

Property Sales Association of Queensland (PSAQ)

Union of Employees

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Thursday, 21 June 2001

By Fax 07 3229 0434

The Minister for Racing, Tourism and Fair Trading
The Hon. Merri Rose, MLA
GPO Box 1141
BRISBANE QLD 4001

Dear Minister,

REGISTRATION OF SALES PEOPLE AND LICENSING OF REAL ESTATE AGENTS – PROPERTY AGENTS AND MOTOR DEALERS ACT 2000

With the new Act almost upon us, the PSAQ has received substantial feedback from the real estate industry in many parts of the State about the progress towards its implementation.

As expected, reactions have been mixed, however the information sessions have been fairly well received and there seems to be a generally-positive response to the new minimum education standards.

Of course there will always be teething problems with any legislative reform, and one issue we have become very much aware of is the time taken to process applications for registration and licensing.

When the Industry was in negotiation with your Department about the minimum educational requirements, one of the strongest messages from your departmental officials was that they didn't want these requirements to be an "*artificial* barrier to entry" – ie. they didn't want them to unnecessarily impede employment.

As the Act requires a person to actually hold a licence or to be registered before commencing employment, it is also imperative, in our view, that the process of issuing the appropriate licence or certificate of registration be as expedient as possible.

Our feedback is that, after obtaining the necessary qualifications, the wait for the licence or certificate of registration is between three and six weeks – is this not an "*artificial* barrier to entry"?

Rather than simply coming to you with a complaint, we have tried to come up with a workable solution . . .

Our investigations have led us to understand that, in at least one other State, applicants for the appropriate licence or registration are issued with a probationary certificate immediately they lodge their application. This allows them to gain employment and to comply with the law at the same time.

The full licence or certificate is then issued after the department has made its enquiries.

In our view, such an arrangement could work equally well in Queensland. If the application and fee was lodged after completing the required modules with the registered training organisation and the probationary certificate was immediately issued for, say, three months, this would give the Department adequate time to process the application.

This time frame would also tie in with the three month probationary period which applies to employment under the Industrial Relations Act.

In the view of the PSAQ, this matter needs to be addressed as a matter of urgency, as employers are increasingly finding it difficult to employ people who have now done the required training but have not received their certificate or licence.

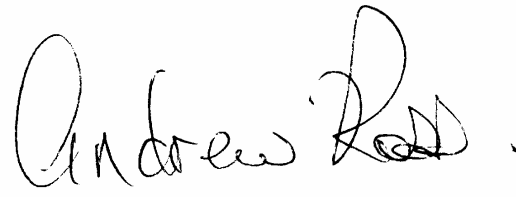
Thank you for the opportunity to again give you some feedback. Please contact us if you have any questions or would like to discuss this matter with view to implementing a solution.

Yours faithfully,



BARRY GANNON.
PSAQ State Secretary

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ANDREW ROSS.
PSAQ Vice President

Cc Don Mackenzie (CEO, REIQ)