

CURATED LEARNING PATH

PROP05

Client-Side Fundamentals & Asset Management



Our industry-specific courses offer a unique approach that not only focuses on technical skills but also emphasises understanding the perspectives of yourself and others in the field. By examining the distinct responsibilities of each key role in commercial property management and leasing, we foster a deeper understanding of the dynamics and interactions between stakeholders.

Whether you're a leasing agent, property manager, or real estate professional, this course will equip you with the skills and knowledge to navigate the complexities of commercial leasing and elevate your career.

Enrol today and gain practical insights that will help you advance in the industry, improve your day-to-day performance, and increase your professional value.

What is **SKILLINGS** Education?

SKILLINGS Education is Australasia's #1 eLearning platform for real estate, offering the only comprehensive self-guided training platform for the real estate and construction industries.

Our training programs are used by organisations in 28 cities worldwide to cross-train employees using specific course libraries. The complete SKILLINGS Education library, with over 500 courses, is now available to individuals for the first time.


What is **SPECIAL** about us?

Our courses offer a unique approach that explores both your role and the roles of others you collaborate with in your work. This dual perspective helps you gain a deeper understanding of your responsibilities and enhances your ability to navigate complex professional relationships, setting our training apart from traditional, role-based learning.

By gaining insights into various professional perspectives, you'll be better equipped to collaborate effectively, make informed decisions, and tackle real-world challenges in your field.

This approach ensures that you're not just learning theory, but gaining skills that will directly impact your daily performance and career growth.

Designed for professionals at all stages of their careers, from beginners to seasoned experts, our courses include real-world scenarios, case studies, and interactive quizzes to reinforce your learning. Whether you're building foundational knowledge or enhancing advanced skills, our courses are ideal for professionals looking to advance their expertise and make an immediate impact in their roles.



Start learning today
and elevate your
career with the
practical, actionable
insights that set our
training apart.

How does it **WORK?**



5 COURSES

The PROP05 curated learning path follows a self-paced learning model, with approximately 30 minutes of study recommended per week over 4 weeks. Extensions may be available upon request.



COMPREHENSIVE COURSE RESOURCES

To support your learning experience, learners will receive supplementary materials, including a Participant's Guide and Course Resource Workbook. These materials are designed to reinforce key concepts, provide additional exercises, and serve as valuable references to deepen your understanding and enhance your learning. The Participant's Guide will serve as a quick guide to your learning journey, while the Course Resource Workbook reinforces your learning and help you apply key concepts.

These materials are easily accessible online, allowing you to refer to them anytime during and after the course.




DEDICATED SUPPORT TEAM

Throughout the course, learners are supported by our dedicated support team, who are available via email, live chat, or phone to answer questions, provide guidance, and assist with any challenges. Our team offers personalised, responsive support, ensuring that your specific needs are addressed promptly. We are available throughout the course, including evenings and weekends, to fit your schedule. Additionally, our team proactively checks in to make sure you're progressing smoothly and to offer guidance as needed. And even after you complete the course, you'll continue to have access to ongoing support to help you implement your newfound skills and knowledge.

Learning OUTCOMES

Upon successful completion of this course, participants will:

- Gain a clear understanding of client-side fundamentals across the commercial property lifecycle—including stakeholder engagement, capital upgrades, risk management, and tenant retention.
- Proactively manage tenant relationships, resolve concerns, and maintain high occupancy through effective communication, empathy, and service delivery.
- Evaluate capital improvements and property upgrades that align with investment goals, enhance asset value, and support long-term leasing strategies.
- Develop risk mitigation strategies and insurance frameworks that ensure compliance, financial protection, and operational stability.
- Apply market differentiation tactics to define a property's Unique Value Proposition (UVP), attract targeted tenants, and implement pricing strategies that align with tenant needs.
- Prepare for and respond to emergencies with confidence, using crisis management frameworks that prioritise safety, communication, and adaptive leadership.



Step into your role as a client-side professional—equipped to navigate complexity, lead with commercial insight, and deliver real value to tenants and owners alike.

COURSES

This curated learning path consists of 5 comprehensive courses, each designed to build your expertise step by step:

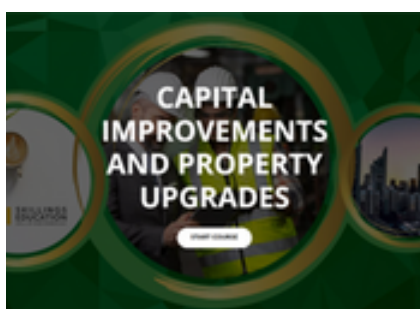


COURSE 1

TENANT RETENTION AND RELATIONSHIP MANAGEMENT

Strengthen tenant relationships to boost satisfaction and retention

Implement best practices for tenant retention and relationship management to improve satisfaction, reduce turnover, and enhance long-term financial health.



COURSE 2

CAPITAL IMPROVEMENTS AND PROPERTY UPGRADES

Enhance property value and tenant appeal through upgrades

Understand how capital improvements and property upgrades enhance tenant satisfaction, balance upgrade costs with ROI, and prioritize enhancements to increase property value and tenant appeal.



COURSE 3

RISK MANAGEMENT AND INSURANCE

Mitigate risks and safeguard assets with insurance strategies

Learn to identify essential insurance policies, leverage a Business Continuity Plan for risk mitigation, and apply strategies to reduce vulnerabilities and manage crises effectively.

COURSES (cont.)



COURSE 4

MARKET DIFFERENTIATION AND LEASING STRATEGY

Differentiate properties and drive occupancy with leasing strategies

Master how to define a Unique Value Proposition, leverage market segmentation, and implement pricing, financial, and marketing strategies to boost occupancy and differentiate properties in the market.



COURSE 5

CRISIS RESPONSE AND EMERGENCY PLANNING

Build resilience with effective crisis response and planning

Gain the skills to proactively develop risk mitigation strategies, implement effective communication during crises, and apply lessons from real-world scenarios to improve long-term resilience.

What is the **COST**?

The cost of the learning path is AUD \$280, offering exceptional value for a comprehensive learning experience. This fee includes:

- ✓ 24/7 eLearning access to the course content for 4 weeks, allowing you to learn at your own pace, anytime, anywhere.
- ✓ Ongoing support from our dedicated team, available to assist you with any questions or challenges throughout the course.
- ✓ Extensive course materials that support and enhance your learning, including practical resources and real-world examples.
- ✓ Certificate of Completion, validating your newly acquired skills and enhancing your professional credentials.



Learn how to think like an asset manager — aligning leasing, upgrades, and risk planning to drive stronger returns and long-term performance.



What our **CUSTOMER** say about our training



SIMON RAPER

DIRECTOR

Head of Savills Design APAC

"The content SKILLINGS Education developed goes beyond the old workplace training models. It focuses on hybrid work, change management, and client-focused design—topics that are highly relevant to our teams and clients."

FAQs

1. What is PROP05 – Client-Side Fundamentals & Asset Management all about?

PROP05 equips you with the mindset and tools to make high-quality, strategic decisions across leasing, asset performance, tenant engagement, and risk management on the client side.

2. Will the PROP05 course content reflect Australian legislation and market context?

Yes – while the concepts are globally applicable, the course is developed by Australian professionals for the Australian market and aligns with local expectations and risk practices.

3. Who is PROP05 designed for?

This course is designed for commercial property managers, asset managers, landlord-side leasing professionals, and advisors transitioning to the client side.

4. Is this course relevant for asset managers or leasing executives?

Yes – if you work on the client side and influence leasing outcomes, tenant decisions, or asset value, this course is for you. It's ideal for property managers, leasing leads, or advisors stepping into broader commercial roles.

5. Do I need any previous experience in commercial real estate to take PROP05 course?

Not at all. PROP05 is a standalone course designed for mid-career professionals – no prerequisites required.

FAQs

6. Do I need to complete previous PROP modules before starting PROP05?

No, prior experience is not required. While some familiarity with real estate concepts is helpful, this course provides foundational knowledge and advanced techniques, making it suitable for both beginners and experienced professionals looking to refine their evaluation and analysis skills.

7. How long does it take to complete the PROP05 course?

The course is designed to be completed in 4 weeks. With 5 individual courses, each taking approximately 20 minutes, you can easily fit learning into your schedule. You'll have plenty of time to go through each course at your own pace and absorb the material.

8. What if I can't complete the PROP05 course within the 4-week timeframe?

We get it—life is busy! That's why the course is flexible. You can complete it in your own time, and if you need more time, we're happy to provide extensions so you can finish at your own pace.

9. How can I enrol in the PROP05 course?

It's simple! Just click the "ENROL NOW" button on our website, complete your purchase, and you'll get access to the course materials within a few hours.

10. Will I receive a certificate of completion upon completing the PROP05 course?

Yes! Once you complete the course, you'll receive a certificate that you can proudly add to your professional credentials to show your expertise in the field.

FAQs

11. What materials are included in the PROP05 course?

The course materials include video lessons, reading resources, practical exercises, and quizzes to reinforce what you've learned. All materials are accessible online, and you can refer to them anytime during the course. These resources are designed to make your learning experience as effective and flexible as possible.

12. What kind of real-world scenarios are included in this PROP05 course?

The course includes realistic commercial property case studies – from negotiating lease renewals and planning upgrades to responding to emergencies and retaining anchor tenants – helping you build judgment through simulation.

13. How will PROP05 course benefit my career or business? Can I apply what I learn immediately in my current role?

Yes. Each module focuses on practical strategies and decision-making tools that you can implement in day-to-day tenant interactions, leasing conversations, and portfolio planning tasks.

14. How is PROP05 different from other property management courses?

PROP05 is not a compliance or systems-focused course – it's designed to help you elevate your thinking and leadership as a client-side professional. You'll gain frameworks for relationship management, crisis response, leasing strategy, and more – all grounded in real-world commercial property scenarios.

15. Does this PROP05 course include legal or compliance advice?

While this course touches on key compliance considerations, it does not replace legal or regulatory advice. The focus is on best practice, stakeholder alignment, and leadership in a landlord context.

How to ENROL

Ready to take the next step? Enrol in the learning path by:

1. ENROL ONLINE

Visit our website [here](#) to purchase the learning path and start your learning journey.

2. CONTACT US DIRECTLY

Reach out to our Team at info@skillingseducation.com.au or call 1300 231 176 to discuss your enrolment.

If you have any questions or need further assistance, don't hesitate to contact us. We look forward to supporting you on your learning journey!



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🌐 skillingseducation.com.au