

## NSW Commercial and Retail CPD



### Now you can undertake ALL your Real Estate training from the comfort of home.

As a Registered Training Organisation, the NSW Real Estate Training College is offering Commercial and Retail Continuing Professional Development modules, each worth 12 points of CPD and costing \$89.00. These module will satisfy your CPD requirements for 12 months. Our commercial and retail CPD modules include:

CPD COURSE	\$89.00
Commercial Lease Agreements Obligations and Recent Decisions	Provides an outline of landlord & tenant rights in NSW
Retail Leases in NSW - Recent Decisions	Looks at some key recent decisions in the area of Retail Leases
Industrial and Retail Leasing and the PPSA	Looks at some key recent decisions in the area of industrial and retail leases in NSW
Landlord's Duty of Care	Examines Landlord's responsibilities under commercial and retail leases
Commercial Leases: Option to Renew and Building Disclosures	Covers negotiating the Option to Renew a commercial lease, commercial building disclosures and advertising compliance for NABERS energy rating
Commercial Leases – Rent review, Disputes & Bonds	This course covers what a Commercial Lease is, negotiating rent review, dispute resolution for Commercial Leases & Commercial & Retail Security Bonds

On completion of training participants will obtain a Certificate of participation for 12 Category CPD points as required by NSW Fair Trading.



START TODAY WITH INTERNET BASED TRAINING SO YOU CAN STUDY FROM HOME!

### 3 simple steps to enrol

- 1 Complete the enrolment form (located on our website) and return to us by fax or email.
- 2 Click on the course you wish to undertake. If this is your first visit, follow the directions on how to create a new account.
- 3 Pay for your course online using your credit card. Confirmation of your enrolment will be emailed to you within 24 hours.

*... you then simply log on and start your studies!*

### Want to know more?

For further information, please call or email us today, or visit us at [realestatetraining.com.au](http://realestatetraining.com.au)



NATIONALLY RECOGNISED  
TRAINING

Registered Training Organisation Number 91003

NOTE: please refer to [fairtrading.nsw.gov.au](http://fairtrading.nsw.gov.au) for information on licence eligibility.

email: [train@realestatetraining.com.au](mailto:train@realestatetraining.com.au)



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02 9479 9720

## Industrial Commercial Lease Agreements: Obligations and recent decisions

This course provides an outline of landlord and tenant rights and responsibilities under a Commercial Lease Agreement In NSW. Students are provided with a Commercial Lease checklist and tips for negotiating the terms of the lease agreement. Recent decisions regarding commercial lease obligations are also examined.

## Industrial and Retail Leasing and the PPSA

This CPD course looks at some key recent decisions in the area of Industrial and Retail Leases in NSW. It also examines rights and responsibilities under the Lease including:

- Fixtures
- Damage to premises
- Make good provisions
- Rent increases
- Rent reviews
- Quiet enjoyment
- The impact of the Personal Property Securities Act 2009

The purpose of this CPD training is to ensure that you are aware of recent decisions which clarify, interpret and sometimes expand definitions set out under the legislation.

## Retail Leases in NSW - Recent Decisions

This course looks at some key recent decisions in the area of Retail Leases in NSW. The course covers elements of the Retail Leases Act 1994 NSW including:

- Definition of a retail lease
- "Permitted use" under a retail use
- Options to renew
- "Quiet enjoyment" under a retail lease

The purpose of this CPD is to ensure that you are up to date with recent decisions in the Supreme Court and the Administrative Decisions Tribunal which clarify, interpret and sometimes expand definitions set out under the legislation.

## Landlords Duty of Care

This course examines the commercial and retail landlord's duty of care to visitors to their premises. The course also considers pre-lease agreements and when they become binding. Lastly we focus on the impact of Disabled Access provisions for lessors, lessees and building managers.

## Commercial Leases: Option to Renew and Building Disclosures

This course covers the following:

- Option to Renew
- Negotiating the Option to Renew and a Commercial Lease between a Lessee and Lessor to create a legal agreement for mutual benefit of both parties
- Case study to demonstrate the need to form an agreement with precision and without ambiguity

Commercial Building Disclosures (CBD)

- General compliance to the Commercial Building Disclosures (CBD) program
- Changes to the CBD program
- Advertising compliance for NABERS energy rating

## Commercial Leases – Rent review, Disputes & Bonds

With the exception of retail shop leases (which, like residential leases, are highly regulated by legislation), the terms and conditions that will apply to your commercial lease are typically the subject of negotiation between landlord and tenant.

This course covers:

- What is a Commercial Lease?
- Negotiating rent review
- Dispute resolution for Commercial Leases
- Commercial & Retail Security Bonds

**Need some more information?** Visit [www.realestatetraining.com.au](http://www.realestatetraining.com.au) or call us on 02 9987 2322.