

# PIPA ACCREDITATION PROGRAM

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## Module Outlines

[www.pipa.asn.au](http://www.pipa.asn.au)

PROPERTY  
INVESTMENT  
PROFESSIONALS  
OF AUSTRALIA

PIPA

# Who is PIPA?

The Property Investment Professionals of Australia (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 and its members demonstrate to the investing public, government, regulators, media, and other stakeholders their commitment to excellence.

## Program Aim

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 Regulatory Guide 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 six modules. Each module is divided into topics which you progress through via the online learning portal.

Assessment is a blended approach, consisting of end of topic assessments and a final online exam for each module, plus a skills assessment as a third assessment component of Module 6.

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 6 - 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 "QPIA®" (Qualified Property Investment Adviser)\*\*.

## 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 - Six            \$550.00 each module

**Total Program Fee            \$3,300.00**

OR

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

**Modules One - Six            \$2,970.00**

All fees include GST

# Module One Content



## Module 1: An Introduction to Property Investing

This module includes a brief introduction to the principles of risk and return, considers the aspects of direct property that distinguish it from other asset classes, as well as providing a brief history of property investment.

Investment in property can be a highly successful strategy for wealth creation; however, it needs to be considered in light of the mix of assets contained in your client's investment portfolio. Investors need to understand the relative merits, risks, and possible returns of all different types of investment classes in order to make an informed decision. Being able to research, analyse and evaluate the merits of property is a necessary skill for a property investment adviser.

Module 1 is therefore designed to provide you with the foundational knowledge base to complete the rest of the course.



## Content Outline

Topic 1 – Introduction to Property and Property Types

Topic 2 – Investment, Property as an Investment and Property Advice

Topic 3 – Principles of Strategy Development

Topic 4 – Other Property Strategies and Exit Strategies



## Learning Objectives

- Define the concept of property as an item that can be purchased and held
- Explain the possible positive benefits associated with investing in property
- Compare five different categories of property and their benefits and downsides
- Explain the different structures available to purchase investment property
- Discuss the relative merits of property types such as off the plan, commercial, niche, and residential property
- Understand what it means to invest
- Identify property investment as a unique type of investment
- Understand the concepts of advice and property advice
- Identify the types of advice that can be given to clients and the distinctions between them
- Identify the roles and responsibilities of property investment and financial planning professionals
- Identify the importance of different types of basic investing principles such as diversity, risk, research, and finance
- List the criteria applicable to assess potential property investment suitability for clients
- Describe property investment strategies such as trading, developing, and speculating
- Define the importance of an exit strategy for your clients and what that involves including selling, keeping, or selling part thereof
- Introduce the concept of a Property Investment Report (PIR)

# Suggested Study Schedule

The following is a suggested timeframe only. As this is a self-paced learning program, you can take as much or as little time as you need. The time you are able to spend on the program will depend on your work and other commitments.

The following schedule is suggested for a person who is fitting in study around full-time work. If you are not working full time and can devote more time to study, you may find you can progress more quickly.



## Module 1: An Introduction to Property Investing

<b>Week 1</b>	Read through the Course Introduction.
<b>Week 2</b>	Read Topic 1 and do the activities.
<b>Week 3</b>	Read Topic 2 and do the activities.
<b>Week 4</b>	Read Topic 3 and do the activities.
<b>Week 5</b>	Read Topic 4 and do the activities.
<b>Week 6</b>	Read the Module Summary.
<b>Week 7</b>	Complete the assessments.