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 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 containing seven - ten 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 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).

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 demonstrates 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: An Introduction to Property Investment

Module 1 provides an overview of the property industry, particularly aspects with which professionals from other industries (such as accounting and financial planning) may not be familiar. In this module, a variety of aspects of the property industry will be discussed. These include basic investing principles, the economy and its cycles, an overview of the legalities that you need to know as well as regulatory body information and different types of property investments.

A property investment adviser needs to have some understanding about each of these aspects of the industry and be able to access further information about them if needed when advising on specific properties.

Module 2: Elements of Property

Module 2 aims to identify different property investment options. It is also to introduce the concept of risk and return and to match the client's investment goals to their risk profiles. This module will delve into different property characteristics in detail. Finally, the module also introduces the property investment advice process.

Module 3: Elements of Property Investment Advising

Module 3 provides an overview of the financial implications of investment in property. It covers such concepts as gearing, depreciation, risk, growth and taxation issues. This useful module gives you an overview of the basic financial models that our property investment framework is built upon in this country such as gearing and tax.

Module 4: Finance and Structuring

Module 4 provides a comprehensive overview of all major factors that need to be taken into account when investors prepare to borrow money. This includes client's potential borrowing capacity, different loan types, ownership structures and how property is valued for finance purposes.

Module 5: The Buying and Selling Process

Module 5 aims to cover the purchasing process in depth. This module will look at how properties are valued and why it is important for your clients to understand valuation. It will also cover negotiation skills, making offers and the purchase process from offer and acceptance through to settlement.

Module 6: The Advice Model

The aim of Module 6 is to cover the face to face elements of property investment advice. Previous modules have covered the technical knowledge necessary to complete this role, whilst this module focuses on the 'soft' skills necessary to build a relationship and trust with potential clients so that you can advise them in the most effective way possible. It also covers the documentation and filing process necessary to keep records efficiently as a Qualified Property Investment Advisor.

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 – Six $495.00 each module

Total program fee $3,270.00

OR

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

Modules one - six $2,945.00

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