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Media release

Mentor's first real estate course a success attracting career aspirants & property advisory professionals



The success and feedback of students in Mentor Education Group's (Mentor) inaugural Real Estate Agents Representative Course (Victoria) has reaffirmed the national RTO's opinion that property will continue to attract career aspirants as well as professional financial advisory practitioners seeking to position themselves for the future beyond the Royal Commission and FASEA said Mentor founder and managing director **Dr Mark Sinclair**.

Commenting further, Dr Sinclair said Australians have always had a strong affinity with the property market and it's a key driver of the nation's economy – in fact the 'pulse' of the real estate sector provides a good indication of the country's economic prosperity and prospects.

"Every Australian every day is influenced by property as a place of work, living, entertainment, etc and thus can relate to it", said Dr Sinclair.

"It's also an aspiration as a family home; creates wealth by direct investment or property fund; as part of an SMSF or superannuation strategy; and for seniors can improve their financial position in retirement by activating the value in the home".

"Quite simply the importance and influence of property to create wealth or support lifestyle ambitions is immense."



Mentor's Real Estate Agents Representative Course (Victoria) was developed in partnership with industry stalwart and principal of MAB5 Property Network Mr Mario Bertone.

Mario Bertone said, "The growth of Australia's property market in the major capital cities has provided an incentive for many individuals to consider a career change into real estate, or to establish a business in this sector one day".

"This was reflected in the diversity of reasons and backgrounds of the students that undertook Mentor's property learning program i.e. some were already

employed in the real estate sector and were upskilling; others looking to advance their careers – whilst others were seeking a new profession, to enhance their knowledge, and the list goes on”.

Interestingly, the diversity of the students also included age, sex, professions, aspirations and multicultural background added Mario Bertone.

“For financial planners, accountants and brokers the course provides two unique benefits 1) as an opportunity to improve personal knowledge and appreciation of inner workings of the property sector; and 2) the enhanced knowledge and literacy provides essential conversation starters to assist clients to identify needs, issues and aspirations”, said Dr Sinclair.

The course leaders (including Mario Bertone), are industry experienced experts in their respective fields and this was especially welcomed and appreciated by the financial advisory participants.

Enrolments for Mentor’s November Real Estate Agents Representative Course (Victoria) are well underway and Mario Bertone is confident student numbers will surpass the first program.

Dr Sinclair confirmed that plans were well advanced to launch the Certificate IV in Property Services (Real Estate) Victoria in 2019 for those graduates seeking to upgrade their skills and become fully licensed agents or principal licensees.

Enquiries and enrolments for the Mentor’s Real Estate Agents Representative Course (Victoria) are welcome & details are available on the Mentor website.

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