

## LEARNING COLLECTION OUTLINE

# REIACT Learning Collection: Transitioning Across Commercial Property

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A flexible collection of recommended SKILLINGS Education courses curated for REIACT members looking to broaden their commercial capability, explore new domains, or prepare for sector transitions.



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.

# Learning Collection **OVERVIEW**

This advanced collection is designed for experienced real estate professionals moving between sectors – for example, from leasing to property management, or from asset management into investment management, or investment sales roles. The courses strengthen analytical and financial capability to lead transactions, optimise portfolios, and provide strategic advice.


## **WHO** It's For

- Mid-career REIACT members broadening into commercial specialisation
- Leasing and asset-management professionals stepping into investment sales or portfolio strategy
- Senior property managers and tenant-reps developing advanced negotiation and analytical capability

## Program **BENEFITS**

By completing this pathway, learners will:

- Design and execute leasing strategies that enhance asset competitiveness.
- Apply financial-modelling techniques to guide commercial negotiations.
- Implement risk-management frameworks across multi-tenant assets.
- Communicate high-level strategic insights to landlords, tenants and investors.
- Transition confidently into leasing, investment sales or portfolio-leadership roles.



Advance your career.  
Elevate your impact.

# COURSES

## LEASING - ADVANCED STRATEGY AND NEGOTIATION



### Market Differentiation and Leasing Strategy

Define a property's Unique Value Proposition (UVP) based on its competitive advantages (location, sustainability, tech). Identify target Tenant segments through market analysis. Implement pricing and marketing strategies aligned to the UVP. Evaluate case studies showing how innovation improves occupancy.



### Familiarising with What's on the Market

Track available stock and identify mismatches early. Assess infrastructure, fit-outs and compliance costs that affect suitability. Use competitor insights to strengthen client recommendations.



### From Search to Shortlist: Preferred Options & Lease Negotiations

Apply weighted criteria to shortlist spaces. Engage Legal/Finance Teams at the right stage to prevent approval delays. Recognise clauses that stall deals and leverage secondary options for stronger negotiation outcomes.



### Negotiation Strategies for Rent Reviews

Develop negotiation plans grounded in stakeholder analysis. Use data tools to justify positions. Balance landlord income goals with tenant retention through evidence-based collaboration. Apply creative rent-relief or incentive structures in changing markets.



# COURSES

## LEASING - ADVANCED STRATEGY AND NEGOTIATION



### Strategic Leasing: Financial Modelling & Negotiation

Calculate effective rent and total lease commitment. Model cash flows and NPV to compare options. Evaluate incentives, abatements and Tenant improvement allowances. Link lease structure to valuation and asset performance.



### Strategic Tenant Rep Brief Development

Build structured briefs capturing all operational requirements. Facilitate stakeholder workshops to surface needs. Apply cost-impact scoring to prioritise criteria. Prevent costly mid-search revisions and improve transaction efficiency.

## ASSET MANAGEMENT - OPERATIONAL EXCELLENCE



### Risk Management and Insurance

Identify insurance types essential for Landlords (property, liability, business interruption). Explain the role of business continuity plans as risk-mitigation tools. Apply strategies to manage physical and financial vulnerabilities across portfolios.



### Capital Improvements and Property Upgrades

Assess capital-upgrade priorities that increase Tenant satisfaction and asset value. Balance expenditure with ROI using data-led decision tools. Integrate sustainability and compliance upgrades into long-term plans.

# COURSES

## ASSET MANAGEMENT - OPERATIONAL EXCELLENCE



### Crisis Response and Emergency Planning

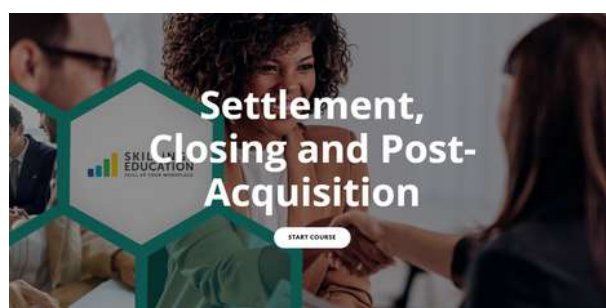
Anticipate potential crises (fire, flood, cyber, Tenant default). Develop adaptive leadership and clear communication plans. Use technology and feedback loops to evaluate response effectiveness and build resilience.

## INVESTMENTS - ADVANCED MODULES



### Financial Analysis & Valuation

Perform advanced cash-flow modelling to determine NOI, IRR, NPV and equity multiple. Interpret valuation outcomes and sensitivity analyses. Support acquisition or disposal decisions using data-driven evidence.



### Settlement, Closing and Post-Acquisition

Understand financing structures (LTV, DSCR, equity vs debt mix). Manage settlement mechanics and documentation. Plan post-acquisition value-add programs and performance monitoring.

# COURSES

## SECTORS - APPLIED LEARNING



### Applied Mini Course: Industrial & Logistics Real Estate

Analyse industrial property through a supply chain lens. Evaluate site selection factors (access, labour, infrastructure). Understand Tenant operations and lease structures unique to logistics assets. Model how e-commerce and automation influence demand.

*Including courses:*

- *Industrial Supply Chain Strategy*
- *Industrial Transactions and Development*
- *Industrial Asset Management*
- *Industrial Leasing*



# How does it **WORK?**



## 12 COURSES

This collection is delivered through self-paced, modular online courses with approximately 10-12 hours of total learning. Learners have three months of access to complete the courses at their own pace, with extension options available if additional time is required.



## COMPREHENSIVE COURSE RESOURCES

To support your learning experience, each collection includes supplementary materials such as a Learning Collection Participant Guide and Collection Resource Workbooks. These resources reinforce key concepts, provide practical exercises, and serve as valuable references to help you apply your learning across the courses you choose to complete.

The Learning Collection Participant Guide introduces the eLearning platform and the collection, while each Course Resource Workbook expands on specific topics and skills. All materials are available online and can be accessed anytime during your three-month enrolment – and beyond for continued reference.



## DEDICATED SUPPORT TEAM

Learners are supported by our dedicated education team, available via email, live chat, or phone to answer questions, provide guidance, and assist with any challenges. Our support is personalised and responsive, ensuring your individual needs are addressed promptly.

Support is available across your three-month access period – including evenings and weekends – to fit your schedule. Our team also checks in periodically to help you stay on track and make the most of your learning experience. Even after completing your chosen courses, you'll continue to have access to ongoing guidance and resources to help you apply your new skills with confidence.

# What is the **COST**?

Access to this learning collection is available for AUD \$280 (for REIACT members) and AUD \$499 (for non-members), providing exceptional value for three months of unlimited access to all courses within the collection. This fee includes:

- ✓ 24/7 eLearning access to the course content for 3 months, 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 case studies, templates and downloadable tools.
- ✓ Certificate of Completion, validating your newly acquired skills and enhancing your professional credentials.

*\*Note: All prices in AUD, including GST.*



**Think like a strategist** — connect market insight, financial modelling, and negotiation skill to lead deals with confidence and clarity.



## What our **CUSTOMERS** say about our training



**DAVID LEUNG**

**CORPORATE SOLUTIONS MANAGER**

Global Occupier Solutions, APAC, Savills

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“SKILLINGS Education has been an invaluable partner in upskilling our corporate real estate teams at Savills. Over 200 of our colleagues have completed training in Commercial Leasing, Workplace Strategy, and Project Management. The flexibility and practical focus of the courses mean our teams can immediately apply what they learn—ultimately helping us deliver stronger outcomes for our clients.”



## How to ENROL

Ready to take the next step? Enrol in the REIACT Learning Collection by:

### 1. ENROL ONLINE

Visit our website [here](#) to purchase access to the learning collection and begin your learning journey.

### 2. CONTACT US DIRECTLY

Reach out to our Team at [info@skillingseducation.com.au](mailto: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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☎ 1300 231 176  
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