

# Business Broker

**ANZSCO: 612111**

## About this document

- The following Information Sheet is for your reference only and should be used as a guide to assist with your Skills Assessment application to VETASSESS. This information is subject to change.
- Please note that a Skills Assessment of the qualification involves assessment of both the qualification level and content. Qualifications are assessed according to the guidelines published by the Australian Government Department of Education.
- The employment assessment involves determining the skill level and relevance of the tasks undertaken.
- Integrity checks may be conducted to verify the qualification and employment claims made in an application.

## Job description

Business Broker operates as an independent agent in the buying and selling of businesses. Registration or licensing may be required.












## Occupations considered suitable under this ANZSCO code:

- Franchise Broker

## Business Broker is a VETASSESS Group D occupation

This occupation requires a qualification assessed as comparable to the educational level of an Australian Qualifications Framework (AQF) Certificate III or higher.

Applicants can fulfil the assessment criteria for this occupation in four different ways.

| GROUP D                     | Criteria for a positive Skills Assessment   |   |   |                                      |   |
|-----------------------------|---|---|---|--------------------------------------|---|
| Post-qualification Pathways |   |   |   |                                      |   |
|                             | Minimum comparable Certificate III or IV or higher AQF level  |   | With highly relevant major field of study   | Highly relevant employment duration* |   |
| 1                           | <br>Minimum AQF Certificate IV   | + |                      | +                                    | <br>1 YEAR minimum   |
| 2                           | <br>Minimum AQF Certificate IV   | + | No highly relevant major  | +                                    | <br>2 YEARS minimum  |
| 3                           | <br>Minimum AQF Certificate III | + |                     | +                                    | <br>3 YEARS minimum |
| Pre-qualification Pathway   |   |   |   |                                      |   |
|                             | Highly Relevant employment duration*  |   |   |                                      | Minimum comparable Certificate IV AQF level   |
| 4                           | <br>3 YEARS minimum            | + | <br>1 YEAR minimum | +                                    | <br>AQF            |
|                             | Within last 5 years   |   |   |                                      |   |

\* Highly relevant paid employment duration (20 hours or more per week)

### Pathways 1–3

minimum years of post-qualification employment highly relevant to the nominated occupation, completed at an appropriate skill level in the five years before the date of application for a Skills Assessment.

### Pathway 4

minimum 4 years of relevant employment required – Three years of relevant employment (can be outside the last 5-year period) in addition to at least one year of highly relevant employment within the last five years before applying.

A positive assessment of both qualification level and employment duration is required for a positive Skills Assessment outcome.

## Qualification

AQF Certificate III or higher qualification. This includes qualifications assessed at AQF Certificate III, Certificate IV, Diploma, Advanced Diploma, Associate Degree, Bachelor Degree, Graduate Diploma, Master and Doctoral level.

Highly relevant major fields of study include:

- Real Estate Management
- Business Broking

This occupation requires a qualification assessed as comparable to the education level of an Australian Qualifications Framework (AQF) Certificate III or higher and in a field highly relevant to the nominated occupation.

## Employment Criteria

Highly relevant tasks include, but are not limited to:

- Accepting and listing properties and business for sale and lease, conducting inspections, and advising buyers on the merits of properties and businesses and the terms of sale or lease
- Advising vendors of sales and marketing options such as sale by auction and open house inspections
- Cataloguing and detailing land, buildings and businesses for sale or lease and arranging advertising
- Assessing buyer's needs and locating properties and businesses for their consideration
- Offering valuations and advice for buying and selling properties and businesses, and structuring the terms of settlement

