

**Email Message**

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**From:** [fsecatore \[SMTP: \[REDACTED\]\]](#)  
**To:** [consumerpropertylawreview](#)  
[\[NOTES:consumerpropertylawreview@justice.vic.gov.au\]](#)  
**Cc:**  
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To Whom it may concern;

I am voicing my opinion in regards to the existing qualifications required to obtain an Estate Agents Licence.

In my opinion, obtaining the full Estate Agents Licence in Victoria is too easy and should not be granted to any person who has undertaken the existing course and served only 1 (one) year as an Agents representative.

I feel that unless they have served under an Estate agent for a minimum of three (3) years as an Agents representative firstly they do not obtain the necessary on the job training and skills to hold a full licence.

I undertook a comprehensive course back in 1988/9 that involved undertaking a course with 16 subjects that was very thorough, with full exams post each subject and a minimum of 3 (three) years as an agents Representative (sub agent) applied.

Undertaking the course then (Advanced certificate in Real Estate) educating me in all facets of real estate, trust accounting, basic and property law and other relevant subjects.

This had the effect of producing excellent candidates whom I believe are the pinnacle of Estate Agents and Officers in Effective Control.

Today in comparison, any person could be licensed in one (1) year after completing a short course that doesnt deliver quality outcomes and people, people who are in charge of Trust accounts, staff and Real Estate businesses.

I think we should revert back to the way it was, being a fully examined course (Diploma style) together with a minimum of 3 (three) years practising as an Agents representative before an application to be fully licenced should apply.

Kind regards,

Fabian Secatore | Director  
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