

Jake Spargo, Certificate IV in Property Services

What is your traineeship qualification?

I am currently studying a Certificate IV in Property Services. This traineeship allows me to become a fully licenced Real Estate Agent.

How did you find your traineeship?

Via the Internet through MP Personnel Recruitment Services

Why did you choose to do the traineeship you did?

I have always had a keen interest in the property market. This traineeship allows me to develop a network and talk to different people on a daily basis. Every day is different!

What do you do on a day-to-day basis?

I'm currently the acting Personal Assistant for our Principal, Chris Hood. My duties vary from day to day. Some of my duties at the moment include: liaising with potential buyers, vendors, landlords and tenants; organising and attending open homes and auctions; sending letters to required parties

about progress of the sale or requesting documents from solicitors; training regularly; attending appointments and appraisals; other general office duties. This will change once I receive my Agents Representative Certificate. My duties will then include: listing and selling property; marketing myself etc.

What are the great things about your traineeship?

I work in a fantastic industry where jobs are always available. Real estate allows me to meet all sorts of people, which I love, better yet I make money doing it! There is always support available through the Real Estate Institute of Victoria, through the office or other offices. One of the best feelings in the world is helping people buy their dream home or achieve a great price when selling. I was surprised how appreciative people can be! I love receiving great testimonials back from happy clients.

What are the not so great things?

The hours can be long and the work can be stressful at the start. However, once you start seeing results it makes the 50 to 60 hour weeks all worth it.

Why did you decide to change your career direction after school from university to a traineeship?

I went to uni for a year and studied Occupational Therapy (OT). This was because I thought that university was the only option if I wanted a good career that makes decent money. OT suited my interests in sport and meeting different people, however it didn't suit me.

Real estate offers everything I enjoy in life without needing a four year degree. I'm not saying don't give university a go, rather really think about your career options and consider everything. Changing your career isn't a bad thing! If you find something you love doing, like I have, then go out and do it! University isn't the only option.

If you want to know more about real estate feel free to give me a call on 0488 201 928. I'd be happy to discuss real estate career possibilities with you.

Jake Spargo
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Stockdale and Leggo Real Estate

