



## Wyndham Central College Career News

No. 08: 07 June, 2019

The Wyndham Central College Career Newsletter will be published fortnightly to keep students informed of events relating to their career pathways. It will include information regarding tertiary pathways – University & TAFE – as well as employment/industry pathways. The Careers Office, in the Student Services Centre, is a resource centre for our students with current institutional handbooks and brochures at their disposal. Students are invited to visit, browse and question. An open door policy exists to ensure students make informed decisions about future pathways. Initial Year 12 interviews to assist students with the momentous decisions facing them this year have concluded. Year 9-11 Career Interviews have commenced this term. Parents/guardians are welcome to take advantage of the services provided. Appointments can be made to discuss the future pathways of their children. The Years 7 to 11 Careers Programs have also commenced this term.

### REMINDERS...

- **Year 9 – 11 Career Interviews: Staggered commencement. Year 11 Interviews will continue next week followed by remaining Year 10 interviews first week Term 3. Year 9 Morrisby Testing took place between the 7<sup>th</sup> – 11<sup>th</sup> May & Interviews will commence on Tuesday 12<sup>th</sup> June. Letters were sent home outlining the process.**
- **Year 9, 10 & 11 Straw Polls for 2019 Subject/Program Selection Due: Tuesday 25 June Tertiary Information Service Event (TIS) – Year 12 Students: Thursday 18 July**
- **Year 9 – 11 Pathways Expo (Academic & Applied Focus/Defence Force Presentation): Monday 22 July**
- **Year 10 into 11 Subject Tasters: Tuesday 23 July**
- **Years 9 – 11 Subject Expo: Wednesday 24 July, Sessions 1 – 4**
- **Subject Selection Counselling (SSC's) for Years 9 – 11 Students/Parents: Thursday 25 July, 9am – 7pm**

### CareerNews Key Dates & Reminders

#### For all Students:

##### Holmesglen Institute Open Day

The next open day at Holmesglen is on Thursday 20<sup>th</sup> June. You can choose your chosen area and reserve your place here:

<https://holmesglen.edu.au/opendays/>

##### Chisholm Institute

##### July School Holiday Workshops

For students aged 14 - 19 years.

Times: 9.30am to 3.30pm

Where: Frankston campus

Cost \$15 which includes a light lunch. Bookings are essential so please register here:

[www.chisholm.edu.au/workshops](http://www.chisholm.edu.au/workshops)



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### **For all VCE Students:**

#### **Inside Monash Seminars**

When: Running until August.

Spend 90 minutes with an academic, a current and a past student on campus and discover what it's really like to study at Monash. To view the faculties and seminar dates visit: <https://www.monash.edu/inside-monash>

#### **Monash Information Evenings**

When: Running until September.

Times: 6.30pm – 8.00pm.

Sessions will be held at various locations across Victoria. For further details and to register please visit: <https://www.monash.edu/information-evenings>

#### **Victoria University Information Evenings**

When: Running until the 25th of June.

These evenings feature a broad range of VU's undergraduate course offerings.

To register for the course areas that interest you please visit: <http://study.vu.edu.au/information-sessions>

#### **La Trobe University**

##### **'Experience Clever'**

The dates/campus: 3rd July – Bendigo, 5th July – Melbourne

To register visit: <https://www.latrobe.edu.au/study/life/events/experience-clever>

## ● **News & Updates**

### **University of Melbourne Update**

#### **Murrup Barak Experience & Leadership Camp - Applications are now open for 2019!**

Murrup Barak hosts an annual Open Day Camp which allows Aboriginal and Torres Strait Islander high school students in years 11 & 12 to experience university life. The camp is no cost to schools, students or families. Accommodation, transport to the camp and activities are all covered by Murrup Barak. The camp runs at the same time as the University of Melbourne's Open Day.

Camp dates are from 16th-19<sup>th</sup> of August.

For enquires you can email [murrupbarak-camps@unimelb.edu.au](mailto:murrupbarak-camps@unimelb.edu.au) or for all details visit:

<https://murrupbarak.unimelb.edu.au/study/future-students/undergraduate-study/camps>

### **RMIT Update**

#### **RMIT Elite Athlete Program (REAP)**

Each year RMIT supports 200 elite and emerging athletes to achieve both sporting and academic excellence.



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The benefits can include:

- Adjustment factors for course entry (10 adjustment factors towards your aggregate score. Equivalent to 5-6 ATAR points)
- Timetabling assistance and class flexibility
- Assessment and exam flexibility
- Opportunity to study with other institutions Free health services including: Osteopathy, Chiropractic, Chinese Medicine, Massage and Psychology
- Gym Membership

Elite Athletes (only) can also receive:

- Personalised degree advice and course planning
- Sports Scholarships
- International Travel Grants up to \$5,000
- Athlete support workshops

To read about the criteria please visit:

<https://www.rmit.edu.au/students/life-and-work-opportunities/sport-and-fitness/elite-athletes>

### **Deakin University Update**

#### **Communication & Creative Arts Work Experience Program**

A hands-on work experience program for high-performing Year 10 students interested in a career in the creative industries. The week-long program is centered around a series of interactive workshops within their state-of-the-art facilities.

The details are:

When: 17<sup>th</sup> – 21th June

Time: 9am – 4pm

Where: Burwood campus

#### **STEM Work Experience Program for Young Women**

This is a week-long program which provides an introduction to STEM at a tertiary level. It allows participants to experience possible STEM career pathways in a fun and nurturing environment with a range of workshops and hands-on activities. You will spend a day within each area of the faculty; Life and Environmental Sciences, Engineering, Architecture & Built Environment and Information Technology.

The details are:

When: 24th –28th June

Time: 9am – 4pm

Where: Waurm Ponds campus

For further information on these events, please contact:

Phone: 1800 693 888

Email: myfuture@deakin.edu.au



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### **Victoria University Update**

Victoria University (VU) is the University of the West. They are a dual-sector university and have over 40,000 students enrolled higher education, vocational education and training students studying on their campuses. Being a dual-sector university means that students can progress through a pathway from vocational education to higher education i.e. from a certificate or diploma course through to an undergraduate degree or even a postgraduate qualification.

VU have a number of information sessions remaining (listed in key dates & reminders) and also a tertiary information session coming up:

### **Win a 5-day Fashion Design Portfolio Development Workshop**

Are you in Year 12 and pursuing fashion? Why not get some extra assistance with your portfolio by entering the draw to win a 5-day Fashion Design Portfolio Development workshop at Torrens University in Melbourne? Torrens are currently running a competition where 50 students can win the opportunity to attend their exclusive 5-day Workshop.

The dates: 1st - 5th July 2019

Times: 10-4pm

Where: Torrens University Australia, Flinders Street Campus - 196 Flinders Street, Melbourne.

Follow this link as soon as possible if you're interested: <https://gleam.io/tlf1z/50-winners-5-day-fashion-design-portfolio-development-workshop-for-year-12s-torrens-university-australia>

### **Open Days 2019: All Year 11 & 12 Students are advised to attend**

INSTITUTION	DATE	TIME	CONTACT DETAILS
<b>Australian Catholic University</b> Melbourne Campus Ballarat Campus	Sun 11 Aug Sun 25 Aug	10am – 3pm 10am – 2pm	1300 ASK ACU Email: <a href="https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day">https://www.acu.edu.au/student-life/experience-uni-before-you-start/open-day</a>
<b>Box Hill Institute of TAFE</b> Box Hill Campus Lilydale Campus	Sun 25 Aug Sun 15 Sep	10am – 3pm 10am – 3pm	1300 269 445 <a href="http://www.boxhill.edu.au/openday">www.boxhill.edu.au/openday</a>
<b>Chisholm Institute</b> Dandenong	Mon 16 Dec	5pm - 7pm	1300 244 746 <a href="https://www.chisholm.edu.au/open">https://www.chisholm.edu.au/open</a>
<b>Deakin College</b> Geelong Campus (Waurin Ponds & Waterfront) Melbourne (Burwood) Campus <b>Deakin University</b> Geelong Campus (Waurin Ponds & Waterfront) Melbourne Burwood	Sun 18 Aug Sun 25 Aug  Sun 18 Aug Sun 25 Aug Sun 4 Aug	9am – 3pm 9am – 3pm  9am – 3pm 9am – 3pm 10am – 2pm	1800 334 733 <a href="http://openday.deakin.edu.au/">http://openday.deakin.edu.au/</a>



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Warnambool			
<b>Federation University of Australia</b>			1800 333 864 <a href="https://federation.edu.au/openday">https://federation.edu.au/openday</a>
<b>Holmesglen Institute</b> All campuses	Thur 20 June	Various	1300 639 888 <a href="https://holmesglen.edu.au/Students/Open-Days/">https://holmesglen.edu.au/Students/Open-Days/</a>
<b>JMC Academy</b>	Sat 24 Aug		1300 410 311 <a href="https://www.jmccademy.edu.au/events/open-days">https://www.jmccademy.edu.au/events/open-days</a>
<b>La Trobe College</b> Melbourne (Bundoora)	Sun 4 Aug		1300 135 045 <a href="https://www.latrobecollegeaustralia.edu.au/">https://www.latrobecollegeaustralia.edu.au/</a>
<b>La Trobe University</b> Shepparton Campus	Fri 2 Aug	3pm - 7pm	<a href="https://www.latrobe.edu.au/openday">https://www.latrobe.edu.au/openday</a>
Melbourne (Bundoora) Campus	Sun 4 Aug	10am - 4pm	
Albury-Wodonga	Sun 18 Aug Sun	10am - 2pm	
Mildura Campus	14 Aug	4pm - 7pm	
Bendigo Campus	Sun 25 Aug	10am - 3pm	
<b>Melbourne Polytechnic</b> Preston Campus	Sun 18 Aug	10am – 3pm	9269 1200 <a href="https://www.melbournepolytechnic.edu.au/open-day">https://www.melbournepolytechnic.edu.au/open-day</a>
<b>Monash University</b> Peninsula Campus	Sat 3 Aug	10am – 3pm	1800 666 274 <a href="https://www.monash.edu/open-day">https://www.monash.edu/open-day</a>
Clayton & Caulfield Campuses	Sun 4 Aug	10am – 4pm	
Parkville Campus	Sun 18 Aug	10am – 3pm	
<b>RMIT</b> Bundoora	Sun 4 Aug	10am – 4pm	9925 2260 <a href="https://openday.rmit.edu.au/">https://openday.rmit.edu.au/</a>
City & Brunswick Campuses	Sun 11 Aug	10am – 4pm	
<b>Swinburne University</b> Hawthorn	Sun 28 July	10am – 4pm	1300 SWINBURNE <a href="https://www.swinburne.edu.au/">https://www.swinburne.edu.au/</a>
<b>University of Melbourne</b> Parkville	Sun 18 Aug	10am – 4pm	1800 801 662 <a href="https://openday.unimelb.edu.au/">https://openday.unimelb.edu.au/</a>
Dookie	Sun 22 Sep	10am – 4pm	
Werribee	Sun 20 Oct	10am – 4pm	
<b>Victoria University</b>			1300 171 755 <a href="https://openday.vu.edu.au/">https://openday.vu.edu.au/</a>
<b>William Angliss Institute of TAFE</b> City	Sat 3 Aug	10am – 3pm	1300 ANGLISS <a href="http://www.angliss.edu.au">http://www.angliss.edu.au</a>
<b>SAE Creative Media Institute</b>	Sun 11 Aug	10am – 2pm	<a href="https://sae.edu.au/news-and-events/events">https://sae.edu.au/news-and-events/events</a>
<b>Collarts (Australian College of the Arts)</b> Fitzroy, Collingwood (Wellington St & Cromwell St)	Sat 31 Aug	10am – 3pm	<a href="https://www.collarts.edu.au/open-day">https://www.collarts.edu.au/open-day</a>

### Career Focus – Real Estate Salesperson

Real Estate salespeople arrange the sale of land, residential properties (such as houses or flats), businesses, factories, shops and farms on behalf of owners. Their work can often be after hours and on weekends and



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involves a great deal of contact with the public and associated professionals such as; builders, valuers, solicitors, conveyancers, banking personal and local council representatives. Real Estate salespeople may specialise in areas such as residential, commercial or business sales. After gaining industry experience, some real estate professionals choose to pursue work in other related positions such as: Property Developer, Property Manager, Finance Broker, Property Broker, Valuer, Investor, Asset Manager or Property Market Analyst.

### Real estate salespeople:

- Discuss the method of sale, presentation of the property, costs and inspection times with vendors (sellers)
- Estimate the current market price and suggest a reserve or minimum selling price by preparing a Comparative Market Analysis (CMA)
- List details of land or buildings for sale and arrange the advertising of properties
- Assess buyers' needs and locate properties for their consideration
- Take prospective buyers to inspect properties
- Advise on merits of properties and the terms of sale
- Arrange legal agreements between vendors and buyers
- Assist with the facilitation of finance

### To be a real estate salesperson it is helpful to:

- Have good communication and negotiation skills
- Have good presentation skills
- Be well presented and have a pleasant manner
- Be able to network effectively
- Be able to work without direct supervision
- Have a sales focus
- Have good organisational skills and attention to detail
- Good working knowledge of the local area in which you work

To work in the real estate industry in Victoria, you will need to complete your 'Agents Representative' course. If your interest is to become a licensed estate agent to operate your own real estate agency, you will need to complete a Certificate IV in Property Services (Real Estate) with the REIV or a Diploma at TAFE. This can be undertaken after you have completed your 'Sub-Agents Representative' course and gained relevant industry experience, whereby you will receive RPL (Recognition of Prior Learning). Most courses are part time and have flexible study options however you will need to enquire directly with your chosen institution.

You will need to be 18 years or older to undertake these courses unless undertaking a traineeship. Some entry requirements including a language literacy and numeracy assessment and/or a pre-training review and for some institutions require you to be currently working in the industry.



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Below is a list of the 'Agents Representative' courses, 'Certificate IV in Property Services (Real Estate)' and tertiary study options:

<b>'Agents' Representative' course</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Box Hill Institute</b>	Box Hill, Lilydale	Certificate IV in Property Services (Real Estate)	6 months	NA
<b>Chisholm Institute</b>	Cranbourne	Certificate IV in Property Services (Real Estate)	5 days	NA
<b>Kangan Institute</b>	Broadmeadows	Certificate IV in Property Services (Real Estate) (Partial completion- Licensed Agents Course)	4 days or alternative options	NA
<b>REIV</b>	Ballarat, Camberwell, Eltham, Frankston, Geelong, Traralgon, Werribee.	Agent's Representative Course in Real Estate	5 days	NA
<b>Swinburne</b>	Hawthorn, Online, Wantirna	Agent's Representative Course	4 weeks	NA
<b>'Licensed Agent' Courses</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Box Hill Institute</b>	Box Hill, Lilydale	Certificate IV in Property Services (Real Estate)	9 months	NA
<b>Chisholm Institute</b>	Cranbourne	Certificate IV in Property Services (Real Estate)	10 months	NA
<b>Kangan Institute</b>	Broadmeadows	Certificate IV in Property Services (Real Estate)	6 months	NA
<b>REIV</b>	Camberwell	Certificate IV in Property Services (Real Estate)	43-46 Weeks	NA
<b>Tertiary Courses</b>				
<b>Institution</b>	<b>Campus</b>	<b>Course</b>	<b>Duration</b>	<b>ATAR</b>
<b>Deakin University</b>	Cloud, Melbourne	Bachelor of Property and Real Estate	3 Years	70
		Bachelor of Property and Real Estate/Commerce	4 Years	80.70
		Bachelor of Property and Real Estate/Laws	5 Years	NA



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Note: \* NA – Not applicable or under 5 offers were previously made, ATAR is based on the lowest selection rank with adjustment factors.

(As subjects, course structures and requirements can vary between institutions, it is necessary to contact your chosen institution for further information).

Mrs Kathy Karlovic

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