

PIPA Accreditation Program Overview

Program Aim

Property Investment Professionals of Australia (PIPA) has developed the PIPA Accreditation Program, a professional industry award, to address the need for professionals in the property investment industry and related industries to be appropriately qualified to give advice in property investment.

PIPA is committed to the development of industry standards in property investment advice. It has developed the Accreditation Program as the first step in quality education for all those involved in giving property investment advice to retail property investors.

The Accreditation Program has been aligned with the Financial Services Reform (FSR) provisions of the Corporations Act and with ASIC RG 146 training requirements for regulated financial services. This program has been developed as an industry benchmark of knowledge and skills for all those professionals in industries involved with property investment and for individuals wishing to develop a career in property investment advising.

Program structure

This program is an Industry Accreditation Program, consisting of five modules, each containing seven -10 topics. Each module is provided via documents which are downloaded via our website. Assessment is a blended approach, consisting of an exam and an assignment for each module, plus a skills assessment as a third assessment component of Module 4. Each module is designed to be studied at your own pace, with a time limit to complete each module of 6 months from the date of enrolment. Modules should be studied in sequence from Module 1 to Module 5 - that is, later modules will assume that you have already completed the earlier ones. Participants who successfully complete the program and satisfy PIPA criteria will be entitled to use the post-nominal "QPPIA®" (Qualified Property Investment Adviser).

What is PIPA?

Property Investment Professionals of Australia Ltd (PIPA) was formed by industry practitioners with the objective of representing and raising the professional standards of all those industries involved with property investment. By developing codes of ethics and conduct, and professional standards of accreditation and education, PIPA demonstrate to the investing public, government, regulators, the media and other stakeholders their commitment to excellence. PIPA welcomes the opportunity to invite you to join as a member. Their website address is www.pipa.asn.au

Program Content

Module 1: Introduction to Property Investment.

Module 1 provides an overview of property investment. This module begins with definitions of advice and discussion of the possible implications of Financial Services Reform, and outlines an approved process for giving property investment advice. The module outlines principles of town planning and land use, discusses architecture and building styles, examines direct and indirect property types, and considers the relationship between economic markets and property markets. The module also outlines the principles of property valuation and the factors that should be considered when evaluating a potential investment property, and provides an overview of the main players in the property industry.

Module 2: Ethical Guidelines and Regulatory Requirements.

Module 2 focuses on ethics, legislation and regulation. This module begins with a discussion of Codes of Practice, Codes of Ethics and industry 'norms'. The module also examines legislation relating to consumers and legislation relating to property. External regulators and their roles are outlined. This module also discusses establishing and complying with organisational guidelines. Other important topics in this module are consumer protection, investment literacy, and due diligence.

Module 3: Elements of a Property Investment Strategy.

Module 3 provides you with the background to enable you to develop a property investment strategy, including principles of investment finance, how property fits into an investment portfolio, property investment strategies and principles of strategy development. This module also explains financial calculations and analysis of returns. Researching and analysing information about property is also explained. Finally, principles of property management and taxation of property are discussed.

Module 4: Building Property Investment Strategies to Achieve Client Investment Goals.

Module 4 outlines traditional financial planning processes for determining client requirements and expectations, but it does so with a focus on property investment and the property investment process. The module begins with the client interview and goes on to discuss explaining the property investment process to the client. The module examines how the client's preferences, priorities and financial situation are determined, how decisions are made about appropriate ownership structures for the client, and how to establish the client's property investment parameters. The module then outlines formulation of a strategy for a client, presenting recommendations to the client, explaining the principles of ongoing review, and preparing and filing client documentation.

Module 5: Implement and Manage the Property Investment Strategy.

Module 5 discusses the process of selecting a property for the client, showing the property to the client, and negotiating the purchase. This module explains contractual purchase and settlement, financing the property, establishing ongoing management, monitoring the performance of the property investment, and managing contingencies such as time without a tenant or a drop in property prices. The roles of associated people such as solicitors, bankers, insurers, conveyancers, accountants, financial planners and financiers are discussed. Finally, this module outlines processes for reviewing a client's investment strategy.

Recognition of Prior Learning

PIPA recognises your prior learning and experience and is happy to consider your application for Recognition of Prior Learning. Please contact us to discuss your options.

Program enrolment fees

You may order modules as you require them. Once despatched, you will be provided with six calendar months to complete your module.

Fees are:

Module One	\$795.00
Module two – five	\$495.00 each module

Total program fee	\$2775.00
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OR

Order and pay for all modules in advance to obtain a discount;

Modules one - five	\$2495.00
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All fees include GST

Application for enrolment

Step 1

Download and complete the enrolment form located on our website

Step 2

Scan and lodge your enrolment application via email to: info@pipa.asn.au

Step 3

Once you have submitted your enrolment form, your application will be assessed. You will be notified via email of the status of your application.

For further enquiries please visit our website;

www.pipa.asn.au