management	6	2	4,6,7,10,14,15	UDIAWA87
2	Industry Breakfast – "What's Next for the Perth & Peel @ 3.5M Sub Regional frameworks? – Delivering on the Ground"	1.5	1.5	13	UDIAWA88
2	Industry Breakfast - Working with Style (s) - A masterclass in understanding communication styles in the workplace	2	0.5	6,7,8	UDIAWA89

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**Training & Safety Consultants Pty Ltd - Ray Cooke - 08 9240 6250 - ray@tasc-perth.com.au**

2	The Proposed New Work Health And Safety Laws in WA	1	1	12	TASC01
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**Vicinity Limited - Vicinity Centres - Angela Gamble - 03 99361169 - angela.gamble@vicinity.com.au**

4	Anti-Money Laundering	1	1	4,7,11,12	VICL01
4	Ethics And Conduct	1	1	4,7,11,12	VICL02
4	Privacy Essentials	0:30	0.5	4,7,11,12	VICL03
4	In-house Compliance: Cyber Bytes - Think Before You Post	1	0.5	4, 6, 11	VICL04
4	In-house Compliance: Cyber Bytes - Email Threats	1	0.5	4, 6, 11	VICL05
4	In-house Compliance: Unfair Contracts - Legislation Presentation	1	0.5	4,6,8,9,10,11,12,13,14,18	VICL06
4	Your Obligations in 10	1	0.5	4,6,7,11	VICL07

**Vision Equity Training Group Pty Ltd - RISE PD - Deanne McCulloch 9296 9408 - dee@risepdtraining.com.au**

2	Blackbelt Selling - Masters in Sales Science	7	7	1,2,3	RISE 49
2	Keep Your Doors Open - Risk Management, Foreign Investment And Exiting The Industry Planning	7	7	4,10,11,12,18	RISE 50
2	Contract Law 101	1	1	1,4,10,12,18	RISE 51
2	Managing Risk - Exiting The Industry	1	1	4,7,10,11,12,18	RISE 52
2	The Sales Matrix	1	1	4,15	RISE 53
2	Social Media	1	1	4,6,8	RISE 54
2	Promote Indigenous Cultural Safety	2	2	4,6,8,11,12	RISE 55
2	We Have An App For That - Part 1	1	1	4,6,8,11,12	RISE 56
2	We Have An App For That - Part 2	1	1	4,6,8,11,12	RISE 57
2	Work Legally And Ethically - Property Management	1	1	1,4,10,12,18	RISE 58
2	Managing Risk - Property Management	1	1	4,10,11,12,18	RISE 59
2	Work Legally And Ethically - Sales	1	1	1,4,10,12	RISE 60
2	Use Communication to Build Relationships	1	1	4,6,8	RISE 61
2	Managing Organisational Change	1	1	4,6,11	RISE 62
2	Managing Risk - Sales	1	1	4,10,11,12,18	RISE 63
2	Developing And Using Emotional Intelligence	1	1	4,6	RISE 64
2	Conflict Resolution	1	1	4,6	RISE 65
2	Working With Diverse People	1	1	4,6,8,11,12	RISE 66
2	Managing Risk - Business Development	1	1	4,6,7,10,11,12,18	RISE 67
2	The Sales Process	1	1	15	RISE 68

**Westmont Legal Pty Ltd - Westmont Legal - Gavin Jahn - (08) 9388 2161 - gavin@westmontlegal.com.au**

2	Law of Contracts And The Property Settlement Process	3:30	3.5	10,15	16WLP01
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